Spruce Lumber Lath Jack Pine

We offer the following (New Sawing):—

Merch. Spruce

1 x 3 x 6/20	2 x 3 x 6/20	3 x 3 x 6/20
1 x 4 x "	2 x 4 x "	3 x 4 x "
1 x 5 x "	2 x 5 x "	3 x 5 x "
1 x 6 x "	2 x 6 x "	3 x 6 x "

Can Resaw and D & M at Shipping Point.

WHITE PINE LATH, MILL RUN

1 Car 1½ x 3/8 x 4 ft.—Green.
1 Car 1½ x 3/8 x 32"—Green.

Bartram & Ball Limited

213 Drummond Bldg. — Montreal, Que.

For Immediate Shipment from Vancouver

5 cars XXX Cedar shingles
2 cars XX Cedar shingles
1 car 2 x 2 Rough clear fir
5 cars 1 x 3 Edgegrain flooring
2 cars 5/8 x 3 V Joint
1 car 5/8 x 4 V Joint
15 cars 1 x 8" & 10" cedar shiplap No. 1
1 car 1 x 4 No. 3¼ Kiln dried fir flooring
13 cars 1 x 4 No. 1 & 2 Kiln dried fir V Joint
2 cars 1 x 4 No. 1 & 2 Kiln dried fir flooring

Some of the above stock now in transit.

EASTERN QUEBEC SPRUCE

We have four mills sawing Spruce for us in Eastern Quebec and two on the Transcontinental West of Quebec. We are open to sell any one or all of these cuts.

We have also about 1,000,000 feet Dry Spruce 1919 sawing, ready for immediate shipment. Will only consider selling this stock in large blocks.

Knox Brothers, Limited

513 DRUMMOND BLDG., MONTREAL

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CHEMAINUS FIR

Clear Kiln Dried B. C. Douglas Fir

We can make prompt shipment on straight or mixed cars of clear kiln dried B. C. Douglas Fir in all sizes rough or dressed. Also flooring, ceiling, mouldings and siding.

If quality can talk to you — get in touch with us.

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Head Office and Mill

CHEMAINUS, B. C.

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QUEBEC

B. C. SHINGLES ALWAYS IN TRASIT

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WE HAVE IT—MILLS NOW SAWIN

Ontario White Pine (All Grade
Ontario Red Pine (Norway)
Ontario Jack Pine

ALSO

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LIMITED

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With each shipment of our

Red or White Pine

there is the quality because it is cut from th best growths in Ontario, the proper manufacture ue to our excellent milling facilities; and the right rading because we invariably satisfy.

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701 DOMINION BANK BUILDING
TORONTO CANADA

SOUTHERN HARDWOODS Dry Stock at Buffalo for Quick Shipment

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	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	35,900	8,500	40,000	17,000
1¼ in.	58,500	7,300	36,200	15,300
1½ in.	36,500	....	35,000	7,500
2 in.	7,500	....	20,000	2,000

WHITE ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	65,000	800	98,000	110,000
1¼ in.	99,000	7,500	120,000	20,000
1½ in.	18,900	1,200	20,000	41,000
2 in.	56,300	500	68,000	86,000
2½ in.	31,500	....	4,000	16,500
3 in.	87,500	——	62,500	25,500
4 in.	7,000	....	2,000	500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	65,700	1,000	240,000	180,000
1¼ in.	151,300	14,000	235,000	70,500
1½ in.	94,600	....	31,800	15,000
2 in.	60,900	....	13,000	12,500
2½ in.	84,000	....	13,900	15,000
3 in.	13,550	....	10,500	5,900
4 in.	40,300	....	450	....

BEECH

	1 & 2	No. 1 Com.	No. 2 Com.
⅝ in.	.....	.....	.....
¾ in.	41,000	61,000	9,500
1 in.	63,000	254,700	23,000
1¼ in.	50,200	18,600	20,000
1½ in.	80,800	....	2,400
2 in.	6,000	6,000	2,600
2½ in.	....	....	.....
3 in.	400	....	4,500
4 in.	225	1,200	475

BUTTERNUT

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	15,300	49,800	20,600
2 in.	8,400	.....	2,000
2½ in.	3,000	3,000	....

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	160,500	160,200	60,500
1¼ in.	5,500	7,600	5,500
1½ in.	16,000	18,700	50,300
2 in.	2,100	20,200	52,300
2½ in.	5,500	2,700	2,200
3 in.	31,700	2,500	4,300
4 in.	7,900	....	500

CHESTNUT

	1 & 2	Clear Strips	No. 1 Com.	S.W. & No. 2 Com.
¾ in.	.....	.....	.....	.....
1 in.	15,900	1,500	78,300	319,500
1¼ in.	161,800	2,800	88,200	273,200
1½ in.	116,500	.....	86,000	28,000
2 in.	59,200	.....	69,300	116,200
2½ in.	4,000	.....	1,150	500
3 in.	2,100	.....	1,300	500
4 in.	1,500	.....	300	.....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	29,000	1,200
1¼ in.	3,400	10,800	.....
1½ in.	19,100	5,200	18,000
2 in.	24,000	24,200	4,600
2½ in.	8,000	3,200	.....
3 in.	69,400	28,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,700	8,000	2,800
1¼ in.	41,500	38,200	6,800
1½ in.	10,500	13,300	5,400
2 in.	.....	.....	.....
2½ in.	.....	.....	.....
3 in.	30,280	1,500	5,000
4 in.	6,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	35,300	28,000	2,500
1¼ in.	.....	15,000	7,700
1½ in.	9,000	10,300	9,500
2 in.	2,500	3,800	7,500

FIGURED RED GUM

	1 & 2	No. 1 Com.
1 in.	2,800	700

QUARTERED RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	1,000	8,000	12,100
5/4	2,100	....	....
6/4	2,900	4,500	4,600
8/4	9,100	5,500	3,600

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	14,400	58,000	.....
1¼ in.	.....	.....	.....
1½ in.	500	8,000	13,500
2 in.	1,400	9,700	10,400

QUARTERED SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	.....	2,500	12,000
5/4	14,000	.....	.....
8/4	1,000	.....	.....

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	8,400	11,600
1¼ in.	1,100	2,500	2,050
1½ in.	5,600	9,300	25,000
2 in.	4,400	14,200	12,200
2½ in.	5,000	11,000	4,700
3 in.	900	7,580	7,200
4 in.	150	....	275

PLAIN RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅝ in.	24,200	....	.....	.....
¾ in.	45,000	....	48,400	21,200
⅞ in.	.....	....	87,000	53,600
1 in.	140,200	....	47,000	76,400
1¼ in.	110,700	2,400	2,000	1,200
1½ in.	157,900	4,300	49,200	40,000
2 in.	99,100	....	112,800	30,000
2½ in.	66,100	....	14,000	3,100
3 in.	28,800	....	18,500	7,000
4 in.	16,000	....	8,900	....

PLAIN WHITE OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	....	....	....
½ in.	.....	....	.....	.....
⅝ in.	21,150	....	1,000	16,900
¾ in.	57,900	....	152,000	31,000
1 in.	30,300	1,200	45,000	26,200
1¼ in.	55,300	....	2,000	2,000
1½ in.	57,500	....	30,000	9,000
2 in.	73,000	....	100,000	32,000

QUARTERED RED OAK

	1 & 2	No. 1 Com.	No. 2 Com.
¾ in.	300	3,700	400
1 in.	20,200	3,500	400
1¼ in.	3,000	3,000	500
1½ in.	350	500	100
2 in.	1,000	7,400	....

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1 in., 1¼ in., 1½ in., 2 in., and 3 in.,
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Doors, Windows, Architraves and all kinds of Mill Work, done by experts.
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Glendyne, Que.	C. N. Ry.	Fredericton, N. B.	C. P. Ry. and C. N. Ry.
Estcourt, Que.	C. N. Ry.	Nelson, N.B.	C. N. Ry.
Edmundston, N.B.	C.P.R., C.N.R. and Temiscouata Ry.	Campbellton, N. B.	C. N. Ry.
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We have absolutely no connection with or interest in any other firm bearing a name similar to ours.

Service

When we speak of service we mean that we give our clients the full benefit of our wide experience in everything pertaining to lumber, plus our facilities for doing things quickly. So that when you want your orders handled intelligently and with a minimum of delay, give them to us.

G. A. Grier & Sons Limited

Montreal
1112 Notre Dame St. West

Toronto
507 McKinnon Building

Established 1871

E. M. NICHOLSON & CO.

"BIRCH"

BOARD OF TRADE BLDG., MONTREAL.

WE WANT TO BUY

Hard Maple, Birch, Rock Elm, Soft Elm, and if necessary can take green

We are also in the market for—

Lath Outputs, Spruce, Hemlock, Pine, and Basswood Stocks.

Communicate with us before closing

Russell Harris Lumber Company
34 Victoria Street, Toronto. Telephone Main 4700

We are always in the market to buy Soft Elm, Maple, Birch and other Hardwoods. Also Spruce, Pine, Poplar or Balm for crating.

Established Twenty Years

Liberal Prices Fair Inspection
Prompt Payment

Advances to reliable parties if needed, send us list of anything you have to sell.

The Manufacturers Lumber
Company Limited

Stratford - Ont.

Standing Timber

FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Allen, Secord, Falconbridge and Street.

The Parry Sound Lumber Co.
26 Ernest Ave. Limited
Toronto, Canada

WANTED

Stocks of Hemlock, Spruce and Pine
All Grades

Advances made during operations

ARTHUR N. DUDLEY
Manufacturer and Wholesaler
109 Stair Building, TORONTO, ONT.

The Leigh Lumber Co.

33 Richmond Street West Toronto, Ont.

Can Supply You With

125,000 ft. 1 and 2 inch Maple, 3 Com. & Better.
30,000 ft. 1 and 2 inch Birch, 3 Com. & Better.
15,000 ft. 1 and 2 inch Ash, 3 Com. & Better.
15,000 ft. 1 and 2 inch Elm, 3 Com. & Better.
15,000 ft. 1 and 2 inch Basswood, 3 Com. & Better.

Part Dry Stock for Quick Shipment Only

ROBERT BURY & CO.
(CANADA), LIMITED
1 Spadina Avenue - TORONTO

English Office:
BOOTLE, LIVERPOOL

Eastern Branch:
Lewis Bldg., MONTREAL

Lumber Yards, Dry Kilns, Dimension Mill, and Veneer Warehouse at Toronto

Our Dry Kilns have a capacity for drying 200,000 feet per month. We will dry your transit cars.

All Canadian and American Hardwoods

MAHOGANY (250,000 feet all sizes and grades)

THIS WEEKS SPECIALS

Just unloaded, (no War Tax on Imported Goods)

One Car 1″ FAS Figured Mahogany.
Two Cars 1″ No. 1 Com. Figured Mahogany.
Three Cars 1″ high grade Canadian Chestnut.
One Car 1″ FAS Walnut.
Two Cars 1″ x 12″ Clear Spruce.
One Car 3/16″ 3 ply Birch Panels.

One Million Feet 1/20″ Rotary Cut Poplar, Gum and Birch, very long and wide, cut and inspected for Aeroplanes.

VENEERS Rotary Cut, Sawed and Sliced every description

THREE PLY FIR PANELS

All grades carried in Quarter Sawn White Oak, Gum, Poplar, Walnut, Canadian and Michigan Maple, Birch, Basswood, Elm, Ash, White Maple, Quartered Maple and White Basswood

We Specialize in Mixed Shipments of Dry Hardwoods, Veneers and Panels

This is a good time to conserve your capital by making your purchases in this manner.

The Rat Portage Lumber Co., Limited, Vancouver

MANUFACTURERS OF

Douglas Fir, Spruce, Cedar and Hemlock Lumber

Rough Timbers, Dimension, Flooring, Ceiling, Siding, Interior and Exterior Finish of all kinds including Mouldings. Fir, Spruce and Cedar Lath

Prompt shipment of Fir timbers in all sizes and up to 100 feet in length

AIR DRIED CEDAR SHINGLES

We specialize in supplying air dried Cedar Shingles, these cost more than kiln dried Shingles but make a better roof and last much longer

I offer the following stock for immediate shipment:

1 Car	5/8	Quartered White Oak,	No. 1 Common and Selects (In transit).
5 "	4/4	" " "	FAS, all the wide in.
5 "	4/4	" " "	No. 1 Common.
2 "	4/4	" " "	No. 2 Common.
10 "	4/4	Plain White Oak,	No. 2 Common.
5 "	8/4	" " "	No. 1 Common.
2 "	4/4	" " "	FAS.
3 "	12/4	" " "	Com. and Btr., 50 per cent. 10 in. and wider.
5 "	6/4	Chestnut,	FAS.
5 "	6/4	Sound Wormy Chestnut.	
3 "	8/4	" "	"
1 "	5/4	" "	"
1 "	5/4	FAS	"
7 "	4/4	Sound Wormy Chestnut.	
1 "	4/4	x 13 and up, FAS Sap Gum.	
1 "	8/4	No. 1 Com. and Btr. Quartered Red Gum (In transit).	

Write, wire or phone for prices.

PERCY E. HEENEY, Wholesale Lumber

207 Weber Chambers, KITCHENER, Ont.

I HAVE IT

All Grades in White Pine Lath A Specialty

Milling in Connection

E. J. MOORES, Jr.

MIDLAND CANADA

LET'S GET TOGETHER

Planing Mill Stock

CYPRESS

Soft, Dry Stock, Finest Grades—
All Thicknesses— 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

Yellow Pine Finish

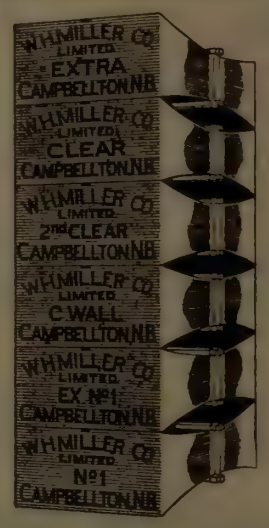
Kiln Dried, Soft, Short Leaf Kind

Stock Widths 4/4 5/4 6/4 8/4 by 4", 6", 8", 10", 12"

Also OAK, ASH, POPLAR, GUM

WISTAR, UNDERHILL & NIXON

Real Estate Trust Bldg., Philadelphia, Pa.



We Specialize in—

New Brunswick White Cedar Shingles

We also manufacture

Spruce and Pine Lumber, Lath, Cedar Ties, etc.

Shipments by Rail and Water.

W. H. MILLER CO., LTD.

Campbellton, N. B.

River Ouelle Pulp & Lumber Co.

Manufacturers of

SPRUCE

Lumber Lath Pulpwood

Head Office and Mills at:

St. Pacome, Que., Canada

On I. C. Ry. 75 Miles East of Quebec City

Also Mills at:

Crown Lake, Powerville Riv. Manie
On Nat. Transcontinental Ry.

Our new planing mill recently completed.

BUY B.C. FIR and HEMLOCK

We solicit correspondence and inquiries from

THE EASTERN CANADIAN TRADE

For fir yard stock, B. C. or Hemlock Shiplap and Boards, timbers any size and length up to 90 feet.

We also specialize in mixed cars of high-grade fir uppers and mouldings and are also manufacturers of fir doors.

Robertson & Hackett Sawmills, Ltd.

Established 1888

Mills and Office: FALSE CREEK, VANCOUVER, B.C.

Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

Timberland Lumber Co., Limited

Head Office: Westminster Trust Bldg., NEW WESTMINSTER, B. C.

Mills at South Westminster, on B.C.E.R.

Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

GENOA BAY LUMBER COMPANY

GENOA BAY B. C.

GENOA

We are able to supply you in the following high- grade lumber!

Fir Timbers
Lumber, Lath,
Cedar, Shingles,
Fir Flooring,
Ceiling, Finish,
Kiln Dried

Our excellent facilities permit immediate shipment-

Let us fill your needs-

DEALERS IN

Lumber, Lath, Mouldings, Sash Doors, Etc.

Phone 25 DUNCAN

Telegraph Address: DUNCAN, B.C.

Code: A.B.C. 5th Edition.

CLEAR FIR TIMBERS

OUR SPECIALTIES:

Long Fir Timber Planking Decking

Cutting orders for 2" in long lengths either Common or Clear (obtained as side cut).

Planer capacity 6" x 30". We do not operate dry kiln, but can arrange to air-dry in our yard to requirements.

Our Mill is on Canadian Pacific Railway with Rail Connection (Five Miles) to Tidewater on Alberni Canal. Navigable for all Vessels

BAINBRIDGE LUMBER CO., Limited

Cable Address: Bainbridge Lumber, Victoria. **Bainbridge, B.C.** Telephone and Postal Service at Bainbridge

Dry White Pine

I can offer for quick shipment 1 car say 1/3 each, 1¼, 1½ and 2 x 7 and up, 12/16 Stained Saps.

80,000 ft. 3 x 7/10—10/16 3rds. Say 2/3, 14/16 ft. 85% No. 2 Barn.

2 cars 1 x 4/6 x 12/16, small log, M.R. (Dressing in)
2 cars 1 x 4 and up x 6/11, M.R. (Dressing in)
100,000—1 x 6 x 12/16 outs of M.R.
75,000—1 x 8 x 12/16 " " "
25,000—1 x 10 x 12/16 " " "
25,000—1 x 6 x 6/11 " " "
18,000—1 x 8 x 6/11 " " "
5,000—1 x 10 x 6/11 " " "

These outs are nice knotted stock.

WRITE FOR PRICES

J. C. BARTRAM

JACKSON BLDG., - OTTAWA

British Columbia Forest Products

Fir Western Hemlock Spruce

With modern equipment and shipping facilities we are in a position to handle your orders in a satisfactory manner.

Our stock undergoes careful supervision to ensure QUALITY LUMBER.

Daily Capacity 135,000 ft.

Canadian Puget Sound Lumber & Timber Co.

VICTORIA——————LIMITED——————B.C.

Keewatin Lumber Co., Ltd.

Get Our Quotations For

2 x 4 AND WIDER IN RED PINE AND SPRUCE DIMENSIONS.

Dry White Pine Common Boards

Also BOX and CRATING STOCK in PINE, SPRUCE and POPLAR

We Manufacture White and Red Pine, Spruce and Poplar Lumber, Boxes, Shooks, Lath and Ties.

Saw Mills, Planing Mills and Box Factories at Keewatin and Kenora, Ont.

General Office: KEEWATIN, ONT.

H. M. ELLIS, LTD.

Manufacturers of

Long Fir Timbers

Mill: Lombard, B. C. Office: 118 Pacific Bldg., Vancouver

RIGHT GRADES
QUICK SHIPMENTS

Canadian Western Lumber Co.

FRASER MILLS, B.C.

***Eastern Sales Office*—Toronto—L. D. Barclay and E. C. Parsons**

ALBERTA
Edmonton—T. R. Griffith

SASKATCHEWAN
Moose Jaw
Chas. R. Skene

MANITOBA
Winnipeg—Hugh Cameron
Brandon—D. T. McDowell

TRANSITS

C.P. 318367—Shipped June 5th:

18,552 ft. 12 x 12—20 to 24 ft.
3 Cars XXX B. C. Shingles.

C.P. 310808—Shipped June 4th:
12,500 ft. 12 x 12 — 24 to 36 ft.
6,500 ft. 14 x 14 — 24 to 36 ft.
3,500 ft. 16 x 16 — 24 to 36 ft.

C.P. 31876—Shipped June 4th:
27,000 ft. 1 x 3 No. 3 Clear F.G. Fir Flooring.

Timms Phillips
DOUGLAS FIR LUMBER
RED CEDAR SHINGLES

FOR IMMEDIATE SHIPMENT

2 x 4
2 x 6
2 x 8
2 x 10
2 x 12
Any lengths up up to 32 ft.

Sized Ontario Standard.

Clear Fir Rough, green or kiln dried, in any sizes.

No. 1 and No. 2 Common Fir, Spruce, Pine, or Hemlock Boards, dressed as desired.

We specialize in Timbers.

Let us quote on your requirements.

"Organized to Serve"

"A League of Notions"

Prediction is not a gift—it's more a habit. There are those who perhaps will continue to predict the trend of lumber sales, production and price. They constitute "the league of notions."

We offer no psychic powers—ours is an ambition to SERVE. As a wholesale organization we solicit your confidence to serve you in your demands for B. C. Forest Products.

Timbers
Dimension
Boards and Shiplap
Flooring
Ceiling
Siding
Green & Kiln Dried Clears
Red Cedar Shingles
Fir-Pine-Cedar Lath

Timms, Phillips & Co. Ltd.

Yorkshire Bldg., VANCOUVER

Toronto Office:
33 Canada Permanent Building,
Phone Main 2789 18 Toronto Street.
Montreal Office: Room 23—11 St. Sacrament Street.

DOMINION LUMBER SALES LTD.

Sole Selling Agents for Two Operating Saw Mills and Two Shingle Mills

We can make immediate shipment of any quantity of Fir Timbers, all sizes.
We have in transit or ready for immediate shipment several cars of 2x, 3x and 5x, high grade shingles.

IN TRANSIT :

1 Car Clear Fir in 1", 1¼" 1½" and 2". 1 Car 2" x 10" and 12" Fir, 14, 16 and 18 feet.
Several cars No. 1 Common Fir Joisting in two and three inch. Quick shipment.

D. WILLIAMS, 40 Major Street, TORONTO REPRESENTATIVE

WIRE YOUR ORDERS AT OUR EXPENSE

209 Winch Building, VANCOUVER, B.C.

CLEAR RED CEDAR

2 cars 6/4 and 8/4 x 6 inches and wider up to 30 inches wide

CLEAR DOUGLAS FIR

1 car 8/4 x 6 and wider up to 30 inches wide — Kiln dried
1 car 4/4 x 6 and wider up to 12 inches wide—Green or kiln dried

FIR DIMENSION

Cut to order and dressed S&E 1/4 Scant

ARROW BRAND CEDAR SHINGLES

ALLEN-STOLTZE LUMBER CO., LTD.

Vancouver, British Columbia

FIR COMMON LUMBER

Hemlock Boards
Cedar Boards
Federal XXX Shingles

FEDERAL QUALITY

Long Fir Piling
Coast and Mountain Stocks

FEDERAL LUMBER CO., LTD.

470 GRANVILLE ST. *(Wire or Write)* VANCOUVER, B.C.

Dry Western Hemlock Boards and Shiplap

Also 4/4 K. D. Hemlock Clears, Rough

IMMEDIATE SHIPMENT

R. P. Shannon Lumber Company

408 Pacific Building - - - VANCOUVER, B. C.

British Columbia Forest Products

The British Columbia Lumber Commissioner

is now located in new offices at

No. 1 Adelaide St. East, Ground Floor

and will be pleased to meet dealers and others interested in

BRITISH COLUMBIA WOODS

PHONE MAIN 6872. NOTE—We do not quote prices.

British America Mills and Timber Co., Ltd.

Manufacturers of

Pacific Coast Timber Products

FIR TIMBERS

"Shamrock" Brand Red Cedar Shingles

General Offices, VANCOUVER, B.C.

Ontario Sales Representative : D. WILLIAMS, 40 Major St. Toronto, Ont.

Ivan D. Smith Lumber Co.

Wholesale

Pacific Coast Timber Products

FINISH, FLOORING, CEILING, ROUGH CLEARS TIMBERS, DIMENSION, SHIPLAP, BOARDS,

RED CEDAR SHINGLES

Dependable Grades ***Efficient Service***

WIRE OR WRITE

512 Standard Bank Bldg. Vancouver, B.C.

Heaps & Sons

Limited

SHINGLES

B. C. LUMBER and TIMBERS

Wire us for quick action

METROPOLITAN BUILDING VANCOUVER, B.C.

Thurston-Flavelle, Limited

MANUFACTURERS OF

British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

Straight or mixed cars with XXX and XXXXX Shingles. Stocks carried at Lindsay, Ont., for quick shipment

Full particulars from our Eastern Agents.

Ontario Agents:
Gull River Lumber Co., Ltd., Lindsay, Ont.

Quebec and Maritime Provinces Agents:
Rose-McLaurin Limited, 2 Toronto St., Toronto.

Head Office and Mills, Port Moody, B. C.

STOCKS WANTED——

We want to buy cuts of

HEMLOCK
SPRUCE
WHITE PINE
JACK PINE
LATH AND POSTS

Will pay highest prices and make prompt shipments

Write, Wire or Phone

McCORMACK & STEWART

Bank of Toronto Building - HAMILTON, Canada

North Eastern Iron & Salvage Co.

129-133 Nazareth Street, MONTREAL

Dealers in every kind of SECOND HAND USABLE MATERIAL

Entire Plants Bought and Sold.
Steam and Water Pipe a Specialty.
Reinforcing Steel, New and Second-hand,
Always in Stock.
Galvanized and Black Wire in Coils.
LEATHER, BALATA, AND RUBBER BELTING,
Practically New at Half Price.
SHAFTINGS, HANGERS, ETC.

Get our prices before placing your orders elsewhere.
QUOTATIONS ON APPLICATION.

Telephone Main 6405 Nights, East 2923

The

Southampton Lumber Co., Ltd.

MANUFACTURERS

LATH SHINGLES LUMBER

White Pine - Spruce - Hemlock - Birch

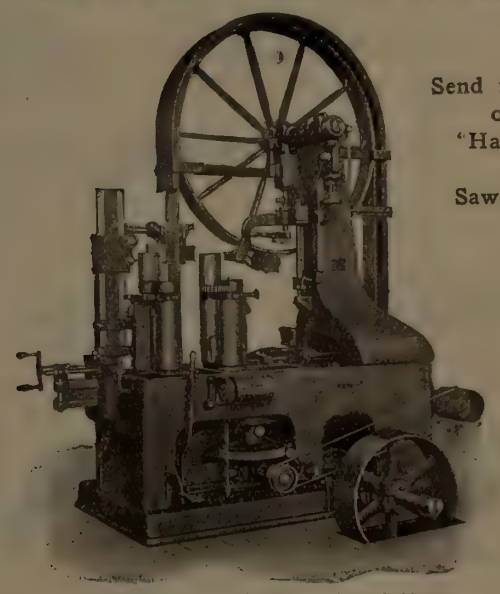
EXCELLENT SHIPPING FACILITIES
PROMISE
QUICK DESPATCH OF ORDERS

Doaktown - - New Brunswick

MERSHON

BAND RESAWS

A SPECIALTY - NOT A SIDE LINE



NEW Standard 60-in. Band Resaw

Send for a copy of our "Hand Book on Saw Fitting"

26 Models for Sawmills, Planing Mills & Box Factories

Wm. B. Mershon & Company
Saginaw, Michigan

James C. McCuaig

and Company

OTTAWA - ONTARIO

Wholesale Lumber

Pine, Spruce, Basswood, Birch,
Balsam and Poplar Pulp

Birch Maple Spruce

J. A. AIRD

WHOLESALE DEALER IN

Rough and Dressed Lumber
Lath and Shingles

Room 703 Power Building Phone Main 7193
83 CRAIG ST., W. MONTREAL, QUE.

I Have the Following

Rough Clear Sitka Spruce
On Hand at Prince Rupert, B. C.

This is beautiful stock and well manufactured

81M′ 1 x 4 B and Better
41M′ 1 x 4 and Wider and Better
48M′ 2 x 4 and Wider and Better
45M′ 1 x 4 and Wider straight grain Ladder Stock

R. G. CHESBRO
Lumber Manufacturer's Agent
PHONE MAIN 5345
Bank of Hamilton Bldg., TORONTO

To Wholesalers
WE ARE IN THE BUSH; THEREFORE

We can purchase any of the following stocks for you, on a commission basis, from Mills whom we deal with daily. BIRCH, MAPLE, SPRUCE, for this summer's delivery.

Also: PILINGS, RAILWAY TIES, and HEWN BIRCH TIMBERS.

OUR SPECIALTY
We Manufacture SPRUCE LATH AND BOX SHOOKS.

Prompt attention given to your requirements. Let us show you.

D. Blais & Co., Ltd.
Notre Dame Des Anges, Que.

Gloucester Lumber & Trading Co.
BATHURST, N. B.

Manufacturers and Wholesalers
— of —
Pine and Spruce
SAWN LUMBER
Lath and Shingles

Plibrico Jointless Firebrick

Installed without a bricklayer.
There is nothing like it for your
Steamboiler Linings, Dutch Ovens, Woodburners, Etc.
Roofings—Plastic, Liquid and Rubber
Mill Supply Department
Beveridge Paper Company, Limited
Montreal
STOCKS FROM COAST TO COAST

New **RAILS** Relaying
12 to 80 pounds per yard
OGGING CARS
Jno. J. Gartshore
58 Front St. West, Toronto

New Ontario Colonization Co., Ltd.

MANUFACTURERS

Spruce
Tamarack
Poplar

Dressing and Matching Our Specialty.

Will Supply Straight or Mixed Cars

Rossed
Pulpwood
Lath

Sales Office: BUFFALO, N. Y.
503 Niagara Life Bldg.

Mills: JACKSONBORO, ONT.
Transcont. Div. Can. Nat. Rys.

The Fesserton Timber Co., Ltd.

MANUFACTURERS AND WHOLESALERS OF

LUMBER, LATH, Etc.

We Specialize in the production of

White Pine Red Pine Spruce
Hemlock Hardwoods

Always in touch with the best sources of supply we are able to select from high grade forest products, and with first rate milling facilities can guarantee not only quality of lumber but quality of manufacture as well.

Also our mills are located at the most advantageous points for speedy delivery.

Place your orders with us and they will have prompt and intelligent handling and you will receive a service with your lumber requirements that is second to none.

We shall be pleased to have your enquiries.

15 Toronto Street, TORONTO, ONT.
Phone Main 795-796

Western Office:
VANCOUVER, B.C.

The Oliver Lumber Co.

of Toronto Limited

Wholesale Dealers in
WHITE PINE
and
HARDWOODS

Office:
SUITE 24 AND 25, 6 KING ST. W.
TORONTO, ONT.

Joseph Oliver
President

J. O. Oliver
Secretary

The
Powell-Myers Lumber Co.

MANUFACTURERS
Auto and Wagon Rims
also Hardwood Lumber

Main Office: SOUTH BEND, INDIANA

Mills: Argos, Rochester and Wyatt, Indiana

Trade Mark.

ROBERT COX AND COMPANY

OTTAWA

White Pine, Red Pine and Birch

Export Trade Specially Attended To

ROSE-McLAURIN LIMITED

WHOLESALE LUMBER

We make a specialty of

British Columbia Lumber Products

and solicit your enquiries

Representing
THURSTON FLAVELLE LTD.
CEDAR LUMBER AND SHINGLES
In Quebec and Maritime Provinces

SALES OFFICE
2 Toronto St.,
TORONTO

HUGH A. ROSE, Manager.
Phone Main 6752

Service That Counts

WE are bent on giving service—service that means something to our customers. For real service means satisfaction, and our customers must be satisfied.

Our Service Yard at Logansport, Indiana, is one mark of service. It enables us to deliver promptly. The following is some of the lumber that can be shipped from there immediately.

Ash

1 " FAS, No. 1 & 2 Com. ..	14,860
1¼" FAS, No. 1 & 2 Com. ..	48,311
2 " FAS & No. 1 Com.	19,190
2½" FAS & No. 1 Com.	24,485
3 " FAS & No. 1 Com.	64,566
4 " FAS & No. 1 Com.	9,640

Hickory

1¼" FAS No. 1 & 2 Com. ..	12,000
1½" FAS No. 1 & 2 Com. ..	33,000
2 " FAS No. 1 & 2 Com. ..	12,000
3, 3½, 4 FAS No. 1 & 2 Com.	10,000

Plain Oak

1 " FAS & No. 1 Com.	34,545
2 " FAS & No. 1 Com.	58,320
2½" FAS & No. 1 Com.	102,740
3 " FAS & No. 1 Com.	83,600
4 " FAS & No. 1 Com.	58,900

Poplar

1 " FAS No. 1 & 2 Com. ..	48,200
2 " FAS No. 1 & 2 Com. ..	44,180
2½" FAS No. 1 & 2 Com. ..	18,110
3 " FAS No. 1 & 2 Com. ..	33,440
4 " FAS No. 1 & 2 Com. ..	16,770

If you wish you will find it convenient to have your representative inspect this stock at our Service Yard. We'll be glad to show him what excellent stock it is.

John I. Shafer Hardwood Co.

South Bend, Ind.

Wanted in Any Quantity

4/4" Red and White Oak
Maple Beech and Birch

Send us particulars of your cuts

The Seaman-Kent

Company Limited

Manufacturers of

Beaver Brand Hardwood Flooring—
in
Maple, Birch, Beech, Plain and Quarter Cut Oak

263 Wallace Ave. - Toronto

The Pedwell Hardwood Lumber Co.

Ft. Spadina Ave. - TORONTO

Canadian Hardwood Posts, Pine Squares

YARDS: Foot of Spadina Ave.

WE ARE OPEN TO BUY ENTIRE CUTS OF HARDWOOD LUMBER AND BUSH PROPERTIES

BUFFALO
HARDWOOD LUMBER DEALERS

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
Hardwoods of All Kinds
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Standard Hardwood Lumber Co.
Hardwoods
Prompt Shipment { From Buffalo Yards or from Mill direct to you
8 Million Feet Dry Stock on Hand 1333 Clinton St.

T. Sullivan & Co.
HARDWOODS
We Specialize in Brown Ash and Elm
Car or Cargo Shipments Cor. Niagara and Arthur Sts.

Hugh McLean Lumber Co.
Hardwoods of All Kinds
Our Specialties—QUARTERED WHITE OAK
SAP AND RED GUM
Established 25 Years 940 Elk Street

Yeager Lumber Company, Inc.
SPECIALTIES
Oak, Poplar, Ash, Maple
932 Elk Street

Miller, Sturm & Miller
1142 SENECA STREET
Hardwoods of All Kinds

Buffalo Hardwood Lumber Co.
J. B. WALL, Pres. M. M. WALL, Treas. T. H. WALL, V.-Pres.
940 Seneca St.
For Sale—
10 Cars of Aromatic Red Cedar
We Specialize in—
WHITE ASH
Anyone handling any of this stock, write us.
We also handle a complete stock of Plain Oak, Quar. Oak, Maple, Poplar, Red Cedar, etc.

G. Elias & Bro., Inc.
Established 1881
All Kinds of Hardwood Lumber
And in addition we carry a full line of
White Pine, Yellow Pine, Spruce, Hemlock and Fir Timber, Lumber, Millwork and Boxes—Maple and Oak Flooring
CAREFUL ATTENTION TO MIXED CAR ORDERS

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain and Quartered Oak, Poplar and Walnut.
1100 Seneca Street

J. Burstall & Co.

Purchasers and Shippers of all kinds of Timber and Lumber

HEAD OFFICE:
Royal Bank Building QUEBEC

BRANCH OFFICE:
Board of Trade Building MONTREAL

ALSO

J. Burstall & Co., Ltd.

57 GRACECHURCH STREET
LONDON, E.C. ENGLAND

H. R. Goodday

AND COMPANY

EXPORTERS OF

SPRUCE AND PINE

New Brunswick Agent
F. E. NEALE,
Chatham, N.B.

Head Office: QUEBEC, P.Q.

Campbell, Welsh & Paynes

Wholesale Lumber

BANK OF HAMILTON BUILDING
TORONTO, CANADA

L. N. GODFREY COMPANY

Wholesale Lumber

We buy extensively to be shipped in car and cargo lots CANADIAN Lumber of all kinds including—

SPRUCE, PINE, HEMLOCK

ALSO HARDWOODS

Douglas Fir and Cedar Lumber

Red and White Cedar Shingles, Laths, Etc.
We handle Canadian and New England SPRUCE in all sizes and grades
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The National Lumber Journal for Forty Years

Issued on the 1st and 15th of every month by

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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New Era in the Building Age

The question is asked every now and then by those having business relations with wholesale and retail lumbermen, contractors and others, "Is this a good time to build?" "Will not prices come down?" "Is one safe in undertaking to erect a home or would you advise delay in structural operations?" These are pertinent queries and naturally difficult to answer. The world is passing through chaos and unrest. The social order of to-day is in a state of flux, but, according to the best authorities, the old days that are gone, will never return, and whether the times ahead be better or worse than those that have passed, depends largely upon the action of the people, their industry, disposition and thrift.

There are some present-day notions or tendencies that must be uprooted on the part of the younger generation, and one is that it is a disgrace to work. It has always been the badge of honor and the stamp of manhood and womanhood. In time to come it will be regarded with equal appreciation and bear the mark of dignity and worth as in the days before the war.

But this apart, as we are not discussing questions of a sociological nature. The query remains,—should anyone build now? The response of those who have given sane consideration to the subject and all its aspects is that it is always good policy to build "what you need, when you need it, but only what you need." If you require a home or your property urgently should be repaired, don't wait. Delays are generally more or less fraught with danger and the overcautious man has, in all relations of life, suffered perhaps more reverses and undergone more disappointments, than the precipitate person or the plunger, as he is commonly known. There is much condemnation for the rash and headstrong, the speculative and the seemingly irresponsible, but on the other hand, these are the factors that move the world, create communities, build cities and foster national undertakings and commercial and industrial enterprises.

There is the other class, who are always holding back and will never make a venture. They have marked time from creation's dawn and have always been a brake on the wheel of progress. They say "go slow." The trouble often is that many never go at all. They slip back instead of moving forward, and so it is with the building proposition. We do not believe there is anything to be gained by delay, that neither labor nor material or other contingencies will be appreciably altered for a long time to come; neither will the supply and demand be equalized for a period of probably two to five years.

Statistics reveal that approximately fifty-nine per cent. of the building cost is labor. Will this item be reduced? Freight rates are going to be increased. This means higher cost. No one looks for any decline in the cost of labor and should there be a material reduction,—say ten to twenty per cent., in the other items of cost, the saving would be small and probably not commensurate with cost of delays. People who are expecting pre-war prices will be disappointed. We are living in a new era and must accustom ourselves to new conditions and surroundings.

Irving Fisher, probably the country's first authority on the subject of prices, says: "Go ahead on the new price level. Business men should face the facts. To talk reverently of 1913-1914 prices is to speak a dead language today. The buyers of the country, since the armistice, have made an unexampled attack upon prices through their waiting attitude, and yet price recessions have been insignificant. The reason is that we are on a new high-price level, which will be found out that the clever man is not the man who waits, but the one who finds out the new price facts, and acts accordingly."

* * *

A Problem For Individual Solution

Does it pay the average retail lumberman to operate a planing mill? This has long been a question of vital interest to the trade, and no satisfactory solution can be given which will apply generally to all members of the industry.

In real estate circles one of the oldest problems which has been discussed for years, is the advisability of owning rather than renting a house. In spite of the agitation that has been conducted for generations and the economic, sentimental and other reasons presented for owning a home, about 50 per cent. of the people in the larger centres still continue to lease the dwellings in which they reside, and probably will do so until the end of time. There are many reasons, of course, why certain persons do not become home owners and there are, probably, equal numbers of reasons why all retail lumbermen do not own and operate planing mills.

It is interesting to note the different views presented in the news columns of this edition on the proposition. Much, of course, depends upon the trade which a yardman caters to, the amount of stock he carries, his annual turnover, labor conditions, building prospects, repair trade, propinquity of other woodworking establishments, the service he aims to render, etc. There is no doubt, however, that many a retailer in his desire to own a planing mill, has over-reached himself and purchased equipment which can be used for only a limited period, in which considerable money is locked up at present high values. Unless machines can be kept fully employed from 50 per cent. to 60 per cent. of the time, they generally result in a loss to the proprietor, and the class of work required in a small centre can be turned out reasonably well with less equipment than is generally supposed.

The subject is discussed from every angle in the present issue of the "Canada Lumberman" and opinions based on experience and practical insight of various men are well worth reading, presenting, as they do, a symposium of ideas that should prove helpful, timely and valuable. After all, this question is one that will have to be solved individually. It may pay one man to operate a small planing mill or sash and door factory, whereas in another town such an establishment would be a decided loss and any money made in the lumber yard, sunk in the operation of the industrial plant.

There is this much to be said, and that is, the man who has not a planing mill now and is thinking of making the necessary installations, should give the matter full consideration before undertaking the work and size up as accurately as possible the volume of trade

that will present itself and how much he can add to his service, turnover and facilities.

* * *

The Trend of Trade Conditions

Recent declines in the prices of a few commodities are not to be regarded as isolated instances, but are part of a gradual and general movement that has been under way for a considerable time, says the National Bank of Commerce in New York. in a discussion of current business conditions.

It has generally been conceded that prices would ultimately seek a lower level than that maintained during the war and immediately thereafter. Such decline has always followed the over-stimulation of commerce and industry produced by war. Under these circumstances, a downward price movement, if gradual and orderly, is to be welcomed both as an evidence of the return of more orderly conditions and as a factor in accomplishing that return. Such a movement in the prices of basic commodities is now clearly evident. Recent sharp declines in a few commodities, however, are likely to cause the business public to lose sight of the fact that in a number of other commodities a gradual decline has been under way for a considerable time.

Even at this time it is well to emphasize once more that the abnormal price has been the result first, of actual physical shortage of goods in relation to demand, and second, of expansion in the volume of credit and the various forms of money. It is thus clear that a decline in prices can only be brought about by a falling off of demand, an increase in the physical volume of production, a decrease in the volume of credit and money, or by these and various other causes working together. The armistice automatically destroyed the specialized demand which the war had created, and removed the artificial support which had sustained the buying power of Europe during the conflict. While the stimulated domestic demand at first appeared to offset this, this influence could not possibly be permanent. In many lines consumption is not immediate, so that the rate of purchase after every abnormal period inevitably declines to a normal level or below it. It is primarily this tendency which has been reflected in the refusal of buyers to accept additional price increases, or indeed, to buy in undiminished volume at the levels which had prevailed for months.

In the face of these conditions, discernible to all far-seeing business men, the unwisdom of further credit expansion became apparent some months ago. Efforts to prevent such expansion have resulted in a considerable strain on credit, and this has been much accentuated by retarded transportation and consequent tying up of a large volume of credit.

A factor not to be overlooked at the present time is the increasing unemployment. In some districts large numbers of men are out of work as a result of disorganized transportation. This effect has been especially noteworthy in the coal regions and in the great centres of automobile manufacture. Refusal of the public to accept increased prices, or even to maintain a volume of purchase equal to that of recent months at the level of prices then prevailing, has reacted sharply on some sections of the textile industry and on the garment trades. Considerable unemployment in these industries has resulted. If this is of brief duration, it need have no serious effects, but prolonged and widespread unemployment rapidly destroys buying power and produces social unrest, so that a far-seeing policy will indicate its avoidance if this is at all possible.

* * *

Extending the Service of Aeroplanes

The Province of Quebec has been comparatively free of disastrous forest fires for some years, largely due to the system of protection and forest rangers which the government, acting in co-operation with the big companies, has built up. It is understood that the government will extend its efforts still further, and that one of the most important directions this extension will take will be towards having further aeroplane service. Quebec was the first province to install aeroplane service to watch the forests, the St. Maurice Protective Association, comprising companies which have large limits on the St. Maurice, inaugurating the service with the co-operation of the government.

During the last three or four years laws of a most stringent kind have been enacted by the Quebec Legislature towards protecting the valuable forest areas of the province, the forestry resources of the province constituting the second industry in Quebec, and growing continually. The amount of pulp wood cut in 1918 alone was 1,599 278 cords, a big increase over 1917, when the number of cords of pulp wood cut was 1,357,007 cords. The value of all forest products for 1918 rose to $40,761,730, but when the value of the finished article is considered, pulp and paper, the value is very much higher. Since 1910 the Quebec Government has had an embargo on the exportation of pulp wood cut from Crown lands, and the result has been that in seven years the number of tons of pulp produced has more than doubled, and the new mills erected in the past two years have raised the proportion of increase still greater.

With the industry at such high points, and constantly growing, the government gave its aid to the formation of four fire protective associations, namely, the Ottawa River Forest Protective Association, the St. Maurice Forest Protective Association, the Laurentian Forest Protective Association, and the Southern St. Lawrence Forest Protective Association. The fire wardens are appointed by the government, on recommendation of the association, and they work under the direction of the managers of the associations. The aeroplane is the newest device used by the fire wardens, but supervision is also exercised by the use of horses, motor cycles, canoes, gasoline launches, etc. There has been installed also a system of telephone lines so that prompt warning may be given of fires.

When it is recalled that vast areas of forests were burned some years ago, the record of 1918, the last official one to hand, is comforting, showing that only 10,543 acres were touched with fire in 416 fires. There are over 414 fire wardens in the four districts.

* * *

Editorial Short Lengths

Speaking at Orillia recently, Hon. E. C. Drury, Premier of Ontario, intimated that the province was not receiving enough from its Crown timber lands and laid stress upon the fact that Ontario with its huge resources in this line is barely in receipt of the same amount as New Brunswick gets from its forests.

* * *

Who says that motor trucks are not helping to relieve the housing shortage? Doubters are referred to a Kansas man, who, in order to dispose of a house he owns at Towanda, Kan., jacked it up, placed two pairs of wheels under one end and hitched a truck to the other, and pulled the house over country roads to Wichita and then sold it.

* * *

It is announced that in order to stimulate home building in Tacoma, Wash., the St. Paul & Tacoma Lumber Co. have declared a reduction of 20 per cent. in lumber. The cut in price is made exclusively for home building. The reduction includes all kinds of lumber with the exception of shingles and lath which are now selling at comparatively low prices.

* * *

The scarcity of newsprint paper is being felt more keenly as each week passes and the demand is growing more incessant. It is understood that the Canadian mills are now ready to fill Canadian orders and agree with the principle that 15 per cent. of their output should be reserved for the domestic market. To this regulation, if one is passed by the federal government, no serious objection will be offered by the newsprint producers, but if there is any attempt in the way of price control or regulation, the same as existed during the war, there will be a determined protest. It appears that most of the publishers in Canada are now willing to pay whatever is the prevailing export price and by adopting this attitude, and the mills agreeing to furnish a quota of their output to Canadian consumers, there is no reason why an adjustment of all difficulties should not be speedily effected. Just what figures will prevail after July 1st, is not known as yet, but either 5c or 5½c will be the ruling rate. Most mills have notified their Canadian customers that they will take care of their wants during the second half of 1920.

Mr. Dealer! Have You Installed Service Room

Not Merely Show Place or Display Apartment For Forest Products Materials—Its Location and Facilities Outlined—Some Practical Suggestions

What is a service room ?

An Eastern lumber yard was destroyed by fire. The dealer rebuilt immediately. In making his plans, he determined to have a service room, although he didn't call it by that name. He built a two-storey office and stock room facing the street. Across the driveway from the office and opening on the street, he located the Service Room. It had large plate glass windows, a hardwood floor, oak trim, metal ceiling, fine fixtures, and an interesting display, says R. S. Hinman, Retail Representative of the National Lumber Manufacturers Association.

To-day that room is used only for storing roofing, wall board and a dozen other miscellaneous articles, and that dealer has no use for service rooms. But why ?

Having Sympathy with the Idea

The success of the service room depends primarily upon two things: First, a thorough understanding of, and sympathy with, the "service" idea, and second, the equipment to render real "service."

The service room is not merely a show room or a display room. It is a room in which the dealer has the opportunity to exercise the highest form of salesmanship. The size, location, furniture display, and so forth will depend entirely upon the individual dealer, the facilities at his command, and the requirements of his community. The service room may be an adjunct of the private office, or, if the dealer hasn't a private office the service room may be used as such. A service room may be a room devoted exclusively to the business of selling, or, it may be a table and a couple of chairs where the dealer can take the prospective customer, show him the things he wants to show him and talk to him without interruption.

The correct answer to every question that can be asked about fitting up a service room is based upon the principles of good merchandising.

"What am I trying to do with my service room? Sell merchandise at a profit and please my customer, giving him the material best suited to his purpose. When I go into a clothing store to buy a $50.00 suit and the clerk shows me a suit for $100.00. doesn't it rather spoil my taste for a $50.00 suit ? Would I try to sell a Ford car by showing the prospect a Dodge?" Which is the easier—to dislodge an idea from the customer's mind after he has made up his mind as to what he wants, or to show him the things that he ought to have and prevent him from getting the wrong idea ?

Proper Use of Wall Space

A hardware manufacturer who specializes on building hardware has a display room which cost many thousands of dollars. Walk into that room and you see merely a room finished in dark paneled mahogany and richly but simply finished. If you are a prospective customer the chances are that the salesman knows before you ever reach the room about what kind of hardware you are interested in, but if not, you sit down in one of the comfortable chairs and, after a little conversation, the salesman has a pretty good idea of what you want.

He then goes to a wall, opens up a case and there, richly displayed, is the particular lock set in the design and finish that he thinks you will want, based upon what you have told him. If this is not satisfactory, he opens up another case and shows you something else, but there is the important point—you are not confused or bewildered at any time by a great display of the different styles, designs and finishes. All the goods that are on display are so arranged that when you are looking at one particular design, you see nothing else. You have a chance to make your decision absolutely unhindered by a multitude of other designs.

Successful lumber dealers all over the country have found that it does not pay to put anything in the service room without a sound merchandising reason for its being there.

The Importance of Location

The size of the service room will more often than not depend upon the amount of space available in an office that is already built. In laying out a plan for a brand new building with a serivce room included, a careful study of the articles to be shown in the service room will be required to determine the size. As most of the displays will be on the wall, this will be the basis for fighting. Instead of one very large room, it may sometimes be found advisable to have two smaller rooms, as this gives more wall space and also accommodates more customers.

The location is highly important. A direct street entrance is not necessary, in fact. it may easily become a detriment. One thing that is absolutely essential is that there should be an entrance to the service room from the dealer's private office. In fact many dealers consider that the only entrance should be through the private office.

The furniture may consist of a table, flat top desk or both, and a few comfortable chairs. There should be drawers for catalogues and plan books. The room should be well finished, with the kind of materials you sell. The flooring may be hardwood, or may be covered with a rug. On the walls there could be a few pictures of subjects pertaining to the lumber business, and on the table a few magazines or books of general interest. The fitting up of the room will be largely a matter of individual taste and judgment.

The materials to be displayed will consist of samples of the various products you have to sell, such as commercial woods, finished and unfinished, mouldings, hardwood flooring in finished panels, stained and creosoted shingles, mantel brick, and so forth. The different styles of door and window trim in use in the dealer's locality, together with examples of various details of construction may also be shown. No two dealers will want to show the same items in their service room and a little thought and study will determine in such case that which ought to be selected.

Keep Materials in Cases

One thing is important. The room, when entered, should not present the appearance of a miscellaneous collection of building materials. It should be attractive to the eye, and most of the materials should be kept in wall cases, where they are practically out of sight until the time comes for display. In this way the materials can be kept clean and bright at all times. but most important of all, the dealer can show the prospect exactly what he wants him to see without a great many other articles to distract his attention. This enables the prospect to decide upon one thing at a time and will be a great time saver for the dealer in making the sale.

The same principle should be followed in regard to plan books and catalogues. These should be kept out of sight until the dealer has had an opportunity to talk with the prospect and find out about his requirements. Practically every one who starts to build has something like a limit to the amount he expects to spend. If a man expects to spend $5,000 for a house, he should not be encouraged to look over a lot of $10,000 designs, because it is human nature to select a $10,000 design and then want to try to build it for $5,000. If the plan book is not divided according to the cost of construction, the dealer should make a list of the different designs that come under the various price classifications. He can have a list of houses that can be built for $3,000, $5,000 and so on, then when he has found out how much the customer expects to spend, he can show him the plan book and point out to him the different designs in the book that can be built for about such an amount.

Manufacturers' samples and literature should be a part of the display of the service room, handled, of course, as indicated above. The public sees a great many articles of building material advertised in the magazines. Whenever a prospect asks the dealer about such materials, the dealer should be in a position to give information, and if it is a material that can be supplied, he should have on hand such sample and literature. These can be kept in the service room. as outlined above.

How to Announce the Service

The use of the service room will have a tremendous effect on the dealer's business. Its effects will be felt first upon the dealer's relation to the carpenter contractor. A dealer in a Minnesota town put in a service room. He said very little about it until it was completed, then one by one he took the contractors of the town to one side and talked to them something like this:

"Here is a service room that I have built to help you land more jobs and me to sell more building material. It contains everything you need to show a prospective builder and help him decide what he wants. Of course you understand that it is going to be open to any one who is figuring on building, so that no one person can use it exclusively, but whenever you have a prospect, you are welcome to bring him in here and spend all the time you need, in other words, make this your salesroom."

How to Make Profitable Use of the Entire Log

Too Much Material Goes Into Sawmill Burner—Growing Demand For Wood Articles of Every Kind Affords Opportunities For Using All Odds and Ends

"Using all the Log" was the subject of an edifying and practical address delivered recently at San Antonio, Texas, by C. E. Mattison, manager of the Arkansas Land and Lumber Co., who spoke ably and convincingly before the Southern Pine Salesmen's Service Association.

In the course of his remarks Mr. Mattison sasid:

"To my mind the main refuse conveyor of the average sawmill, that starts down on the lower floor and reaches out to the maw of the refuse burner, looks like a stream of dollars going to destruction. It is of great importance that we conserve foodstuffs and annual crops, but it is of far more importance to conserve raw materials, such as lumber, coal, iron, oil, and gas which has taken ages or at least a life time to produce out of the soil.

"In utilizing mill waste the sawmill conveyor is usually picked over first for lath. Generally speaking, to every 1000 feet of lumber produced there will be approximately 250 four-foot lath accumulated, and if 32 in. lath are saved there will be 300 lath to the thousand feet; 32 in. lath can be made out of 'shims' too short for four-foot lath and which develop to quite an extent from crooked shortleaf timber that grows in the northern portion of the southern forest on rolling land.

"Short trimmings suitable for box shooks, etc., are picked out of the conveyor following lath. This stock can be stacked loosely on top of a kiln car and after drying and cooling sent directly to the planing mill and over box saws. You are all familiar with box shooks, so it is needless to describe this product; planing mill cuttings and trimmings work nicely into box shooks.

Too Much Stuff in the Burner

"But one can find mill waste ahead of the refuse conveyor. If you will watch your edger tables you will see many small strips that are admirable for small mouldings; strips that usually go to the slasher, and as they answer neither for lath or box shooks they go to—hell—the burner. These edgings can be sent either over the trimmer and cut into regular lengths, or, if this is not practical in some mills, they can be pulled off the trimmer chains after passing from the edger rolls, cut to lengths on a small stationary saw, then bundled loosely in small bundles at low labor cost. Place these bundles also on top of the kiln cars, and when cured send them directly to the stickers. At one Arkansas mill it has been the custom for a number of years to kiln dry boards before running them through the edger. An edger is placed at the shed and the edgings are then made into small mouldings.

"At another Arkansas soft pine mill, and one of the largest in the State, mill waste is no longer a side line but one of the principal products. Last year they were able to operate only about 75 per cent. of normal waste capacity, yet without considering lath production they saved from so-called mill waste alone 4,330,000 board feet for which they received a little better than $31 average per thousand f.o.b. the mill. Nearly two million feet of this saving was worked into small cleats that required at least 10 pieces from one board foot. Having a crating and box department in connection with their operation, they are able to work practically every kind of edging and trimming that develops.

Used to Generate Steam

"At two other mills with which I am familiar a part of the excess waste is used to generate steam for local electric light and waterworks plants. One of these mills installed, instead of a burner, two rated 150 h.p. boilers with extra hog equipment. Fuel is produced that generates from 300 to 400 h.p., which supplies continuous service of light and power to cities within a radius of 27 miles. In these cities the water plants are driven electrically as well as a large flour mill and a number of smaller industries. The average daily consumption of electric power is 6000 k.w. Even with this arrangement other by-products are made from mill waste. In the year 1918, 868,772 feet were saved and marketed at an average price of $19.05 f.o.b. the mill.

"The total production of the mill was fourteen and a half million feet. The material in dimension ran as small as 1 x 2½ x 12 in. Smaller sizes could have been made and marketed if the waste had not been required for fuel. It might be interesting to state here that woman labor produced this material while the men were at war. Last year the production from waste was 1,157,027 feet, which was sold at $28 per M f.o.b. mill. One might get the impression that wasteful methods of manufacturing prevailed at this mill, but the fact that this electric power and by-products, including lath, were developed from an annual production of only 21,000,000 feet (which was an over-run of the log scale of 22½ per cent.) does not reveal wasteful methods.

"There is one remarkable mill in Arkansas that has been in operation for nearly forty years. Nearly every visitor to this plant makes use of the old hackneyed phrase, 'Saving everything but the squeal.' Nothing is burned except for creating power for the plant. Not even stove wood for employees is available, but fortunately the mill is located near a natural gas line, so they avail themselves of this cheap fuel. Pieces as small as ⅜ in. x 1¼ in. x 8 in. are utilized, and it might be interesting to state that these are made into small trays used by smelters and founders on which small pieces of scrap metal are sorted. The trays loaded with metal are placed in retorts and consumed after contributing to high efficiency handling. Chemical companies also use these trays for the same purpose and in the same manner.

Demand for Small Wood Articles

"There is a growing demand for small wood articles, among which may be mentioned toys and bird-houses. In a recent bulletin issued by the U. S. Department of Agriculture, Forest Products Office, showing opportunities to sell waste, I may mention a few items:

"A Hartford, Conn., manufacturer wants 1⅜ x 1¾ x 2 in. to 8½ in. long from oak, yellow pine, hickory or whitewood and can use two carloads per year.

"Crystal Springs, Miss., large quantities required, hard and soft woods, 7/16 x 2½ to 10 in. and up.

"A Brooklyn manufacturer wants three carloads per year of any specie of wood, ½ x 3½ to 1¾ x 10 to 8½ in. long.

"Another New York manufacturer wants four carloads per year of ⅜ x 8½ x 11—hard or soft wood.

"Niagara Falls, 10 to 20 cars per year, 7/16 to ¾ x mixed widths, 13 in. to 22 in. long, hard or soft wood.

"Pittsburgh, Pa., wants from longleaf 2 in. 3 and 4 in. 4 to 8 in. to 12 in. and up, 10 to 20 carloads per year.

"Wood distillation is too great a subject for me to dwell upon at length. Permit me to say, however, that the distillation and refining of oils produced from pine woods is a wonderful field for the research chemist. As many as 75 distillates have been made and I feel sure that no field before us to-day offers greater opportunities for discovery. It is claimed there are today millions of cords of wood lying on the ground rotting, and there is a money value of at least $25 in each and every cord of this wood. There are every day thousands of cords of rich pine wood burned at the sawmills that have an equal money value. Many plants have failed, it is true, but every failure can be safely attributed to lack of knowledge of the industry, lack of capital or a poor process. Many men have gone into the business thinking they could get fancy prices for the products and have been disappointed. A steady sale at a reasonable profit is all that can be expected. There is a constantly growing demand for distillates. It was my pleasure to witness a test in wood distillation a few years ago. Briefly, one cord of box faced slabs was placed in the retort dead cold. Fires were started and in 22 hours there was produced 45½ gallons of turps, 11¼ gallons of light oil, 110 gallons of heavy oil and 40 gallons of pitch; 25 bushels of charcoal also developed.

Box Cleats From Waste

"In passing let me state, this entire field of conservation can be developed to a very profitable business and even though it does not produce large dividends, in the interest of conservation this subject should be carefully studied by the mill men. In conclusion let me state, also, that the salesman and retailer can materially assist in 'Using All of the Log.' For instance, I found a stove factory in Milwaukee cutting up long lengths into very short pieces. We later supplied them with short pieces from mill waste. A Chicago box factory was cutting and ripping 16-foot lumber into box cleats 1 in. square, 7 in. long. These should have come from the burner conveyor. Look through your territory for similar instances and, like the food conservationist, educate them to 'cheaper cuts.'"

Panoramic view of the sawmills of the Bishop Lumber Co., showing extensive shipping facilities by both rail and water. The greater portion of the docks of the company at Nesterville, Ont., were destroyed by fire recently

Bishop Lumber Co. Saved Mill in Fire

A serious fire recently visited the yards of the Bishop Lumber Co., Nesterville, Ont., and for a time it looked as if the entire plant would be wiped out. The flames, however, were confined entirely to the lumber water-docks and did not destroy any part of the sawmill. Manufacturing operations will not be interfered with in any way. About two-thirds of the water-trams and docks of the company were destroyed. These docks were originally about 1800 ft. long and about 1200 ft. of them were burned. There was a warehouse at the end of one dock which was consumed but the building did not contain many supplies at the time of the conflagration. The quantity of lumber burned was about 3,000,000 ft. It was mostly owned by White, Gratwick & Mitchell, of North Tonawanda, N. Y., although W. J. Brinen, of Muskegon, Mich., had a small quantity wiped out. The lumber and docks were fully covered by insurance.

The Bishop Lumber Co. was formed in September, 1916, taking over the assets of the Thessalon Lumber Co., Nesterville, in the district of Algoma. The product sawn is principally white pine with some red pine and spruce. The equipment of the mill consists of two band saws, a gang and re-saw, as well as lath mill, picket mill and mill for manufacturing box lumber from slabs. The daily cutting capacity is from 150,000 ft. to 175,000 ft. The firm usually turns out about 25,000,000 ft. to 30,000,000 ft. annually. All machines are set on concrete foundation and the power plant consists of six 100 horse power boilers. The yard is equipped in such a way that 8,000,000 ft. can be piled on the waterfront for boat shipment, 8,000,000 ft. on railway tracks for rail shipment, and 8,000,000 ft. in the yards, which can be forwarded conveniently by either rail or water.

H. H. Bishop is president of the company, H. W. Bishop vice-president and J. A. Bishop secretary-treasurer. During the past winter the company conducted nine logging camps and three timber camps and this year will turn out, in addition to the quantity of lumber already mentioned, 250,000 cubic feet of square timber.

New Company Buys Dominion Hardwoods

The Wood Turning Products, Limited, Fenelon Falls, Ont., of which G. H. Harper is managing director, recently took over the plant known as the Dominion Hardwoods, Limited, at Deseronto, and since then have been making a number of changes in the machinery, especially in the power plant, which is being transferred from steam-driven to electric-driven. The company will turn out principally broom handles at Deseronto, manufacturing all smaller turnings, chemists' boxes, etc., at their Fenelon Falls plant, where the hear office is located.

The Wood Turning Products also have purchased a sawmill and hardwood limit in Haliburton and will manufacture their lumber into squares which will materially lessen the operating costs at their turning plants.

Volume of Western Business Growing

H. Timms, of Timms, Phillips & Co., Vancouver, who has been spending several weeks in Ottawa, Montreal, Sherbrooke and other eastern points on business, was in Toronto recently on his return West. He spent some days with C. J. Brooks, eastern representative of the Company.

Mr. Timms reports that, while values have fallen considerably, he is not alarmed regarding the outcome of the lumber situation and believes that everything will adjust itself as soon as the present flurry is over. The shingle market has for some time been demoralized and certain western lines have been cut considerably in price. The demand from the Prairies is increasing, and with the prospect of the finest crop in the West that has been gathered in years, requisitions for building material should soon be enormous.

Mr. Timms states that misconception exists regarding the amount of stock which B. C. mills shipped to the United States during 1919 as compared with that which was sent to eastern Canada. Owing to the inability to get sufficient cars, only about 20 per cent. of the total output of B. C. plants was marketed across the border when the American call was extremely insistent, while during last year fully 40 per cent. of British Coumbia products were disposed of in Ontario, Quebec and the Maritime Provinces. Thus Eastern Canada got twice as much as the Western States when the whole year is taken into account, although there is a mistaken idea that these figures were practically reversed.

The volume of business being done by the western mills is increasing steadily and values will, in the opinion of Mr. Timms, soon regain their equilibrium. He reports that in all the places he visited in Eastern Canada, building activities appeared to be very active.

Big Suit Over Eastern Limits

In connection with the $600,000 action entered at Quebec through Mr. Aime Geoffrion, K. C., of Montreal, in the name of the Quebec Development Co., Ltd., against Sir Henry Price, Henry Edward Price and J. Leonard Apedaile, it appears this section was entered to recover half of the price of a deal of $1,250,000, by which limits belonging to the Oyamel Co. and later on the Quebec Development Co., Ltd., were sold to respondents. The amount wanted is $534,000, but due to the exchange is increased to $14,128,26 in Canadian money. The respondents alleged that one of the directors of the Quebec Development Co., Ltd., Solonel B. A. Scott, of Quebec, had not signed the deal and other reasons are also brought out. Amongst the other directors of the Quebec Development Co. are Senator Belcourt, and Mr. Duke, President of the American Tobacco Co., New York. The limits involved in the deal are located near Roberval at a point called La Grande Decharge by the Lake St. John.

Shingle Mills in West Closing Down

Word received from the west is to the effect that 30 per cent. of the cedar shingle mills of the province have been forced to close down temporarily within the past few week owing to the drop in the quotations for shingles and the present price of logs. It is said that the shingle business in Washington is more serious than in British Columbia and that fully 50 per cent. of the shingle mills of that state are closed down. It is hoped that a normal figure will soon be struck at which production can be resumed with prospects of commercial success but that the peak price will be lower than that of two or three months ago.

The present price of shingles is $4.75 per square for the 16-inch grade sent to the United States, and $4 for the 18-inch standard sold in Canada. A square of 16-inch shingles contains about 870 shingles. The old system was to sell by the thousand. The 18-inch grade contains about 600 shingles.

Big Rafts Containing Much Lumber

Swedish lumbermen have been on the coast and successfully investigated the possibility of rafting lumber from British Columbia to Europe. Rafts of large size, called rafanutes, have been successfully towed from Sweden to Great Britain. It is believed that the huge timbers of the province will make possible the construction and successful operation of rafanutes larger than those shipped out of the Baltic which contain four or five million feet each. The rafts leaving the Pacific coast will probably contain from fifteen to twenty million feet.

Retail Lumbermen Discuss "Planing Mill End"

Many Expressions of Views on Proposition Which, Owing to High Wages and Operating Costs, Constitutes Live Issue With Dealers in Wood Products

In the last issue of the "Canada Lumberman" there appeared a comprehensive and timely article on the oft-discussed problem of whether or not it pays a retail lumberman in a small town or village to operate a planing mill in connection with his business.

Several representative yardmen gave their views on the question and these were by no means unanimous although the majority of those interviewed appeared to be in favor of conducting a plant.

In this edition more opinions are presented on the same matter and they come from numerous parts of Eastern Canada. The various points brought out, the arguments pro and con and the different phases discussed will be read with interest and instruction.

Like many other questions, the one whether or not to own and operate a planing mill, depends to a large extent upon the stock carried and how bought, the locality in which the lumber dealer is situated, the class of trade he caters to, the population served, the amount of building going on, the service rendered, the range of products handled and the number and proximity of other woodworking establishments, their facilities, etc.

A. L. McDermid of Apple Hill, Ont., says:—We believe if the retail lumberman has a sawmill and manufactures a sufficient quantity of lumber suitable for his retail trade, it would then pay him to have a planer to manufacture his mouldings and dress his lumber, but where the retail lumberman has to depend largely on the wholesaler for lumber for his retail trade, it does not pay to have a planer then. We are in a position to know this fairly well as we do both wholesale and retail business. We find here that we cannot get a sufficient quantity of lumber to supply our retail yard without getting it from other wholesalers or the Coast. Regarding a sash and door factory, we have no experience in this line but believe that so many large factories are putting doors and windows on the market in standard sizes and in such large quantities, that they should be able to put this stock up cheaper than a person doing so on a small scale. There is one drawback, however, in rural districts at least in our locality—that we are often asked for odd sash and doors and patterns of moulding for repair work. When a man has a factory he can take care of this work better. We are strongly in favor of standard sizes and thicknesses of mill work, and we believe if a retailer kept this stock in sash, doors and mouldings, complete, and had the goods to deliver to his customer, that very often he would take what was made up rather than wait several days or perhaps weeks to have it manufactured. We find it often occurs with us that if we have the goods in stock we can always sell them.

Strongly Advocates Standard Sizes

Wm. Copping of Joliette, Que., remarks: "In my opinion it all depends on the locality and the extent of the business done. Personally I have a planing mill and it is very necessary that I have one for my trade, but I manufacture my own lumber and have a large local trade. A retail yard man who has to purchase all his stock outside, unless he has a very big trade, would, I think, be better to purchase all his lumber dressed. The owner would have to put a considerable amount of money into an installation, which, unless he ran the plant all the time, would cost more than the extra charge for dressed lumber. It would be much better if it was possible to arrive at standard thicknesses and widths for all mill work, and mouldings especially, as most every mill has different patterns in mouldings, which are constantly changing from one season to another.

A. Ludlam of Leamington, Ont., replies:—I would imagine operating a planing mill in connection with a lumber yard in small centres of population would, indeed, be a difficult matter. Skilled labor, which you must have, is very scarce and high-priced, and to retain same steady work, winter and summer, must be furnished. This is often very difficult in our long winters. The amount of capital required and the heavy overhead expense makes it a costly production. I might say we have two customers now who have closed their factories and are purchasing their requirements outside, and thus practically wiping out the overhead expense and labor trouble I might also mention that I have heard from a number of large concerns who have kept a close tab on the cost of operating, planing mills and factories, and have yet to learn of one such that, independent of their yards, would be self-sustaining. If this is so, and I have no reason to doubt it, how could any person hope to succeed in a small yard?

J. B. Mackenzie of Georgetown, Ont., writes.—In regard to your inquiry respecting the advisability of operating a planing mill in connection with a retail lumber yard, I have both kinds of yard and it may make me better able to give you an opinion. I would say that if your retail business amounts to an average daily turnover of $150.00, a modestly equipped mill will be a necessity. In our yard at Acton, Ont., we have a 5 h.p. motor to do light ripping, planing, band sawing, etc., and we would frequently be in difficulty were it not for our larger mill at Georgetown to do our special work. If serving a buying public of four thousand people enough special work will develop to make a planing mill pay and if it is an average community and the manager arranges with contractors correctly the plant can be kept going every day.

James Sparling, Meaford, Ont., says there are some articles that could be brought in for less in a small place than they can be manufactured by the local planing mill man, but in a country-town, especially where contracting is carried on by the local lumberman, there are a lot of articles to be made that one cannot keep in stock. Farmers often bring in their local lumber to be manufactured, "and," adds Mr. Sparling, "a town without some kind of a planing factory would be a poor affair to accommodate the public. In building and repairing houses a dealer could not keep a stock to suit the trade in every size. Door and window frames could not be kept neither could stair material, for every house requires something different from any other. I have been in the business in Meaford for over fifty years," declares Mr. Sparling, "and would like to retire if I could get a good live man to take hold of my business here, and there is no reason why he could not make it pay."

Not Profitable but is Necessity

K. J. Shirton of the Wm. Shirton Co., Dunnville, Ont., says:—For some years I have maintained that a planing mill in connection with a retail lumber business is not a profitable investment, but at the same time it appears to have been a necessity. The standardization of mouldings, if brought about, would lessen the need very materially. At the same time I wish to point out that a planing mill, in connection with a retail yard, is a means of bringing more custom to that yard. For instance, if there are two yards in a town, one equipped to do mill work and the other one having no mill, the former will be much more likely to get the bulk of the patronage as certain customers will desire to get all their material from a yard which can supply, quickly, frames, sash and other mill products instead of waiting for shipment from a distance. It appears, therefore, that the retail lumber dealer is forced into equipping his yard with, at least, a few machines to enable him to supply his customers promptly. The trouble is that he does not limit his equipment to what is absolutely necessary, and instead of putting in a few machines he keeps adding to his mill from year to year until he has eight or ten thousand dollars invested and, with the increased cost of labor, power, belting and all supplies together with the expense of upkeep, if he is not careful, he will be operating the mill end of his business at a loss. If I were going into the retail business again I would build more storage sheds and less mill. It is undoubtedly cheaper to get lumber milled at the large mills than it can be done at small retail plants. I would limit my machines to the following: one 10 h.p. motor; one rip saw; one cut off saw; one moulder and matcher; one sander, all contained in a small one storey building about 36 x 40 erected as cheaply as would be commensurate with stability. This would represent an investment of about $3,000 instead of from $6,000 to $10,000 which is the cost of the average planing mill. I would adhere to this size plant in spite of every inducement to increase it. The foregoing I believe is the only solution of the problem; not to eliminate altogether the planing mill in connection with a retail lumber yard but to reasonably decrease the size of the plant and procure dressed lumber, mouldings, doors, sash, etc., from the large manufacturers as far as possible.

Merchandising and Manufacturing District

S. Anglin & Co. of Kingston, Ont., say they are coming more and more to incline to the belief that in these days tradesmen should confine themselves to special branches as much as possible, and add: —You have hinted that some of the difficult problems of operating planing mills, sash and door factories are, the scarcity of labor, high

wages, etc. Plants of this kind require the best quality of skilled labor and workmen who command high wages. The ascertaining of costs is also a difficult problem as most mechanics and workmen dislike being hampered with the preparation of time and material sheets and it is always a hard task to get workmen to keep cost records. Furthermore, the work required by a factory in connection with a retail business, is usually of such a varied nature that it is quite difficult to compete with large factories specializing on certain lines of wood products. We are coming more and more to the view that merchandising and manufacturing are two distinct occupations and there is no doubt that any concern which carries on both of these, must have an efficient and complete organization in order to show a balance on the right side of the ledger, at the end of the year. The plants for planing mills and woodworking factories are now very expensive. The depreciation and upkeep is high and with workmen demanding an eight hour day, it is hard to produce enough in the limited time to pay the interest on the investment and show a profit over and above all expenses. It stands to reason that if a man invests $5,000 in a machine, he naturally expects the machine to operate as many hours of the day and as many days of the year as possible. Therefore, if a plant is only operating one-half of the year and that at a reduced number of hours per day, it is rather difficult to make it pay. These are questions which every retail lumberman has to decide for himself. It may be an easy matter to operate a cross-cut and rip saw in a lumber yard or even a planing machine that dresses on one or two sides, provided power is easily procurable. This might assist him to work up stock which might otherwise go to waste, but a dealer should consider carefully, before going to any further expenditure.

Some Eastern Expressions of Opinion

The Bridgewater Lumber Co. of Bridgewater, N. S., say that they believe, if properly operated, a planing mill in connection with the retail lumber business, is a paying investment.

J. L. Black & Sons, Sackville, N. B., have the following observations on this important subject:—"Speaking from our experience and observation, we think it would not be profitable for retail lumbermen to operate a planing mill unless they were assured practically continuous work for the mill. To run a planing mill for a few hours a day is certainly most unprofitable. In our opinion the lumber manufacturers themselves will in the future do very much more of this work than they have in the past. The sizing of lumber and the manufacturing of flooring and sheathing can be done more cheaply at the mill than at any other point."

Sanders & Bell of St. Thomas, are strong supporters of a planing mill being operated by a retail lumberman and say: "We have always found it satisfactory to conduct a planing mill in connection with our lumber business. Of course, we not only operate the planing mill but do outside construction and, therefore, we have no delay in obtaining frames, sash, interior trim, etc. One objection to the abolition of the small planing mill would be the utter inability of the large plants to meet all requirements in busy seasons. Also, it would tend to boost prices beyond reason as has taken place already in some lines of the building trade where work is done by a few firms.

A. A. Shortliffe of the Bloomfield Lumber Co., Digby, N. S., asserts that they do not have a planer in their mill but it is their belief that it would pay them to install one. "Regarding a sash and door factory, we have not this department," he adds, "but my view is that, considering what mills are charging to-day for these goods, it would pay to have machinery installed, especially where power is already in."

Buys Prepared Stock in Quantities

Wm. E. S. Savage of Mimico, Ont., discusses the whole question in an interesting way as follows:—"I am running a retail yard and buy everything I can manufactured in quantity. There are mills which make a specialty of this kind of work in the different lines and I can procure stock material ready for the market at a lower cost than I can to buy in the rough, pay freight on surplus weight, and then manufacture same. The people who specialize in the manufacture of doors, sash, columns, etc., throughout the towns and cities in Ontario, are in a position to manufacture same and make a respectable profit much cheaper than any retail lumber in any capacity. On the other hand, I feel that it is almost impossible to do a successful business without having a planing mill in connection with your business. The size and capacity of the mill should be just as limited as possible, but large enough to take care of emergency calls for any kind of detail work that your customers require. There is another reason I am in favor of a mill in connection with our business, and that is, to take care of the dead stock. No matter how carefully one may buy, there is always an accumulation of promiscuous sizes and kinds of material, which is not in demand but could be readily disposed of by manufacturing into some more saleable form. There is a strong tendency for the purchasing public (and we cannot blame them) to buy where they can get everything they may require for their job; hence the man or company without a mill is seriously handicapped. I have purchased additional machinery and am enlarging my factory but do not intend to attempt to boost this department. I simply feel that if a customer requires anything special he can have it although I would rather he would purchase stock articles."

Mill Reduces Size of Stock

J. A. Matthews, Orangeville, Ont., says that his mill is very handy and he can fill bills without having to carry too large a stock. He sometimes thinks, however, that if he did not have the mill, he would not start one. Since, however, Orangeville put in hydro-electric power, Mr. Matthews adds that the loss in the winter time is not so bad, as he does not have to keep a fire going when not using. He is of the opinion that the sash and door business alone would be a nuisance in the country town without a special place to make them.

A planing mill man, who does business in a town of six thousand in Western Ontario, says he has no hesitation in saying that having operated a yard and mill for forty years, his success has been in not employing more men than the yard can keep profitably employed and in keeping a very strict account of every piece of work produced. No matter how small the work is, there should be a sufficient allowance or charge for overhead expenses and then the proprietor would know exactly where his profits are. No haphazard style or guesswork will do in these days of keen competition and neither will the practice of trying to beat the other fellow's price. Regarding standard sizes, the writer says the bulk of planing mill business is special and will always be such.

Too Much Variety in Materials

A. Coates & Sons of Burlington, Ont., say:—As to whether it pays to operate a planing mill in connection with the retail lumber business, this depends greatly on the trade one is called to meet. We think it will be some time yet before people become educated to use standard sized materials in connection with the building. The whole question is a difficult one to answer. It is true that the scarcity of help and high wages are going to drive manufacturers to standardization of materials. We think there is far too much variety in materials and manufactured goods that serve the same purpose. We find that it would not be profitable to us to operate without a planing mill for the reason that we manufacture other lines that fit in with the planing mill business.

Joseph A. Likely, St. John, N. B., say they only handle rough lumber and timber and have not a planer in their yard. They are, therefore, not in a position to say whether or not it pays to operate a planing mill.

A. C. Chapman, Kent Lumber Co., Moncton, N. B., states that it is his intention to dress all his lumber in the future. Mr. Chapman, who operates a portable sawmill, continues.—We find in our sales, especially in the United States market, that the rough lumber is held over at some point for dressing which means handling two or three times. This means that much additional cost over what would be the regular cost had it been dressed at the mill.

Must Keep the Plant Working

W. H. Eves, Newmarket, Ont., says:—"Whether it is advisable for a retail lumberman to operate a planing mill in connection with his business is a question which depends very much upon the size of the turnover that the dealer does. Is it a small ordinary retail business or a large one which handles many thousand feet? Continuing Mr. Eves declares—In order to operate a planing mill profitably it would necessitate installing expensive machinery so that the work could be turned out in large quantities, thus cutting down the cost of manufacture. After an expenditure of this kind it would be necessary to keep the machinery working practically all the time in order to make it profitable; therefore, I would say, that unless a man had a retail business or sufficient to keep the machinery running, at least, six or eight months of the year that it is far more remunerative for him to get all the work he possibly can, done in transit. I have found it profitable myself to have a tilting table rip saw whereby a great many jobs could be turned out and a small surface planer. Many odd jobs can thus be taken care of in connection with the trade. As to planing mills standardizing all principal mouldings, I would say "Yes." By the means of standardizing mouldings it would cheapen in many cases ordinary building.

Educate Customers to Standard Sizes

G. D. McPherson of Merlin, Ont., says that he has no planing mill and, therefore, cannot talk from experience. He generally has on hand all standard sizes and, by educating his customers to the same, he finds that he gets away from investment in expensive ma-

chinery, labor troubles and strikes, fuel situation and scarcity, no idle men in winter months and no shortage in spring months or rush period. Mr. McPherson concludes that, on the other hand, some mills have to do the work, but, by having standard sizes, the larger mills can do the work cheaper and thus cut down overhead expense, which is everything in business.

John Hastie of Ormstown Station, Que., writes that he has had thirty-three years' experience in his line of business and he uses the following machines—surface planer, buzz planer and sticker and moulder, rip saw and cut-off saw, band saw, tenoning machine, sandpapering drum and elbow machines, turning lathe; all run by 15 horse power steam engine. He installed these machines nineteen years ago and only ran them when it suited me. He considers this equipment has been his greatest asset for many reasons. "In purchasing," he adds, "I rarely buy anything but stock sizes. I can resaw same and do not require to keep so large stock. I can accommodate my customers and plan to suit them. I make all mouldings and sash and doors with machines, which was all done by hand-work prior to installing them. I have proven that my plant is a great drawing-card in connection with my lumber business as many customers require various kinds of work which can be made on the foregoing installations."

Dominion Lumber & Coal Co. of Hamilton, Ont., say that they think a large number of retail lumbermen have lost money through a planing mill, and a representative of the firm, in discussing the question, said "I attribute this to the fact that many retailers do not have sufficient work to keep even a small planing mill going steadily and also the fact that they do not keep proper tab on the overhead expenses. As a consequence their profits, on the other end of the business are being eaten up by the planing mill. My own opinion is that in the majority of cases the money would be better invested in stock and have no machinery except rip and cross-cut saws."

W. F. Vilas Co., Cowansville, Que., regret that they have no knowledge or experience in regard to whether it pays the retail lumberman to operate a planing mill.

The Green Lumber Co., Limited, St. Thomas, Ont., say they do not keep a separate account in regard to the operation of their planing mill and lumber yard, and are, therefore, not able to state definitely whether the former is a paying adjunct.

E. Murphy, Mount Forest, Ont., replies that he is not running a planing mill in connection with his lumber yard and he has no intention of operating such a mill as he cannot see where it would pay.

The Operation of the One Per Cent Sales Tax

After many amendments and revisions the Excise Revenue Taxes have been finally adopted by the Federal Government and are now into effect. As the tangles are gradually being straightened out, it would seem that the new assessments as they become better understood will operate smoothly. One important fact to which manufacturers of lumber should take notice, is that on all sales by them to retailers or consumers, the tax payable is 2 per cent.

Recent advices from Frank Hawkins of Ottawa, secretary of the Canadian Lumbermen's Association, say that on shipments of lumber from sawmills to branch retail yards, and for which regular invoices are rendered by the mills to the yards, the sales tax on such shipments is 2 per cent. This is in accordance with the resolution passed recently which states, "In addition to the present duty, both excise and customs, a tax of 1 per cent. shall be imposed, levied and collected on sales or deliveries by manufacturers to wholesalers or jobbers and, on the duty paid on value of manufactures and in respect to sales by manufacturers to retailers or consumers, or on importations by retailers or consumers, the tax payable shall be 2 per cent."

It is believed that this step has been taken to equalize matters, as in the case of lumber sold from a mill to a wholesaler, 1 per cent. will be levied; then when the wholesaler sold a retailer or other consumer, another 1 per cent. would be exacted. On this lot of lumber, the Government would be getting 2 per cent., while if the sale were made direct by a manufacturer to a retailer, without passing through the hands of a wholesaler, under the regulation as at first exacted, there would be only 1 per cent. collected. The tendency might thus be for the retailers or large consumers to purchase direct from the mill and the lumber would in this manner escape an additional 1 per cent. To guard against this contingency when sales are made direct by lumber manufacturers to retailers or consumers, the tax payable is 2 per cent.

Further Decisions of Interest

The Canadian Lumbermen's Association has also sent out another notice of further decisions by the Assistant Deputy Minister of Inland Revenue, Ottawa, with regard to the sale tax, which is as follows:—

> "You are informed that the resolution introduced into parliament on June 16th instant provides that a tax of 15 per cent. is to be imposed on so much of the amount paid for boots as is in excess of $9.00 per pair, and provides further that top boots not less than ten inches in height, such as are used in lumbering, mining and fishing industries, or to river driving boots, are exempt from the application of the tax of 15 per cent.
>
> Lumber shipped from the mill and consigned to a stop-off for sorting or re-handling, for which a charge for labor only is incurred, is subject to the Sales Tax when billed to the consumer and if the charge for sorting or re-handling at the stop-off point is included in the cost to the customer, then the tax is to be computed on a price, including he charge for such sorting or re-handling.
>
> As respects loading stakes and fastenings of wire, required on shipments of flat or gondola cars, you are informed that the Sales Tax is applicable to such fastenings if a charge therefor is made to the customer.
>
> With respect to slabs sold for fuel purposes, you are informed that the Resolution before Parliament provides that wood used for fuel purposes is exempt from payment of the Sales Tax."
>
> The above covers the new regulations introduced by the Minister of Finance on Wednesday, the 16th inst.
>
> "Retail lumber yards selling lumber to contractors who use it in building homes and factories under contract have to add sales tax to their invoices. Sale tax is not payable by retail lumber yards on lumber sold for construction in small quantities to private individuals. In these matters, the test is whether the material sold is to be resold. If it is to be resold, tax is payable. It is, however, not payable on goods sold by retailers to ultimate user or consumer."

In regard to the 1 per cent. tax, it appears that certain retail lumbermen do not levy this when their customers are farmers or private citizens, and the material is not intended to be resold, but is used directly by the purchaser. If any stock has been "milled," of course the 1 per cent. will have to be collected, but in the case of rough lumber, shingles, lath, hardwood flooring, stock doors, etc., unless sold to a contractor or speculative builder, no levy is being made by many retailers. The point is quite clear that unless the material has been "milled" or is intended for resale or is disposed of to a contractor, such transactions do not come under the new regulations.

The majority of retail lumbermen, however, operate planing mills or have rip saws, cut-off saws and other equipment, and the bulk of their trade is with contractors, sub-contractors, speculative builders, etc.; it would therefore appear as if the 1 per cent. tax will apply in the majority of cases.

In answer to a series of questions which were submitted recently in the "Canada Lumberman" an error appeared, and for that reason the question is hereby repeated.

If a wholesaler has lumber which is still in the manufacturer's hands, but has been invoiced by the manufacturer at the beginning of the year, or prior to May 19th, and paid for by the wholesaler, and is in the wholesaler's possession in the manufacturer's yard, should the manufacturer charge the 1 per cent. on this stock when it is being moved? If your answer be no, does the wholesaler charge the tax on his invoice to the customer, and the wholesaler remit to the Government? Ans.—(1) No; (2) Yes.

Where Two Per Cent. is Paid

The following clause may also be of interest to the lumber industry:

8. (a) That in addition to the present duty of excise and customs a tax of one per cent. shall be imposed, levied and collected on sales and deliveries by manufacturers and wholesalers, or jobbers, and on the duty paid value of importations; that in respect of sales by manufacturers to retailers or consumers, or on importations by retailers or

consumers the tax payable shall be two per cent; that the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one per cent.; that such tax must not be included in the manufacturer's or wholesaler's costs on which profit is calculated; and the tax shall be paid by the purchaser to the wholesaler or manufacturer at the time of such sale, and by the wholesaler or manufacturer to His Majesty in accordancee with such regulations as may be prescribed, and such wholesaler or manufacturer shall be liable to a penalty not exceeding $500, if such payments are not made, and in addition shall be liable to a penalty equal to double the amount of the excise duties unpaid.

(b) That the Minister may require every manufacturer and wholesaler to take out an annual license for the purposes aforesaid, and may prescribe a fee therefore, not exceeding $5, and the penalty for neglect or refusal shall be a sum not exceeding $1,000.

(c) That any such tax, costs or penalties may, at the option of the Minister, be recovered and imposed in the Exchequer Court of Canada or in any other Court of competent jurisdiction. in the name of His Majesty.

It has also been established that when a wholesaler sells part of a carload to a retailer, the sales tax of 1 per cent. must be collected on any portion of a car.

Wholesale Lumber Hold Monthly Session

At the last monthly meeeting of the Wholesale Lumber Dealers' Association held on June 11th at the Albany Club, Toronto, there was a good attendance, but the business transaction was largely of a routine character. A. E. Eckardt, vice-chairman of the Association, presided and interesting reports were presented with regard to the picnic which will be held at Grimbsy Park on Thursday July 15th. Progress was reported in this respect and from present indications the event will be a pronounced success.

D. C. Johnston reported for the Transportation Committee in regard to opposing tariff No. 14, which, relates to the weighing of cars, elimination of allowances, alteration of estimated weights, etc.

A short address was delivered by G. H. Bulgrin of the Canadian Puget Sound Lumber Co., of Victoria, B. C. E. L. Deniher of the staff of the Toronto University, gave an interesting and instructive talk on the "Metric System" with blackboard illustrations showing how it might be made applicable to the lumber industry. His remarks were clear and pointed and the members gained much knowledge regarding this system of measurement of which so much is heard at the present time. At the close a hearty vote of thanks was tendered the speaker. This will be the last regular monthly gathering until September.

O. R. L. D. A. Is Growing Rapidly

The membership of the Ontario Retail Lumber Dealers' Association is growing rapidly and now stands at 173, all of whom are paid up. This is a remarkably good record considering that the organization has been in existence only a little over two years. At the close of the first year the membership was 131, the second year 159, and it is expected before the close of the third the number of those belonging will exceed 200. The third annual convention of the association will be held in Toronto in February next, the 1920 gathering, which was a success in every respect, having taken place in Hamilton some months ago.

Mr. Lummis Left Large Estate

Under a will made March 6, William Daniel Lummis, lumber merchant, Toronto, who died April 5, devised an estate probated at $407,513, on application of Miss Jessie D. Lummis and the Toronto General Trusts Corporation.

By the will, the widow, Mary Ellen Lummis, is devised personal, domestic and household effects, and an annuity of $6,000. The daughter, Jessie D. Lummis, also receives an annuity of $6,000. A sister, Sarah Victoria Lummis, of Midland, receives an annuity of $750 for life. The clergy of the Church of the Good Shepherd at Wyebridge, Simcoe County, receives $200 annually for a period of five years from the death of deceased as a stipend. Charitable bequests are: To the St. Mary's Hospital for Consumptives, $250; the Aged Women's Home, Belmont Street, $100; and Hospital for Sick Children, $100. Nellie Sunley, a domestic, receives $500 "as a reward for her faithful services." The income from the residue is to be divided between the daughter and wife.

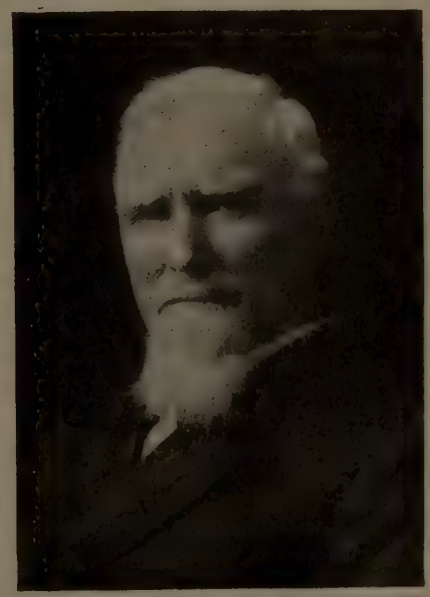
Mr. Piche on Welfare of Shantymen

There was a large attendance at the luncheon of the Quebec Rotary Club luncheon held in the Chateau Frontenac, Quebec recently. The principal speaker was Mr. G. C. Piche, superintendent of the Forest Branch of the Crown Lands Department of the Provincial Government, who spoke on "the welfare of the shanty men." In the course of his interesting remarks on the hygiene, religious and other conditions governing the welfare of the men engaged in the lumber camps, Mr. Piche impressed upon his audience the need of better facilities of recreation and the supplying of books, periodicals and newspapers for those following this pursuit. Mr. Piche dealt very fully with the subject and impressed upon the members of the Rotary Club the necessity of keeping in touch with the men engaged in this important industry.

Captain Dollar Urges Eastern Trade

Capt. Robert Dollar, the noted lumberman and shipping king who is now seventy-six years of age and feels good, as he says, for twenty years more, in a recent stirring address before the Canadian Manufacturers' Association at their annual gathering in Vancouver, spoke optimistically and whole-heartedly in favor of developing trade with the Orient to which he proposes devoting the remainder of his days. One-eighth of the human race, he stated, lived on the Yangtse River and its tributaries. In a single province there were 70,000,000 people, who had been self-supporting so far, but with a vast market among them.

"I say to you eastern manufacturers," added Captain Dollar, "isn't it about time you came over and got into the swim? No one is going to present business to you on a silver platter. You must get out and work for it. To get the trade in China, don't send a boy. Go after it yourselves. You can get the trade, and you are going to need it."



Capt. Robert Dollar, veteran lumberman and shipping magnate who addressed the Canadian Manufacturers' Association in Vancouver.

The purchasing power of China was increasing, he stated, and manufacturing was developing there. Fifteen cotton mills had been built in China in the past two years. China was the second greatest cotton consumer on earth, and Japan was doing a big business there, too. His ships were actually taking raw cotton to Japan and bringing manufactured cotton back to Canada.

Captain Dollar expressed his pleasure at the interest Canada was taking in foreign trade, but declared this interest still far from enough. No country could become great without foreign trade. Of the cargoes his steamers brought to Vancouver, 2 per cent. was billed to Eastern Canada, 16 per cent. ostensibly stayed in Vancouver, but a large share of this really found its way south of the line. The remaining 82 per cent. went direct to the United States. He had traced a great deal of this, and found that much of it, after being manufactured in industrial cities in the Middle West, found its way across the boundary to Canadian consumers. This was not as it should be. Canadian manufacturers should go to the source of supply to get the goods and manufacture them.

According to figures furnished by International Paper Company peeled wood is today selling at $34 a cord delivered at the mill, compared with less than $25 last year. Approximately 1 3-10 tons of wood are consumed in the manufacture of a ton of newsprint. The cost of labor has advanced from $8.68 a ton in 1915 to $25 under the new wage scale, which went into effect May 1 last.

Personal Paragraphs of Interest

J. J. Cluff, retail lumberman, Seaforth, Ont., spent a few days in Toronto recently calling upon the trade.

A. E. Cates, of Terry & Gordon, Limited, Toronto, is spending a holiday at Muskoka Lakes.

J. M. Hall, of Hall Bros., Toronto, recently returned from an extended business trip to the Maritime provinces.

Arthur Craig, of Firstbrook Bros., Limited, Toronto, has returned after spending some time in Calgary on a visit.

L. VanMeter, of Ottawa, general manager of the Denis-Canadian Co., Whitney, Ont., was a recent caller on the trade in Toronto.

Alfred Read, of Read Bros., Toronto, and family are spending the summer at Fisherman's Point, near Barrie, Ont.

Fred M. Thompson, of Robert Bury & Co., Toronto, has returned after spending a couple of weeks' holidays in New York.

Wilfred H. Pauze, wholesaler, Montreal, has acquired the sash and door factory of H. Mathieu & Co., Clarke Street, Montreal.

F. T. Verrall, of McBean & Verrall, wholesale lumberman, Toronto, is spending the month of July with his wife and family at Jackson's Point.

A. P. Dunbar is now engaged in the wholesale lumber business and has opened an office at 205 Tyrrell Building, 95 King St. East, Toronto.

C. G. Anderson, wholesale lumberman, Toronto, accompanied by Mrs. Anderson, leaves in a few days on an extended trip to the Pacific Coast.

G. H. Bulgrin, Marshfield, Wis., representing the Canadian Puget Sound Lumber Co., Victoria, B. C., spent a few days in Toronto recently.

H. J. Terry, of Terry & Gordon, Limited, Toronto, was in Atlantic City recently attending the annual convention of Rotary Clubs to which he was a delegate.

A. E. Clark, of Edward Clark & Sons, Toronto, has been a few days in Atlantic City, enjoying a rest and regaining his health which has not been any too good of late.

George A. Gall, vice-president of the Piercy Lumber Co., Limited, Vancouver, B. C., recently spent a few days in Winnipeg and other cities on business.

Mrs. J. W. Steinoff, one of Wallaceburg's oldest citizens and wife of Capt. Steinoff,, a few years ago one of the leading lumbermen of Ontario, died recently at her home in Chatham, Ont.

A. E. Masuret, eastern representative of Tomlinson & Mitchell, Winnipeg, has secured an office at No. 10 Canada Permanent Building, 18 Toronto Street, Toronto.

Dr. George E. Davenport, a prominent timber lands investor, died recently of heart failure in Vancouver. He was born in Brookfield, Vermont, in 1863 and was a member of the New Hampshire State Legislature for several years. He became interested in the timber business in the Canadian west and moved to Vancouver in 1907.

Paul G. Owen, secretary of the Quebec Limit Holders Association, Quebec, has just returned from a two months' trip to England. He speaks very optimistically of the trade outlook, and is of the opinion that there is nothing to fear so far as the exports of Canadian lumber are concerned. While it is true that there are immense stock on hand, these will be soon absorbed directly building is started on a great scale, and there are indications that extensive building will soon be commenced.

At the annual meeting of Edward Clark & Sons, Toronto, which was held a few days ago, Edward Clark was re-appointed president. A. E. Clark, who has been managing director, was also made vice-president of the company and W. A. Walker, who has been associated with the firm for the past three years, was elected a director and appointed secretary-treasurer of the organization. The report presented for the past year was a satisfactory one and the outlook for the coming season is regarded as promising. The firm are extensive handlers of hardwoods and specialize in birch.

E. H. Finlayson of the Dominion Forestry Branch, head office staff, Ottawa, and formerly District Inspector of the Forestry Reserves of Alberta, is the official representative of the Dominion Government at the Imperial Forestry Conference, which is being held in London, England, this month. Among the other delegates are M. A. Grainger, Chief Forester of British Columbia, who represents that province, A. Bedard of the Department of Lands and Forests, Quebec, the representative of that province, Robson Black, secretary of the Canadian Forestry Association, Ottawa, and Clyde Leavitt, Chief Forester of the Commission of Conservation, Quebec.

C. W. McCabe, 325 Kendall Ave., Toronto, who has been appointed Ontario representative of Campbell-McLaurin Lumber Co., Montreal, has had many years' experience in the lumber industry and possesses a practical acquaintance with all departments of the business. His first position was with the Bonny River Lumber Co., Bonny River, N. B., with whom he spent three years. He was then with the Rhodes, Curry Co., of Amherst, N. S., for seven years, serving in the capacity of salesman and latterly as assistant manager at one of their branches. Mr. McCabe then went west and was with G. H. Clare & Co., of Saskatoon. When the war broke out, he enlisted with the 96th Battalion for overseas service. Since resuming civilian life he has for the past two years been with Knight Bros. & McKinnon at Cobalt, acting in both a buying and selling capacity.

Inspection Rules Remain As They Are

J. A. McBean, Toronto

The Twenty-third Annual Convention of the National Hardwood Association, which was held in Chicago on June 17th and 18th, was attended by over 1000 delegates from various parts of the United States and Canada. The gathering was in every way an outstanding success and was one of the most satisfactory assemblies ever held by the Association. Among those present from Toronto were J. A. McBean (who is the Canadian representative of the Inspection Rules Committee), Frank Kent, R. McDonagh, W. T. Cole, J. W. Jacobson, W. C. Shreiner, J. M. Donovan, Toronto; T. R. Dunn of T. R. Dunn Lumber Co., Winnipeg, and others.

A. E. Clark, who has been a director of the Association for the past three years, retired, and George G. Goodfellow of Montreal, was elected as the representative from Canada. The social functions were particularly attractive, the annual banquet in the Gold Room of the Congress Hotel, being an outstanding feature.

Horace F. Taylor, of Buffalo, was unanimously elected president for the coming year, being placed in nomination by Hugh McLean of Buffalo, who is one of the stalwart members of the Association and a brother of Angus McLean of the Bathurst Lumber Co., Bathurst, N. B. Mr. Taylor's name was seconded by Hon. J. M. Woods of Boston, who was present at the annual convention of the Canadian Lumbermen's Association in Quebec in February last, and delivered a bright, happy address. Mr. Taylor who is well known to many members of the hardwood trade in Canada, is an earnest, thorough-going and progressive lumberman, and much satisfaction is evinced over his elevation to the highest position in the gift of the members.

While several recommendations for the revision of the rules for inspection were made by the Inspection Rules Committee, of which Mr. McBean of Toronto is the Canadian representative, it was decided that the rules should stand as at present, and the proposed amendments were voted down. The prevailing opinion seemed to be to leave well enough alone, and, on the whole, the rules are working out very well and to the satisfaction of the Association.

The official programme, issued by the Association, was a handsome book and contained pictures of John A McBean and John E. Banks and H. F. Holton, of Toronto, who are inspectors employed by the Association. The many friends of Mr. McBean, who for several years past has taken an active interest in the Association, believe that he will be re-appointed a member of the Inspection Rules Committee. He has been in the hardwood business in company with F. T. Verrall under the name of McBean & Verrall for the past twenty-five years. Their offices and yards since 1903 have been at the foot of Bathurst St., and previous to that they occupied quarters at Victoria and Lombard Sts. The firm handle practically every known line of American and Canadian hardwood, and in their yards are no less than twenty-five or thirty varieties from all parts of the continent.

A timber deal involving $400,000 has been closed by the Rat Portage Lumber Company in the sale of valuable limits at the south-western corner of Vancouver Island. The purchaser is John W. Blodgett of Grand Rapids, Michigan.

It is not the man who works the hardest, nor the man who works the longest that accomplishes most—it is the man who works the most intelligently.

Part of Lumber Dealer in Building of Homes

Practical Plans on How to Conduct an Aggressive Campaign in Arousing People to Erect Better and More Artistic Dwellings—Interesting the Women

We have been continually discussing what the lumber dealer may do toward better and more modern and attractive homes in his town and community instead of the old "L" shaped, the box car type of house.

Another line of endeavor that we have discussed less fully, but which is tremendously important for the reason that it can be done even when there is nothing doing in the new home line is—"Making the old home new."

We have discussed the building of sleeping porches in the spring and summer, and the making of other changes that will improve the appearance and the comfort of the old home. Help the people of your community to make their abodes more homelike at small cost, and you will be doing them a great favor individually, and will be benefitting the community and your own business at the same time.

Equip yourself for the giving of intelligent service in the rebuilding and improving line, as well as in the building of new and better homes. You can do this with the assistance of any and all of the live and active mill-work houses of the country, who are very much on the job, and are getting out excellent suggestions and assistance for the dealer to use in advising his prospective customer concerning improvements to his old home

It is not enough, by any means, for the dealer to remind a man that his home ought to be improved. It is not enough—nor even the smallest fraction of enough—for him to tell the man or woman he is dealing with that if they want to do some repairing or improving he will be glad to sell them the lumber at so much a thousand.

That man or woman does not want to buy lumber.

He does not want to be bothered with general suggestions that mean nothing tangible to him. He wants something specific. He is from Missouri. He "wants to be shown."

It is the dealer's job to "show him." How? Easy enough. That is easy enough to the man with the mental and physical energy to want to do things.

Follow the same rules of procedure at this time of the year in suggesting improvements, that we preached for selling sleeping porches, etc., during the summer months.

You don't sell sleeping porches, or sun parlors, or even wide sweeping porches to replace small and unattractive ones, at this season as a general thing.

In their place you install in your selling "gun" handsome front doors to replace unattractive ones; mirror doors for interior use, sets of French doors that will improve both the interior and exterior of the house; built-in sideboards and buffets; built-in libraries; beamed ceilings to replace plain ones; built-in door seats for the living room; broad and attractive windows to replace narrow and ugly ones; improved interior walls and paneling; new floors; beautiful wide doorways inside the house to replace plain and unattractive ones; these will start you to thinking, and you yourself will add many to it.

Use Attractive Illustrations

In starting such a campaign, look about you to see where you can get the help in the line of pictures, plans, and suggestions that you must have in order to play the game right. We do not think and are not suggesting that the dealer should be capable of designing attractive home changes—particularly interiors where artistic effort is necessary to get the right results.

We suggest that you first make up a list of the sash, door and mill-work houses that you have any dealings with, and even those whom you have not dealt with, but might. Add to that list the firms whose paint and varnish you handle. If you handle wall boards, or other lines of that kind, add these firms to your list.

Then write a short letter to each firm in that list stating that you intend getting busy with a campaign for improving the interiors of the homes of your community, and will appreciate any assistance they may give you in the way of pictures, plans, suggestions, drawings, color charts, etc., of what may be done to improve the home, and make it more attractive and cheerful. If your sash and door houses cannot help you in their line as to built-in features, they ought to be ashamed of themselves, and you ought to try elsewhere. Your paint people should furnish you handsome panels showing how the wood you carry in stock may be colored or stained to make it attractive in a variety of ways. Get together all the plan books and building helps that you can put your hands on, and thus equip yourself to give your prospect something to look at, when you talk about improving his home.

Visualize what you have to say. Point to the bare wall of his living room, and show him a picture of a cozy wall seat. Show him the other side of the room, and how well it would hold a built-in bookcase that you have a picture of. Show him attractive doorways that would well replace his bare double-door effect. Show him pictures of doors that would brighten up the interior of his house if they replaced the bare doors he has there now. Show him the things you have decided he needs, and be prepared to quote him price.

That is what counts. The automobile man shows the prospect the handsome, shiny, finished product of the auto factory, and there is no guesswork about it. He quotes the flat price, states the terms of the sale, enlarges on the merit of the car that the man is looking at—and then takes him for a ride and shows him.

The dealer has got to use this same form of persuasion just as far as it is possible for him to do so. He has got to show the prospect, has got to quote him a concrete price, and has got to give him a ride in some way or other.

Figure it out for yourself.

There is an old saying that "Jesse James got the money, even when the cotton crop failed." We don't want the lumber dealer to become a hold-up man, but we believe that he can so equip himself and so operate his brains and hands that he will do the same thing that the notorious Jesse James did—get the money whether the community is admittedly prosperous or not.

A book of handsome interiors would be a great thing for a retail lumber dealer, showing a considerable variety of home improvements that can be made in the old house. Take such a book and loan it to Mrs. Jones, who has a plain house, but is able to pay for improvements. She will read that book more studiously than her husband will read the new auto catalogue, and that is going some.

Remember the Woman

Again, and yet again, let us urge you not to overlook the woman of the house, when you are trying to sell better homes or to sell improvements for the home. She is by far the most interested person in the home, and she is the court of first and last report when it comes to improving the interior of her home.

Do you suppose there is a woman on earth who is old enough, or disgruntled enough with life, so that she would not appreciate a beautiful beveled mirror door?

Never!

There ain't no sech animal.

Then show such doors—or their pictures—to every woman in your community. Have your door manufacturer send you one or two mirrored doors, just as a starter, and also send you a little insert for your envelopes, showing a cut of that door. Put a price on that door delivered and hung in her home, and send one to every woman in your community.

It would be your best advertisement of the year.

Sell them for Christmas presents. A beautiful mirrored door costs less money than the average person believes they do. Show them the facts. The average woman would think more of a mirrored door for a Christmas present than she would of a piece of jewelry costing several times as much.

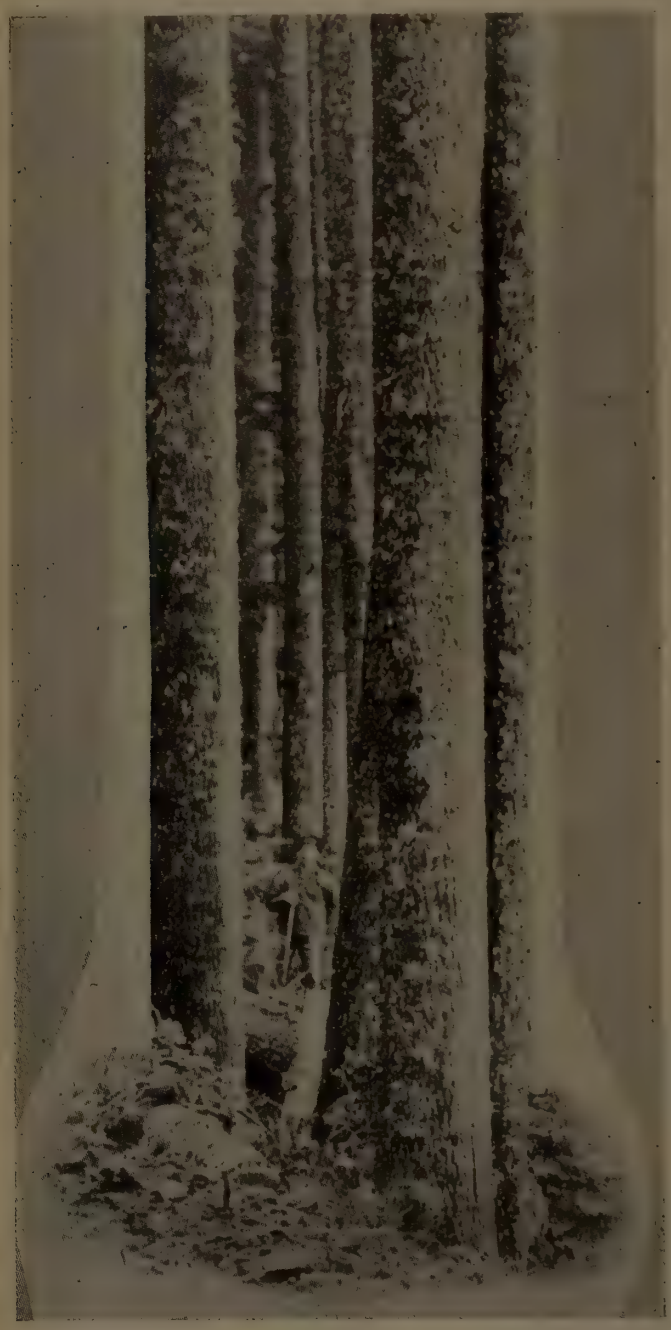
We take the mirrored door just for example. There are scores of other things in the list of interior decorations that you can sell, with the same facility and to the same advantage.

Try these things. There is nothing unreasonable about any of them, and the sale of one set of interior improvements will be a big ad for your business, and will help you sell others. Make a special effort on the first one you go after, so that you will have that one to talk about. If you do a good job of the first one, it will advertise itself, because the woman of the house is going to do that for you—and on her own behalf.—Gulf Coast Lumberman.

Varied Qualities of the Stately Hemlock

Hemlock is indeed an unusual tree, from many and varied viewpoints. It combines the drooping beauty of a forest nymph with the hardy stateliness of a forest monarch. Drooping I suppose, because just a wee bit ashamed of old Socrates and his historical cup of poisoned hemlock; hardy and stately because of its tall, straight growth as a sturdy child of the great Northern forests. Who could ask for more?

There are four types of hemlocks in the Western Hemisphere, of which the Eastern and Western hemlocks have the greatest eco-



The majesty and beauty of the hemlock

nomic importance. The Eastern hemlock ranges from Maine to Minnesota, and south to Georgia, while the Western hemlock is found from Southern Alaska to Central California and east to Idaho.

The hemlock belongs to the pine family and resembles the pine in many ways, among which is the tall straight trunk and thick furrowed bark. The branches are conical in shape, horizontal, and a bit drooping. The average growth of a hemlock is from sixty to one hundred feet in height and is covered its entire length with reddish gray, scaly bark that becomes rough and furrowed with age. The leaves are narrow, very lustrous, and small, being about one half inch long, the same size as the cones. The hemlock is generally found in the coldest regions in America, and favors damp and rocky ground and dense growth.

The hemlock gives us many kinds of timber, coarse grained and brittle and valuable for various purposes and is also felled for its thick bark. From this tannin is largely taken. This tannin is extremely valuable in leather manufacturing and contains medicinal properties. In horticultural art, the hemlock has been developed into a great variety of forms, and is featured in tree nurseries. So famous is the hemlock along these lines, that in Alaska and the far Northwest, shipments of hemlock to Europe for landscape painting was carried on extensively before the world war.

Hemlock is one of the woods that is comparatively easy to market and large quantities of hemlock lumber can be found in retail lumber yards throughout the East, Middle West, and the Northwest. There is always a steady demand for hemlock lumber, for rough construction work, where the better class of lumber is not needed.

In British Columbia the hemlock growth is said to be of a fine quality and superior to the eastern species for pulpwood as well as lumber and other products and forms almost half of the wood used in that province.

Hemlock lumber is light in color, and soft and brittle. The coarse and crooked grain of the hemlock makes it very difficult to work with. It also has very little strength or durability.

One of the greatest scourges of the hemlock are the tannin gatherers. In the search for tannin, young hemlocks, from four to six inches in diameter are felled, stripped of their bark, and left cumbering the ground. Not only are the young trees destroyed but when dryed out and decayed, invite the great fires that sweep our forest regions every year.

In a deep wood the hemlock shows some very important defects. There it forms a shaft from fifty to eighty feet in height, (without any diminition of its size, until near the summit, where it tapers suddenly, forming a head of foliage that projects considerably above the general level of the forest. The trunk is covered with dead branches projecting from it on all sides, causing it to wear a very unsightly appearance; and when the tree is sawed into boards, they are found to extend directly through the sapwood of the tree, making a hole in it as round as if bored with an auger. This is caused by the continued growth of the trunk of the tree after the decay of its branches, every year forming a new circle round the branch, but not inosculating with it, as in other trees.

When on some open rocky ridge, the hemlock is seen growing by itself, it is often clothed to the ground with its graceful and drooping branches. During a growing season when the leaves change from their spring time color of a yellow green, to an autumnal shade of greenish black, the tree is one of the most charming sights of nature.

Big Building Boom in West

Twenty million dollars' worth of new buildings in the province of Saskatchewan is the prediction of a Toronto expert who is in Regina looking over the field. There is not much likelihood of prices of building materials coming down this year. In the province it is estimated that at least 600 new residences and 200 new school houses will be built, besides business blocks, warehouses, etc. The expenditure for all Canada for 1920 for new building and construction work is estimated at $300,000,000 against a total of $190,000,000 in 1919.

Big Drive for Hoo-Hoo Members

August 9 to 19 inclusive are the dates for the great Hoo-Hoo drive, the purpose of which is to bring the membership up to a point at which we can operate efficiently and make our plans for the future development and progress of Hoo-Hoo that will justify the faith of those who have stuck with the Order through recent years, says Secretary H. R. Isherwood of St. Louis, Mo.

It is too early to go into details with regard to the plans that are being laid for presentation to the 1920 annual but the carrying out of these or any other progressive plans will depend on our having the membership necessary to provide needed revenue. This means, of course, that we must re-awaken the interest of those desirable members who have lost their good standing in the Order through failure to pay their dues; and also that we must bring into the Order a considerable number of those who ought to hold membership but who, for some reason, have not become interested.

Splendid New Mill Wiped Out By Fire

Newcastle, N. B., suffered a severe loss by fire recently when the fine new saw mill belonging to James Robinson was razed to the ground. The mill had a daily sawing capacity of 65,000 feet. The fire, which was first discovered about four o'clock, had made such headway that all efforts to combat it were futile, and in one hour the large structure and its equipment was a smouldering mass of ruins. The origin of the fire is unknown.

The firemen realizing that the mill was doomed, turned their services to the saving of the lumber piles which were in close proximity.

The well-equipped mill of James Robinson, of Newcastle, N.B., recently burned to the ground

The morning was calm, and had a wind been blowing the lumber piles which were in front of the lumber yard would no doubt have been destroyed as well. A large quantity of princess pine boards estimated at one million feet, and which were piled on the face of the wharf was also totally destroyed. The mill was built in 1919 and last season was its first in operation. It was considered one of the most modern mills on the river. It is estimated that the loss will be in the vicinity of $100,000. $61,000 insurance was carried on the mill. In the vicinity of 100 men were employed and the loss sustaned by Mr. Robinson as well as by the town of Newcastle is a large one.

Log Drives This Year Are Costly

The Mageau Lumber Co., Limited, of Field, Ont., state that they have sold their entire output for this season at a very reasonable price compared with the cost of taking out logs and sawing. They will cut about 6,000,000 ft. b.m. this summer and expect to saw during the coming winter between 7,000,000 ft. and 8,000,000 ft. Ordinary help is not too hard to get but the company have difficulty in securing skilled labor. such as millwrights, edger men and setters.

The Mageau Lumber Co. report that their drive this year has cost them more than twice as much as in former years on account of the lack of water and unfavorable winds all through the month of May and the first part of June. The late rains in June, however, helped them get out a good proportion of their logs and they have now enough to keep their plant running steadily. The firm say that they receive inquiries and demands every day for lumber.

Sawmills Are Active on Pickerel River

There are at present three sawmills in operation at the Lost Channel on the Pickerel river, Parry Sound district, Ont. The large new mill formerly owned by Lauder, Spears & Howland, is being operated by the Schroeder Mills & Timber Co., who expect to cut in the neighborhood of ten million feet, principally white pine. The lumber, lath, etc., is being hauled out over the Key Valley Railway to Pakesley, Ont., and piled. Cole's Mill on Key Lake near the Lost Channel also has a stock of approximately two million feet of white & Timber Co.

The firm of Bruce and Peart are getting their drive down the Pickerel River from the vicinity of Loring, where the logs were purchased. This timber, principally basswood, hemlock and hardwood, will be manufactured by their mill, situated on the Lost Channel.

Very little shipping is being done from this point at present. Bruce & Peart are shipping a few cars of basswood for American points. Labor is not at all plentiful, but no trouble has been experienced in manning the mills so far.

The log drives of the Schroeder Mills & Timber Co. are making good progress on both the Pickerel and Key rivers and should be through by July 1st. Labor, supplies and feed are considerably higher than previous years, and it is doubtful if there can be any material reduction in lumber prices until these conditions get back nearer to normal.

Unless unforseen conditions arise in the lumber industry in the near future, there will be considerable activity in the logging operations in from Pakesley Station, Ont., starting about the middle of August. The Schroeder Mills and Timber Co. expect to have seven camps operating during the coming fall and winter, and Messrs. Pratt & Shanacy, of Midland, are putting in one or two camps on a limit which they purchased recently.

A Handy Reference Publication

Wm. B. Mershon & Co., of Saginaw, Mich., have recently issued two attractive and handsomely-printed catalogues describing band sawing machinery, vertical and horizontal, single and twin types. These books should be of interest to anyone engaged in the lumber business in any of its branches, whether they are in the market for new machinery or not. The catalogues are admirably illustrated and complete in every particular and contain much timely and valuable information of the well-known lines turned out by the Mershon Co. Anyone dropping a line to Wm. B. Mershon & Co., Saginaw, Mich., will receive a copy of these splendid pulbications which should be preserved for future reference.

Lumbermen Want Drop in Log Prices

Though the price of logs remains about the same, there has been a considerable drop in the prices of lumber in British Columbia, and the mills are now engaged in arguing with the loggers in an endeavor to reduce the price of logs in ratio to the drop in lumber according to gossip in the lumber trade. It is claimed by some mills that loggers are getting about a 100 per cent. on their logs and it is thought by many that log prices will be lower soon, says a recent despatch.

At present it is reported that British Columbia fir lumber market for railroad shipments has dropped about $7 a thousand feet. Three months ago when the peak of the high prices was reached shiplap was bringing $40 at the mills. Now it is $33. This same material was sold before the war at $18 to $21 a thousand. No. 1 common rough timbers are now about $34, and were $40 three months ago. Rough inch boards are only produced by the small mills. They sell at about $28 to $29. Dimension stuff, S 1 S1 E, reached $39 at the highwater mark in February and March, and has slipped back to $32.50.

In the cedar shingle market the drop in price has been even more pronounced. It is said by some that one cause for this has been that the price was raised to such an extent that it enabled the patent roofing companies to undersell the cedar shingle men. Shingles known to the trade as 5X, the best grade manufactured for the United States market, were $7.50, but now are $5.25. The Canadian grade, thinner than the United States market standard but of a similar quality, was $6.25 and is now $4.10.

British Columbia prices, it is said, are set by the United States markets and the question as to whether the present lumber prices will go still lower depends on the United States mills. If the production of the mills across the line is sufficient to meet the demand. it will mean that there will be an overproduction of lumber in Canada and a resultant drop in prices. On the other hand, if the United States cannot supply its own requirements, the Canadian market will remain firm at figures close to the present prices.

The export trade is in better condition than the railroad trade. Export mills are finding difficulty in obtaining ships to meet the demands. The foreign market is hungry for lumber, and the necessity is for vessels. Consequently the export prices will remain firm at slightly better than rail prices. Lumber for export brings the higher prices because of the fact that only most select grades are exported, and there is an additional overhead on export material caused by wharf dues, delays in shipment and loading, and possibly loss to mills in long waits for ships.

Woodsman Proves Right to Award

Arthur Trottier was awarded $79 compensation for total temporary incapacity and $1,832.18—being the capital of an annuity of $144.38—for permanent partial incapacity for work, by judgment of the Superior Court, Montreal, rendered by Mr. Justice Howard under the provisions of the Workmen's Compensation Act, against Trottier's employees, the Shepard and Morse Lumber Company, Ltd.

Trottier was working as an axeman in a lumber camp on the Kipawa River, Quebec, and while in the act of chopping down a tree a branch struck him in the eye, the sight of which he has lost as a consequence. The only issue was whether right of action lay under the Workmen's Act.

Justice Howard: "It may be stated without discussion that, according to the settled jurisprudence of this province, such an enterprise as that carried on by the company defendant comes within the provisions of the Workmen's Compensation Act."

Breezy Budget of News From the West

All employees of mills and logging camps east of Hazelton, B.C., went on strike recently for an eight-hour day and $4 a day with board as a minimum.

The Thurston-Flavelle Lumber Co., Port Moody, B.C., have been authorized by supplementary letters patent to increase their capital from $250,000 to the sum of $1,000,000.

A new industry in the form of a lath mill has located in North Vancouver. The proprietors of the mill are H. Parkin and J. Scott and Mr. H. Stobles.

A. Robertson, of the Robertson & Hackett Sawmills, Limited, Vancouver, was recently appointed president of the Woodworkers' Section of the Manufacturers' Association of British Columbia at the annual meeting of the section held recently.

Capitalized at one million dollars, the British Columbia Spruce Mills, Limited, of Wattsburg, is actively engaged on preliminary construction work on a sawmill and a planing mill that will be the largest in the interior, having a capacity of 250,000 feet per day, or 35,000,000 to 40,000,000 feet per year.

Lawrence & Workman, owners of the Stewart sawmill at Stewart, B.C., have recently enlarged their plant, which now has a cutting capacity of 20,000 feet per day. The Weyerhauser timber limits on the Marmot River have been taken over and will be logged off. Ultimately an export business is planned.

The Langley Prairie Mfg. Co., Limited, New Westminster, B.C., were recently incorporated to manufacture and deal in saw logs, shingle bolts and lumber of all kinds. Capital $100,000. W. Brandon and J. Gibbon, both of the municipality of Langley Prairie, B. C., are two of the incorporators.

Shingle packers and weavers of the Canadian Western Lumber Co. at Fraser Mills. went on strike recently, and the shingle mill was shut down. Many shingle mills in the West have closed temporarily owing to the collapse of the market. Shingle weavers' wages have advanced in the past year from about 17c a thousand to about 27c.

According to an official statement issued by the Hon. T. D. Pattullo, Minister of Lands for British Columbia, timber sales completed during the month of April last amounted in value to $88,878 as against $25,295 for the correspodinng month in 1919. For the month of April, 1918, however, the value of completed sales did not exceed $6,849.

Among the companies recently incorporated in British Columbia are the following:—Northwestern Box Co., Limited, Vancouver, capital $10,000; Thunder River Lumber Co., Vancouver, capital $200,000; Palmer-Diven Logging Co., Vancouver, $200,000. An extra provincial license has been granted the E. Bashan Lumber Co., Limited, of Edmonton, capital $100,000.

The White Rock Tie & Lumber Co., Limited, White Rock, B.C., has begun operations. The plant will handle dimension timbers, ties and shiplap lumber and will turn out 20,000 feet a day. The timber supplies, from which the company will do its own logging, are conveniently located and accessible, and there is ample supply to keep the mill running a number of years. G. M. Thrift is the manager of the company, all members of which are citizens of White Rock.

The McLaren Lumber Co. have completed a preliminary survey on the banks of the Old Man River near Macleod in Southern Alberta, and intend building a large new sawmill. It is proposed to erect a dam across the river. Col, Peuchen, head of the McLaren Co., has been in Macleod for some time in connection with the new project. The company ask certain concessions from the town, including a site, free power for running machinery during construction, free water, fire protection, a proportion of the cost of building a necessary railway spur and a fixed rate of taxation.

Among recent incorporations in British Columbia are the Lorne E. Butt Lumber & Shingle Mills, Limited, Vancouver, capital $25,000; Munson Sawmills of Kelowna, $10,000; Killarney Loggers, Vancouver, $25,000; Georgia Lake Logging Co., Victoria, $100,000; Osprey Lumber Products, Vancouver, $75,000. An extra provincial license has been granted to J. E. Morris Lumber Co., of Seattle, with a capital stock of $100,000.

The Massett Timber Co. are conducting investigations at Graham Island with a view to the establishment of a paper mill on the company's property there. The water-power is being tested and from present reports the indications are in favor of going ahead with the project. The companies claim that they are in a position to deevlop from 5,000 to 10,000 horse power. The firm have five hundred men at work in its logging operations on the island. Lumber is being shipped to the United Kingdom and various parts of the Dominion.

A timber deal involving $400,000 has been closed by the Rat Portage Lumber Company, in the sale of valuable limits at the southwestern corner of Vancouver Island. The purchaser is John W. Blodgett, of Grand Rapids, Michigan. It is understood that it is the intention of the purchaser to utilize and extend the railway on the property and to erect a mill there. The timber is chiefly fir, with some cedar.

Scores Metric System in Lumbering

Propaganda originating in the World Trade Club of San Francisco, Cal., has been very active for some time in an endeavor to secure laws which will compel the use of the metric system of measures in the United States. Much literature has been circulated and it has reached all parts of the country. Its purpose has been chiefly to reach persons, associations, and societies, and through them to influence Congress to enact laws making the use of the metric system compulsory; thereby replacing most of the measurements now in use in this country, such as inches, feet, miles, acres, quarts, gallons, barrels, ounces, pounds, tons, and many more with which the people have always ben familiar, says the "American Lumberman."

That propaganda has gone far, and those who have considered it as something harmless and not calling for any particular action one way or the other, may be mistaken. Those who desire a change from what we have to the metric system have nothing to fear, but that is not true of those who do not desire such a change. The danger is that they may remain careless and unconcerned until they suddenly discover that the compulsory use of the metric system has been brought about by an act of Congress, simply because the metric advocates have been active and others have remained indifferent. There is real danger that this may happen.

Do lumbermen want this metric system substituted for what we have? If they do, they will help get it by remaining passive, and if they do not want it their interest lies in making their opposition known. They should bear in mind that the propagandists are not seeking an optional law, permitting the use of the metric system by those who desire to do so, and the continued use of our present measurements by those who prefer them. We have had that law in the United States since 1866. Anybody is free to use the metric system now; but the proposed law is to be compulsory, and if it succeeds, our present measurements will be outlawed.

Some people might make the change without very great inconvenience; but how would it affect the lumber business? The substitution of new machines for those now in use would be costly. Every machine and apparatus built to cut or dress lumber on the basis of feet and inches would be replaced or remodeled to measure by meters and fractions of meters. All measuring rules, tapes, and gages would go to the junk heap, for they could no longer be employed. All price lists based on dimensions would have to go. Charts, tables, formulas, for rapid calculation and measurement would disappear; and others, based on the meter, would be needed, at a great expenditure of time, money, and patience. The terms of deeds, leases, and conveyances, dealing with land, would be written in a new language where the words acre, rod, foot, chain, and mile could not be employed. Voluminous rate tables dealing with transportation, would become useless. About the only measurement that would remain as it was before would be money, the dollar, dime, and cent.

That is only part of it. The new system would have to be learned by everybody from the president of the company down to the men at the sorting chains and in the yards. They think in feet and inches now; but they would need to acquaint themselves with another kind of thinking. Advocates of the metric system say it is easy to learn. Doubtless a person of average intelligence could learn it in time, but the point is, is the change wanted? Is it worth while? Would its cost in money and time be justified? If lumbermen think it would not be a good thing to change to the metric system at this time, they ought to make their position known without delay.

Two Pulp Plants for Fort William

Word received from Fort William is to the effect that there are bright prospects for the establishment of two new pulp and paper industries in that city within the near future. The estimated expenditure is around $4,000,000. It is reported one company will extend $3,500,000 in the erection of a plant and the other, which will be a smaller one, will build a half million dollar pulp mill. It is understood the concerns have selected the necessary limits, secured their sites, and agreements made by the city are pretty well understood and satisfactory. One pulp plant will have a capacity of 100 tons and the other 35 tons, and it is pointed out that neither of them happens to be the Great Lakes Pulp & Paper Co., which proposition still looms in the offing. Both propositions are backed by substantial interests.

Sun parlors and sleeping porches will soon be in demand. Are you ready to supply them?

Panoramic view of Lake Nipissing, French River and North Bay, which district will be visited by the retail lumbermen of Ontario on July 30-August 2

Ontario Retailers Going to North Bay

The annual outing of the Ontario Retail Lumber Dealers' Association will be held at North Bay and Lake Nipissing on July 30th and 31st, August 1st and 2nd. Secretary Boultbee, of Toronto, is making all arrangements for the trip and it is expected that the attendance will be the largest on record.

It will be remembered that last year the dealers had a delightful visit to Midland and Penetanguishene, and a splendid sail up the Georgian Bay to Parry Sound, where some fishing was indulged in with more or less success. This year all the enjoyable features of 1919 will be in store for the excursionists, who will leave Toronto by the evening train on Thursday, July 29th, arriving at North Bay on Friday morning, July. 30th. Mayor Ferguson, of North Bay, has assured the guests of a cordial welcome and A. J. Young, of the Young Lumber Co., North Bay, and others are ably seconding the proposition.

The details of the trip are not yet complete but a tentative outline is as follows:

Thursday. July 29th—Leave Toronto by evening train for North Bay.

Friday, July 30th—Arrive at North Bay. Breakfast at Pacific Hotel.

9.30 A.M.—Leave by motor for Callander to visit the mills of J. B. Smith & Sons and A. B. Gordon & Co.

12.—— noon—Lunch at Callander. Afternoon, back to North Bay and visit the plant of Wm. Milne & Sons at Trout Mills, followed by a fishing trip on Trout Lake.

Saturday, July 31st, A.M.—Leave by train for Cache Bay to visit sawmills of George Gordon & Co., then motor to Sturgeon Falls to see the pulp and paper enterprises of the Spanish River Pulp & Paper Mills.

12.00 o'clock noon—Lunch at Sturgeon Falls.

2.00 P.M.—Leave by steamer "Northern Belle" for French River and Chaudiere Falls, remaining there overnight and Sunday, August 1st.

Monday, August 2nd (which is Toronto's Civic Holiday as well as the Civic Holiday of a number of other cities and towns in Ontario) will be spent in North Bay, and arrangements will be made for fishing, sightseeing, motoring, etc.

Monday evening—Return to Toronto by night train.

It is expected that the majority of the delegates from western Ontario and Toronto will assemble in Toronto for the trip, while those from Ottawa and district will proceed to North Bay by train from the Capital. The official programme will be issued about the middle of the month.

John B. Reid, of Toronto, president of the Association, and Secretary Boultbee, state that all retail lumbermen will be welcome, whether members of the Association or not, and that this will be the best trip ever.

What French River Improvement Means

(See Illustration at top of page)

Give Northern Ontario her waterway, and she gives "The National" its most economic grain route.

Effects savings by water borne coal from Erie ports of $1,265,726.-06 yearly.

Provides cheaper transportation for Northern Ontario's $70,-000,000 yearly exports, mainly going to Great Lake ports.

Enhance value of standing white pine and spruce and paper manufacture $40,000,000 by water borne rates.

Generates elctric power at the three locks, which is urgently required. Aside from savings, power receipts alone will pay 5 per cent. interest on total construction.

Affords "National," C. P. R. and G. T. R. new grain routes to Montreal, shorter than Buffalo to New York haul, thereby diverting the flow of 66 per cent. Canadian wheat now going to American Atlantic ports.

New Montreal Lumber Company

The Rolland Lumber Co., Limited, with headquarters at 62 St. James Street, Montreal, has just been incorporated. The originator and main stockholder is Mr. Louis S. Rolland, formerly secretary of Blair & Rolland, Limited, of Montreal. Mr. Rolland resigned his position in December 31st last, to go to England and the Continent for one of the largest import, export and banking organizations, in connection with their lumber department. Upon returning to Montreal in April last, he devoted his time towards completing his mission, upon termination of which he formed the Rolland Lumber Co., Limited.

The management and general policy of the company will be solely in the hands of Mr. Rolland. Stocks of lumber to be carried will consist of a range of Canadian spruce and white pine in assortments of thicknesses and widths.

Big Timber Exhibition in London

The Department of Overseas Trade is organizing an exhibition of timbers grown within the British Empire, to take place at the Holland Park skating rink, London, from July 5 to 17.

The main object of the exhibition is to bring prominently before architects, inspectors, firms who have to specify timbers in their contracts, as well as the users and consumers of timbers, the full range of Imperial-grown timbers, and especially those timbers which up to the present are only very slightly, if at all, known in this country. At the same time the exhibition will demonstrate the chief uses for which such timbers are suitable.

The classifications embraces:

(a) Specimens of timber; (b) Exhibits demonstrating the various uses to which timbers are put—viz., floors, panelling, staircases, furniture, plywood, and articles of everyday use; (c) Wood-pulp.

Mr. Shreiner Carried off Price

W. C. Schreimer, of Anderson, Schreiner & Mawson, wholesale lumbermen, Toronto, attended the recent gathering of the National Hardwood Lumber Association in Chicago. There were three large handsomely framed pictures of trees exhibited by the "American Lumbeerman," and prizes were awarded to the delegates who could name correctly the varieties shown, their physical features, where grown, etc. Mr. Shreiner has a practical acquaintance with all kinds of woods and at once spotted the pictorial specimens as those of red cherry white oak and soft elm. He also told where these trees were grown and to what uses the lumber from them was put. Mr. Shreiner was successful in carrying off second prize and is now receiving the congratulations of his many friends in the industry.

It is stated that a number of delegates were arboreal authorities enough to know that the pictures represented trees, but that was as far as their knowledge extended.

Lumberman Will Confer With Railways

A. E. Eckardt, chairman of the Transportation Committee, Wholesale Lumber Dealers' Association, Toronto, and D. C. Johnston, a member of that committee, were in Ottawa recently, where they appeared before the Dominion Railway Board in opposition to the new railway tariff, No. 14.

Several amendments were pressed for, as outlined in the last edition of the "Canada Lumberman." The arguments of the deputation were listened to by the Board with considerable interest and the one which seemed to arouse the most contention was the following respecting scaling: If delivery agent is unable to give consignee scaling particulars of a car that has originated at a track scale station, or has passed en route a track scale, the Railway Company must accept payment of freight on the basis of minimum weight. The Railway Company to have the right to make amended claim as soon as scaling particulars are ascertained.

It is understood that the lumbermen will have a conference shortly with the representatives of the Canadian Freight Association in an effort to come to an amicable adjustment on the points raised, and if the outcome is not successful, it is probable that another hearing will come up before the Dominion Railway Commissioners.

Wood an Imported Luxury in France

France is in a situation where the limited supply and high cost of timber have placed wood practically in the class of imported luxuries, therefore every part of the tree is used, down to the small twigs which are bound in fagots. Notwithstanding the intensive care of her forests, France is still compelled to import from 30 to 40 per cent. of the timber which she requires. The effect of the high cost of timber upon French industries and upon the convenience and comforts of her farming population is very apparent. In fact, most French farmers are still getting on with the identical buildings and farm structures which their great-grandfathers used before them. The per capita consumption of lumber in France is not over 100 board feet yearly or less than one-third of what the average American uses. The shortage of lumber and its high cost is one of the great industrial handicaps of the country.

British Columbia Makes Calls

Geo. A. Gall, representing the Piercy Lumber Company, Limited, of Vancouver, B. C., was in the city for a few days calling on wholesalers and retailers and acquiring information regarding market conditions in this big distributing centre, says the "Mississippi Valley Lumberman" of Minneapolis.

He has no first-hand information, he said, concerning trade conditions in the lumber producing district of British Columbia. He left home about the middle of May, stopping over at various points in the prairie districts in the northwest provinces. At the time he left, the market had began to sag and he understands from letters and telegrams received that there has been quite a decline in prices in the last two weeks. When he left Winnipeg, dimension was being offered on the basis of $40 at wholesale. There had recently developed quite an intense industrial war between the retail lumbermen of that metropolis.

The cutting of prices, instead of stimulating trade, had shut off considerable buying. Customers who had been in the market almost continuously, frankly tell the dealer that they are going to hold off and get the benefit of still lower prices. Mr. Gall says that there is some buying being done by the country yards, although most of them have a fair stock on hand consisting of from eight to twelve cars at the small points and 25 or more at the larger ones. Crop prospects, however, were very encouraging and the indications are that they will have a normal retail trade and the dealers will be compelled to place orders a little later in the season.

The wholesale shingle market on the other side of the line had been very badly demoralized. The active demand and the high prices being paid for red cedar shingles by the American trade, had resulted in a large number of small mills having beeen built in British Columbia. In many cases they secured their shingle bolts from cut-over lands. When the Canadian Pacific had put an embargo upon their cars going off their line, the American market was practically closed to the large and small mills. The little operator couldn't afford to suspend operations so he has had to sell his output in the home market at anything the buyer wanted to pay. Several of the large plants, however, had closed down and as they are pretty well off financially there is no reason or inclination on their part to glut the market. He said the same conditions prevailed with the producers of fir lumber.

Mr. Gall was formerly a resident of Toronto and is well-known in journalistic and advertising circles.

Wholesalers' Picnic to Grimsby Park

The annual outing of the wholesale lumbermen of Toronto will be held at Grimsby Park on Thursday July 15th when, it is expected that a large attendance of all the members of the industry, their wives and families, will take part in the event. A. E. Clark, on whose invitation the picnic will be held, has an attractive summer home at the Park and will give a warm welcome to all. Arrangements are being made for lawn bowling and tennis and also a baseball match between lumbermen representing teams east and west of Yonge St. L. D. Barclay is chairman of the Picnic Committee, and

L. D. Barclay, Toronto, chairman of the Wholesale Lumbermen's Picnic Committee.

from reports received, this year's outing should be a hummer. There will be sports of all kinds and entertainment for the ladies as well as the gentlemen. The lumbermen and their friends will take the boat from Toronto to the Park and return.

L. D. Barclay, the live chairman of the Picnic Committee of the Wholesaler Lumber Dealers' Association, says that the jaunt on July 15th will be the best ever. The boat will leave Toronto at 8 o'clock for Grimsby Park and returning will leave the park at 7.30 in the evening.

Annual Hoo-Hoo Gathering in St. Louis

The twenty-ninth annual meeting of the Concatenated Order of Hoo-Hoo will be held at St. Louis, Mo., September 8th, 9th, and 10th. It is expected there will be a splendid representation from every district, and secretary-treasurer H. R. Isherwood says they anticipate bringing together one of the greatest assemblies of all branches of the lumber and allied industries ever known. An attractive program is being arranged. Many important subjects will be featured and discussed, and with the dates of the National Retail Lumber Dealers' Association joining in to the Hoo-Hoo dates, an excellent opportunity is presented for members of both organizations to attend the two great gatherings.

If you have the will power to do a thing, you will soon acquire the man power.

How about that income tax? Better get it off your mind. Only a few days left.

Why All Grades Should be Standardized

Editor, Canada Lumberman:—

I have noticed in recent editions of your paper various interesting articles on the grading of lumber, and am pleased that you are devoting considerable space to this instructive subject. It is one to which too much attention cannot be given at the present time in view of the many misunderstandings that arise and the wide differences of opinion that exist in many quarters.

I wish to give you my ideas of the methods which I think should be employed in grading lumber or standardizing grades, if desired. I have outlined these only in the rough and think I have provided for all that is necessary; in fact one or two less might do fairly well. There are many names of grades handed down through time to cover the particular uses to which lumber is put, and it will do good to continue the use of these, such as good sidings; good shorts; good strips; No. 1, 2 and 3 cuts; shelving; No. 1, 2 and 3 common; No. 1, 2 and 3 dressing, fine dressing; common dressing; No. 1, 2 and 3 shelving; common; box; No. 1, 2, 3 and 4, and if making two grades out of No. 3, the top half could be called "Selected No. 3," but I prefer using the present names with which everyone is familiar.

Grading of lumber, standardizing grades to suit all kinds of timber sawn at saw mills and graded on trimmers at mill to suit all markets, when shipped by making the grade along natural lines.

Good, or first quality, or No. 1 deal.

No. 1, 2 and 3 cuts.

Shelving, fine dressing, or No. 2 deal.

No. 1 barn, best half of No. 3 deal.

No. 2 barn, poorest half of No. 3 deal.

No. 3 barn, No. 4 deal. Coarse common and good sound box, No. 1 W.1S.

Box cull, coarse box which have mill cull defects, and No. 1 mill culls.

Mill culls, 33 per cent. of low end present mill culls and top end of 0 culls which is a practical No. 2 mill cull grade, or about average 50 per cent. sound cutting.

O culls, or dead culls, or No. 3 mill culls. Under 50 per cent. cutting and bad rot.

In making cull grades all depends on manufacture, as to how much you rip, trim or cut to get soft rot out, when the grade gets below a No. 1 mill cull. The cut up grades are in a class by themselves, depending on the amount, or percentage of profitable factory clear cutting in each piece largely, with the balance of the piece serviceable for smaller sound cutting, and short clear cuts, but no cull lumber practically.

No. 1 cutups averaging 2/3 profitable factory cutting.

No. 2 cutups averaging one half profitable factory cutting.

No. 3 cutups averaging 1/3 profitable factory cutting.

No. 4 cutups averaging ¼ profitable factory cutting. This No. 4 cutting is only made in special cases and is always found in No. 4 deal quality.

The deal grading is the basis of inspection of white pine lumber, and you cannot get away from the lines providing the grades, without getting in trouble. Not following the natural dividing line of grades, makes the grades not uniform, and means no inspection at all. I have followed the dividing lines of deal grading, just referring to No. 1 deal, as I think when people pay such a high price for it, they should not receive pieces with so many knots, even fine dressing knots, and one face lumber, and should be at home in No. 2 deal.

The No. 3 deal has a range of two grades, and there is a big difference in a piece around the very top end, close to the line of No. 2 deal grade, or a liner between, or a line piece that you put one in upper grade, and the next like piece in lower grade, and a piece that is on the line of the low end of No. 3 deal, or liner on the No. 4 deal.

Therefore, to suit all markets, I would make two grades out of No. 3 deal, dividing into No. 1 and No. 2 barn. The reason for taking coarse box out of No. 4 deal is that knots wont dress and stay in and cull defects, splits, worm holes and such would be better with No. 1 mill culls for box uses, it being a grade that part is better cut up on account of hole defects and hard red streaks. The No. 2 cull makes a good sheeting for rough purposes. The No. 3 mill cull all depends on the manufacture, what kind of a grade it is, but is useful for many purposes. No. 2 deal and No. 4 deal grades are natural grades and do not need any changing except to low end out of No. 1 deal into No. 2 deal and rough box out of No. 4 deal into box culls.

Every lumberman in the Eastern export and U. S. and Canada, has been following the above lines, and that is what should be standardized. It would be a simple matter, and take only a short time to make the grades right. Views with a moving picture machine should be taken of one side of all pieces and then of the other side. These pictures should then be put in a book, defining all defects in each grade, and everything pertaining to it, and also pointing out all United States eastern grades, and all exports grades, showing how they fit in to our Canadian grades. We could also treat with the manufacture of lumber, defining everything pertaining to the sawing and each operation in mill, grading, piling, shipping, sizing, etc., in fact showing how lumber at each large mill is graded, piled and shipped.

It appears to me that a book setting forth all this in detail, to every lumberman doing business, would be worth $50.00 as its value would be priceless.

At the Chateau Laurier recently, an old lumberman friend of mine said he had been in Ottawa a week trying to get a few cars loaded. He could not depend on the man measuring to make the grades right to suit the customer, although the firm and the man measuring were willing to ship the product right.

Many lumbermen have to leave their offices at present to try and get lumber shipped, waiting on cars and losing time, when such a book I speak of would train any number of men to ship and grade to suit the world's market.

I could do this and make the book as far reaching as was necessary, backed up by the most practical lumbermen doing business for the past thirty years or more,—men who are recognized authorities as to the grades put up by the best firms in Canada and the United States.

The "Canada Lumberman" could sell such a book to every man in any line of the lumber trade, and any firm could not get a better investment for the money. Just one week travelling on the road to-day and $50.00 is spent on account of the confusion of grades, waiting for cars, as a man has to be sent to look after the shipment. There are so many misrepresentations of stock, misunderstandings, and the high cost of doing business, all on account of no uniformity. The market is short of many specialties and lumber is manufactured with which the market is oversupplied. This all shows that no one is keeping in touch with the market needs, and the cutting of lumber is going on without the mills knowing what to cut that will sell readily. We should not pile up lumber that will lie on the yard for years unsold.

I know a good book is needed and with my thirty-two years' experience along these lines, I could carry out the important work. With the use of a good moving picture machine I certainly could do all in a practical manner. I would do the grading with, say, two men to handle the lumber at the mill or sorting yard when they are shipping or grading. A trip could be made to all mills of large firms, making it cover all necessary lines and giving demonstrations in every district once a year, thus affording lumbermen and inspectors a chance to brush up on any point on which they are in doubt. It does not really matter whether the manufacturers standardize grades or not. Wholesalers and buyers of lumber, after they have bought, can ship out as they like to suit their customers. There is a market for such a book that cannot be turned down on account of wrong grading. I know of no better investment for the money for employees of each firm, and young men could learn in four months what it new requires the average lumberman half a lifetime to master and some never get it all. They do not have the opportunity to travel. I have tried roughly in this letter to touch upon some things pertaining to lumber, but in a book everything would be covered so that there would be no doubt on the subject.

I am well known in the lumber trade, and can perform a good service and effect a big saving along the line mentioned. I have been out of the game a while on account of sickness but am fit again and ready soon to get back into the work. A great waste could be eliminated and a big saving effected each year if such a book was prepared and it could all be done in a short time at a comparatively small cost. Standing timber is being sold at so many prices, different dues, ground rents and conditions, that it requires a lot of looking after. So many different log scales are confusing, and sales are

spread over so many years and a different price, that if it keeps on that way, it will take an army of scalers and clerks to look after it all.

Grades of white pine lumber, manufactured and shipped to the Eastern markets and for export and terms used:

Uppers—No. 1 upper, No. 2 upper, No. 3 upper.

Selects—No. 1 selects, No. 2 selects, No. 3 selects, fine common.

Pickings—Knotty No. 1 cutups or shop lumber, Knotty No. 2 cutups, Knotty No. 3 cutups; No. 4 cutups, or cutting box, Mill cutups, Fine common.

Shelving—No. 1 shelving, No. 2 shelving,

Dressing—No. 1 dressing, No. 2 dressing.

Common—No. 1 common, No. 2 common, No. 3 common, Smooth common, Coarse common and good box, or Coarse common and sound box, Box, Flat box, Box culls, Mill culls, dead culls, scoots, rascals, No. 1 mill culls. No. 2 mill culls. No. 3 culls.

Panel boards—No. 1, 2, 3, 4 and 5 boards, Clear and clear face, First, second and third base boards, Bright saps, Good saps, Good stained saps, No. 2 stained saps, Wormy saps, Wormy box, No. 1 barn boards, No. 2 barn boards, No. 3 barn boards, Red knotted No. 1, 2 and 3 barn, Shakey clear and shakey box, Farmers clear and Shakey No. 1, 2 and 3 cutups, Shakey dressing and selected mill run, Star vessel boards, Stained shelving and better, Stained dressing, S. A. shippers, No. 1 W.I. shippers, No. 2 W.I. shippers, Australian 1st, 2nd and 3rd shelving. No. 5, No. 6, No. 7, No. 8 and No. 9, First strip, second strip, third strip, dressing strip, S. C. strip. Box strip, cutup strip, No. 1 and 2 moulding. Good short, strip and siding, Good std. saps strips and No. 2 std. sap strip. Good short, strip and siding. Selected, cuts of good strip, short and siding. Shipping culls, No. 1, 2, 3 and 4 deals. Regular out grade. Outlaw grades or pieces Match stock. Piano Key stock. Organ key stock. End stock. Door stock. Quartered good squares and common squares. Rift grain and quartered stock. Selected stocks and mill run. Tank stock. Bracket plank. Silo stock. Roller Shade stock. Fence rail stock. Picket stock. Step plank. Paving stock. Crating stock, specials.

Yours, etc.,

Moses H. Haney.

270 Bronson Ave.,
Ottawa, Ont.

Sitka Spruce Suitable for Britain

To ascertain to some degree of accuracy the timber resources of the British Empire; to devise means to secure adequate supplies for Empire needs, and to enable the United Kingdom, which imports more timber than any other country in the world, to derive a larger proportion of her imported timber from the British Dominions, are some of the big questions which will be discussed at the Empire Forestry Conference in London this month.

Mr. D. Roy Cameron, officer in charge of the Dominion forest service in the British Columbia railway belt, with headquarters at Kamloops, is one of the delegates.

"Great Britain's experience in the late war has taught her the absolute need of conserving the timber supply. Measures are now being taken to go in for reforestation work on a considerable scale by the British Government, particularly in Scotland," said Mr. Cameron. "It may not be generally known that last year through the Dominion forestry department, half a ton of Sitka spruce seed was shipped to the British authorities. As there are 100,000 seeds to the pound. it will be clear that this represents a very large number of trees in embryo. The Sitka spruce has been found a most suitable tree for the British climate. This year they have asked for three times as much Sitka spruce seed, as well as for Douglas fir.

"While it is greatly to the interests of the importers of Great Britain that the timber resources of the Empire should be conserved, the advantage of this conference will be mututal in that it should tend to give a great impetus to inter-imperial trade in timber of all kinds. From Great Britain's point of view the war has shown that the national safety demands that a supply of timber be assured, even if the economic situation does not call for urgent meeasures," said Mr. Cameron.

Canadian Wood for Furniture Making

A leading western Ontario furniture company, in a recent letter in regard to the use of more Canadian woods in the manufacture of furniture at the present time, say that Canada has several fine furniture woods, like birch, maple and elm, which are now being used in greater quantities then ever owing to the scarcity and high price of such imported woods, as mahogany, oak, gum, etc. The firm add:—"The great trouble appears to be that the Canadian sawmiller will not put up and offer the lumber to the furniture manufacturers in proper grades. Our lumbermen insist on sawing the best part of the log into sizes not suitable for the furniture trade, and the culls and grades, not adaptable for export, they want to sell to the furniture producers as "log run" and "common and better," at about the same price as they get for the best of the log. The Canadian furniture trade are getting tired of using "Canadian" culls and purchase in preference American graded stock for then they know what they are getting."

Representative Western Lumberman

Mr. H. H. Ross, of the Ross-Saskatoon Lumber Co., with headquarters at Waldo, B. C., is one of the most widely-known representatives of the industry in the Pacific Coast province. Although born in Montreal in 1875, Mr. Ross has spent practically all his life in the West, being educated at Whitemouth, Man., and in Winnipeg. For the past fifteen years he has resided in British Columbia and has become identified with a number of leading organizations. He is president and director of the Community Lumber Co., at Lethbridge, Alta., president and director of the North Arm Lumber Co., of Vancouver, B. C., and also head of the Mountain Lumbermen's Association. Mr. Ross resides at Waldo.

H. H. Ross, Waldo, B.C.

The Capital Stock of Riordon Merger

According to an announcement made yesterday, tne capitalization of the new Riordon amalgamation will be $12,401,000 bonds (including those of subsidiaries), $10,000,000 of 8 per cent. cumulative first preferred shares, $10,000,000 of 7 per cent. convertible second preferred shares and $27,000,000 of common shares.

Of the first preferred shares of the new Riordon Company, $1,500,000 par value will be held by the old Riordon Company to offset their $1,500,000 7 per cent. preferred shares now outstanding.

A further $1,500,000 has been by the Royal Securities to an American syndicate composed of Parinson & Burr, E. H. Rollins & Sons, and Coffin & Burr, of Boston and New York.

The balance is being offered privately by the Royal Securities, any unsold balance to be offered for public subscription.

The present capitalization of the old Riordon Company remains outstanding, but the payment of the bonds will be assumed by the new company, so that the old company will become a holding company of the shares received from the new company in exchange for its assets.

The Kipawa shares will be exchanged as soon as possible for new Riordon shares on the basis of 1½ shares of Riordon common for each share of Kipawa common.

The Ticonderoga Company will not change, but the new Riordon Company will become the controlling shareholders owning over 60 per cent. of Ticonderoga's stock.

The new Riordon company will also own all the capital stock of the Gatineau Company, recently organized to take over the water powers, timber limits and mill properties of the Edwards and Gilmour-Hughson companies.

The proceeds of the sale of the securities of the new Riordon company will be used to purchase the various properties involved, supply funds to increase the capacity of the plants, and for the further expansion of the properties purchased.

Checking Freight on Private Sidings

The Transportation Department of the Canadian Manufacturers' Association, Toronto, recently sent out the following with respect to checking freight on private sidings:

Effective January 1st, 1917, railways in Eastern Canada discontinued their former practice of checking freight on private sidings. Prior to this action, several conferences were held between members interested and representatives of the railways, as a result of which, it was arragned that under certain conditions clean bills of lading would be given by the railways for cars loaded on private sidings; also that shippers would use their own seals, which were satisfactory to the railways, or would be furnished by the railway with seals consecutively numbered. These seals were to be applied by shippers to all side and end doors of cars, as soon as loading was completed, and a record kept thereof for comparison with seal record at destination.

Numerous complaints have been made by our members of claims being declined by the railways for shortages at destination from cars loaded on private sidings, the railways showing that cars arrived at destination with original seals intact. Commissioner Boyce of the Board of Railway Commissioners for Canada, issued a judgment on February 27th, 1920, in complaint of T. H. Taylor Company, Chatham, sustaining the railways in the stand taken by them. At least some of our members have had instances where goods loaded by them on private sidings checked short of destination, although the railway records showed that car arrived with original seal intact, and after the claim for shortage had been declined by the railway, circumstances had arisen which proved beyond a doubt that goods had been removed from the car without apparently breaking the seals.

It is felt that the understanding arrived at by the railways when our circular 121 was issued, should be revised, and in order to strengthen our case, I will be glad to receive full particulars of any instances you may have had where shortages could be proven as having occurred after goods were loaded in car, although seal record was apparently perfect. Particulars of such instances should include date and point of shipment, nature of goods, destination, and if possible car number, together with any further particulars which would be of assistance.

Lumber Companies All Busy in Gaspe

Everywhere on the north and south shore of the Lower St. Lawrence, which is least known, yet one of the most interesting sections of northern Canada, come reports of remarkable development planned for this season and the future. At Ste, Anne des Monts the lumber company operating there reports one of the most successful seasons and an English company is rumored to be again planning operations. Both companies will employ in the neighborhood of 600 men.

At Magdalen River the ring of sturdy axes will reverberate after being practically silent for over forty years. At that time the Ross Lumber Company worked the timber limits in that locality. These limits were particularly good and large quantities of pine were obtained.

The story of the close of the Ross mills is a dramatic one and shows labor troubles were known even forty years ago. At that time the shores were even more sparsely settled than now and the "lumber jacks" very often took the matter of controlling civilization in their own hands. According to information a dispute arose between the officials and men which resulted in a miniature rebellion. The enraged and husky lumber jacks after wrecking the company's stores chased the officials out of their own limits.

At the time of their operation along the Magdalen River the Ross Lumber Company possessed a fleet of about twenty-two full-rigged ships. These sturdy vesse's carried the lumber to many foreign ports particularly to South American countries. For years the company carried on operations on a large scale, but finally about forty years ago, as noted above, they closed down their mills, which many years later were destroyed by fire.

Now an English company known as the Great Eastern Pulp and Paper Company own this rich limit and are preparing to spend millions of dollars on their plant and equipment. It is understood railway connections with Gaspe Basin are planned and that one million dollars is to be expended on the highway between Magdalen River and St. Anne des Monts. With such development of forest and mines it is evident the province of Quebec is entering on an era of development from which it will emerge as one of the Dominion's richest provinces.

Of course in the Lower St. Lawrence there are no perplexing labor problems, but all craft are eagerly sought after and wages are on a very much higher basis than has even been demanded before. For ordinary labor workmen are receiving as high as $4 and $5 per day. Building operations are unusually brisk in spite of the high cost of materials. Among the bigger contracts is that for a large stone church at Ste. Anne des Monts which has been contracted for at $160,000.

Hammering in Home Building Idea

An aggressive Southern retail lumberman believes in creating a desire to own your home and recently published a striking advertisement under the catchy caption of "It's time you owned the key to your own front door." There was an attractive illustration of a home and a big key in the background of the picture. Here are some of the convincing and strongly worded arguments in his announcement:—

"Money paid out in rent is money gone. Money paid on a home is money saved—and earning interest every day in comfort, contentment and pride of possession.

"We have been these eight years or more endeavoring through our advertising to instill the home ownership spirit into the minds of the man and woman who has the rental burden around their necks, and there are a great many renters who would own their own home to-day had they taken our advice years ago. It is true that many did take our advice, but to those who did not, we have only this to say: We shall continue to talk home ownership to you, and we are not going to be satisfied until we have a 100 per cent. home ownership in this city.

"Think of the future. Think of rearing those kiddies in a little home that is all your own, situated in a garden spot, and unfrequented by landlords.

"Do not pay any attention to the rumors you hear to the effect that building materials are going down. It is our honest and candid opinion that there will be no material change in the price of lumber for the next five years.

"We have a service department with a man in charge who will gladly give you advice and assistance in your home building plans.

What a Good Fellow Really is

These are worthy purposes and, in any analysis, are of great importance.

No organization can exist unless the dues which maintain it are paid promptly. Why not pay them cheerfully? It will not do at all to let part of the membership pay and the rest do nothing. It is not fair: it's rotten. The amount of the dues is trivial as compared with the advantages provided; such dues should be paid without reluctance or procrastination.

The good fellow who is really a good fellow meets such obligations gladly because he feels not only that he is receiving value in full but also that it is unfair and subversive of good fellowship not to pay along with the rest of the gang.

If there is honor among thieves, how much more should there be the highest reciprocal relation between the members of organizations composed of gentlemen—and a gentleman is not a gentleman unless he is really a good fellow.

If, therefore, you belong to any organization, pay your dues and prove that the hand clasp of your membership is sincere.

The Concatenated Order of Hoo-Hoo, St. Louis, Mo., thus observes wisely and well:—

Beauty that is only skin deep finds its parallel in the good fellowship that is only superficial.

The "good fellows" we hail from day to day, the chaps who share our cars, lunches and cigars, may after all beat their wives or starve their children.

Real good fellowship is Sincerity of Heart, Integrity of Mind, Appreciation of the Rights of Others, and Loyalty to Organization.

Many men are corking good fellows up to the point where they are called on to do their part in support of the organizations in which they hold membership. The reasons for maintaining an organization are usually just as valid as the years pass as were the reasons for joining in the first place.

The purposes of organization are to foster good fellowship, to promote mutual understanding of ideas and aims, to insure the general prosperity of those represented, and in some instances, to provide definite benefits to members' dependents.

Public Opening Model Lumber Yard

How it is Laid Out and Possesses Certain Features which Others May Well Consider

The new Long-Bell yard at Independence, Kas., declared to be one of the most modern retail plants in Southwestern Kansas, was formally opened to the public on June 5. This yard is one of the oldest of the Long-Bell yards, but, lacking certain modern features, it was entirely rebuilt and covers a quarter of a block in the heart of the Independence business district.

Located only half a block from the main business street of the city, it was necessary to enclose the entire yard with a brick wall to lessen fire danger. While thorough attention was given to providing modern facilities within the yard, the attractiveness of the exterior and the entrance was by no means overlooked. The parking on the front and east side has been sown to Bermuda grass. The driveways are built of concrete. The west alley is entirely covered over, while the east alley is open. The building itself is a substantial, imposing structure ranking with the best business buildings in Independence.

It contains a light, spacious general office, with the manager's private office adjoining. A hall leads from the general office to the display room, which is very home-like in appearance, with curtained windows, a large centre table and comfortable chairs. On the walls are photographs of homes built in Independence with material purchased from the Long-Bell Lumber Company, and also homes taken from different plan books. During the opening fifteen or twenty of the photographs of local homes attracted a great deal of attention. This room is used to show plans and talk over details of building with customers. It will also afford a place of meeting for contractors with prospective buyers.

The cement room is ideally located, so that cement may be loaded under the roof area in the west alley or in the public alley. The sand, chat, gravel, shingles and posts are in an open space at the back of the yard. The yard is lighted throughout with high power electric lights.

The formal opening was from 2 to 6 p. m., and in order to properly advertise it, picture slides were run in all moving picture shows in Independence for a week in advance. Advertisements were inserted in all the newspapers, and several reading notices were used.

The crowd began coming promptly at 2 o'clock. The north end of the west alley had been closed and the door served to hold the screen for the moving pictures. The picture shown was "The Story of a Stick," the Long-Bell film produced by the Rothacker Film Manufacturing Company showing the process of manufacture from the woods to the finished product. This picture was shown to nearly 1000 of those who attended the opening and was very popular.

Perhaps the one thing that attracted the most attention was the display room. Everyone was very much interested in this feature, and especially in the homes of people shown on the walls. Several beautiful boquets in the main office, private office and display room added to the attractiveness of the interior.

Souvenirs in the form of balloons, wooden whistles, rulers and fly swatters were given to the children, the last three souvenirs containing Long-Bell advertisements.

As the visitors entered the main office they were shown into the private office, where those who desired registered. During the afternoon a large number registered. Those who registered were entitled to a chance in drawing for prizes. Five prizes were offered, and it is interesting to note that four of these prizes were won by women. In fact, a large number of the visitors were women and this was gratifying to the company as they wish to make the yard as attractive to women as is any other store. The prizes were: A nice bungalow type door; a medicine cabinet with bevel plate mirror; 1000 shingles; one screen door (galvanized wire); one gallon of paint. An orchestra played throughout the afternoon. The C. R. Cook Paint Company, the Johns-Manville Roofing Company and the Beaver Board Company had representatives who explained the use and value of their products to the guests.

New Electric Chain Saw

There have come to light, particularly within the last few years, a number of tree felling and bucking devices. With the exception of the well known drag saw application, all of these have extinguished themselves in the natural course of events.

The device pictured here is new, and unquestionably merits consideration if for no other reason than that it has been developed by Charles Wolf, an engineer, now of the Peninsula Iron Works, Portland, Oregon, who has already acquired success in "chain saw" applications. Those who are familiar with the chain deck saw "rig" introduced some years ago, and now to be found replacing the more cumbrous circular swing deck saws in a number of mills, particularly in the Northwest, will recognize the same genius there as appears in this new portable machine, says F. F. M. Engineering Department in "Lumber."

Embodying all of the elements of the man powered crosslcut saw, the wear resisting and rapid repair features of the roller chain, as well as being oil lubricated from a large oil space formed by the sheet sides of the saw blade, the machine represents very careful design and a thorough consideration of the inherent difficulties and disadvantages of chain saw applications.

The particular points of the saw assembly are best illustrated and described by the accompanying outline sketch. The driving motor pictured is a one and one-half horse-power at 3,600 r.p.m., A-C, 3 phase, ball bearing motor, gear connected through grease lubricated dustproof enclosed gears so as to travel the cutting teeth at a rate of 1,050 lineal feet per minute. The saw teeth may be run in either direction by means of a simple motor reversing switch. The whole

Illustrating application of chain saw with travelling teeth

"rig" weighs 84 pounds and, therefore, comes properly within the meaning of the term "portable."

For service in the woods several of these machines might be wired into a skid-mounted movable generator station—presumably a gasoline or kerosene engine driven generator, although possibly a small steam turbine set might be used at one of the log yarding or loading donkey boilers.

It is interesting to note, in this connection, that the electrical machine would decrease the usable power from a gasoline or kerosene movable station by two efficiency figures; (1) the efficiency of the generator which the engine drives, and (2) the efficiency of the motor receiving its power from the generator. Assuming the generator, which might be driven by the gas engine in the woods, to be capable of generating at 85 per cent. efficiency and the motor to run at the saw to operate at 80 per cent. efficiency, it would mean that of the 100 per cent. available at the engine but 68 per cent. would reach the saw, neglecting any transmission losses between the engine and generator and between the generator and the motor. The direct connected gas engine "rig," on the other hand, carries to the saw the full output of the engine. To offset this fuel consumption, where gasoline is used, are points of continuous cutting (eliminating the idle return stroke which practically all drag saws have) and speed and facility in handling. These qualities, if found to appeal in the woods, camp and mill as they unquestionably do to him who may see it and not have to use it, will create for this machine a very enviable place among actual users. There are naturally a number of obstacles in the field of practice which the device must surmount on its own merits before success will be assured.

Within the limited confines of our own mind we do not see this machine eliminating the muscle and brawn-driven cross-cut saw.The device, however, most certainly represents a step forward and if usable as a one-man rig gives promise of being a "stem winder." Its performance in the presence of the writer (who is "from Missouri") demonstrated a remarkable capacity in going through the 27-inch fir log pictured. The time fifty seconds.—F. F. M. Engineering Dept.

Last Heard of Underwood Measure

The Underwood resolution providing for negotiations with the Canadian Government or the Provincial Governments of Quebec, Ontario and New Brunswick, relative to the embargo on the shipment of wood pulp to the United States, failed to receive the President's approval at Washington.

The Passing of Matthew Deans

Matthew Deans, president of M. & M. A. Deans, Limited, manufacturers of waggon hubs and lumber, Sprucedale, Ont., passed away on June 4th in his 85th year. The late Mr. Deans was one of Ontario's pioneer lumbermen, having started his first mill sixty-three years ago at Dublin, Ont. After operating for a number of years at Norwich and also at Waverley, he removed to Sprucedale some thirty-five years ago. Mr. Deans was of Scotch descent being born near Glasgow, and, coming to Canada at an early age, was reared on a farm near Paris. He was predeceased by his first wife in 1914, and, having married again, is survived by his widow, two daughters and two sons, the latter being M. A. Deans of Orillia and James D. Deans of Sprucedale. The remains of Mr. Deans, who was a member of the Masonic Order, a Liberal in politics and a staunch Presbyterian in religion, were taken to the family plot in Paris cemetery for interment.

Death of Mr. J. F. Whitson

Mr. J. F. Whitson, of Toronto, Commissioner of the Northern Development Branch of the Ontario Department of Lands and Forests, passed away suddenly at Sudbury on June 12. Although he had been ailing for some time, his death was not expected. He was formerly Assistant Director of Surveys, and on the organization of the Northern Development Branch was made Commissioner. He had been in the civil service about thirty years. The late Mr. Whitson had recently completed a tour of the northern part of the province, where he was widely known.

One and Two-Storey Sawmills

Referring to the question as to the respective merits of a one-storey building, or two storeys or more, for a general sawmill business, the usual plan is to have two-storey buildings for this purpose, yet some splendid planing mills have been equipped all on the ground floor says an exchange. It is largely a matter of personal preference and of ground cost and available room. Someone reduced the matter to figures a few years ago, and these figures show that stock can be moved 50 ft. along the ground as readily as 1 ft. upward. This gives a very good working basis for figuring out the relation of the work involved in moving stock from place to place during the process of manufacture. The governing factor, however, will probably be the magnitude of the business. If the volume is comparatively small, the one-storey plant will be found better, provided, of course, there is plenty of room to spread out. If the business is to be of considerable magnitude, a two-storey plant will prove more satisfactory.

Edwards Co. Continue as Wholesalers

The control of W. C. Edwards & Co. at the time of the merger, (an extended reference to which was made in the last edition of the "Canada Lumberman") was vested in Gordon C. Edwards, W. W. Humphreys, John A. Cameron, E. R. Bremner, Norman F. Wilson and C. M. Edwards. These gentlemen, known as W. C. Edwards & Co., Limited, will continue to do business as wholesalers and they have now on hand large stocks of dry white pine, Norway spruce and hemlock. In the recent sale, the sawmills of the W. C. Edwards Co. at Rockland, Ont., as well as the other plants and limits, were included in the negotiation.

No Reason to Cut Lumber Prices

There is no justification at the present time to warrant any decided reduction in the price of lumber, according to Sir Douglas Cameron, former lieut.-governor of Manitoba, and president of the Rat Portage Lumber Co., Ltd., who arrived in Vancouver following a month's visit to New York.

"There is absolutely no reason for cutting prices," stated Sir Douglas. "The demand is there but the lumbermen here are cutting off the demand by reducing prices. Once you cut prices you begin to scare people. The market in the east for eastern lumber is firm, and I can't account for the attitude of the lumbermen here. There is absolutely no reason for them to get panicky."

Admitting that the prices demanded by the loggers were out of proportion, Sir Douglas stated that his company was getting around the difficulty by putting in their own logging plants. The Rat Portage company, he said, was planning an active season's work, and did not anticipate a slump in the market.

What Lumber Salesmen Can Do

"What can the traveling lumber salesman do for the retailer whom he calls on?" is a question that has been bobbing up this year at most of the retail lumber conventions. Many things. But the biggest he can do for his retail customer, is to keep him supplied with the ideas and experiences of a practical business character, of other men.

The good that a lumberman gets from a lumber convention, is the opportunity of absorbing the ideas, thoughts, and experiences of other men in the same line of business, in order that he may apply them to his business. The lumber salesman who knows the lumber game, and has a practical "nose for news," can make himself a traveling convention for the benefit of his trade, the year round.

Get the thought, Mr. Salesman, that even the slowest and most reactionary lumber dealer, has something in his business affairs that could be used by the trade generally. Every man knows something that his fellows could profit by knowing. Catch those thoughts. Note those experiences. And pass the word along to Smith, and Jones, and Brown, that Black grabbed a bundle of good business in his town, thus and so.

And if the retailer gets in the habit of looking for you, Mr. Salesman, on account of the good business thoughts that you bring with you, you will be helping yourself indeed.

Mr. Playfair Heads New Company

James Playfair, the well-known lumberman and shipbuilder of Midland, has been elected president of the St. John Dry Dock & Shipbuilding Co., St. John, N. B. D. S. Pratt, of Midland, has been appointed vice-president and managing director, and on the Board of Directors is D. L. White, Jr., Midland; W. J. Sheppard, of the Georgian Bay Lumber Co., Waubaushene, and others. It is announced that the company has purchased a hydraulic dredge of Canadian register to work at St. John.

And Now There is Luxury Building

"Luxury building" in London, Eng., has new been extended to "any building contemplated or in the course of construction which may cause a shortage of labor or material for the provision of dwelling accommodation." The London City Council has served notices on a number of firms ordering work to cease on their premises in respect to rebuilding or alterations. Among the firms receiving such notice are some of the largest department stores.

The Chairman of the Building Control Committee of the London County Council is quoted in Daily Commerce Reports of the Bureau of Foreign and Domestic Commerce as saying that serious thought will be given before a ban is placed on the continuation of work, in which highly skilled labor that would be of little use in the construction of dwelling houses is employed and if a building would be a source of enormous local revenue or result in increased employment or would help increase export trade, its construction would doubtless be permitted.

And Again Please, Mr. Dealer

We reminded you in this same space last issue, not to let your trade get the erroneous and unfair impression that building costs were extravagant simply because "lumber" was so high, which impression easily gains ground, but to see that lumber got a square deal. The lumber and millwork in a frame house only costs about one-third of the entire cost of the house, says the "Gulf Coast Lumberman."

And here is another timely thought that every lumber merchant worthy of the name should keep before the minds of his trade in times like these, when everyone knows that the lumber market has broken. It isn't going to do the public any world of good in their building operations for lumber to come down, if labor keeps going up, and if fixtures for lighting, plumbing, etc., do not lose some of their altitude. Knowing that the lumber market has broken, many of your townspeople are going to jump at the thought that construction costs should break sadly. The public should get the benefit of the lumber price reduction, and is absolutely entitled to it. Any dealer who does not grant it ought to be hung up by the thumbs, because in that case he will be playing the part that he has been accusing the mill man of for the past year.

But he must educate his trade to understand that it takes more than a dip in lumber prices to bring building down, and the best the dealer can do is make him a reduction in that portion of his building costs which amounts, at the most, to one-third of the cost of the building. So long as it continues to cost what it now does for labor and fixtures, there can be no decided break in building costs.

Tell your trade so.

News and Views in the Pulpwood Arena

Would Develop Canada's Pulpwood Field

G. R. Hall Caine, former British Deputy Paper Controller, who has just returned to London, Eng., from a tour of investigation of Canada and America in the interests of British newspapers, is of the opinion that there is a fruitful field for British capital in the development of Canadian pulpwood resources to meet the world's shortage of newsprint. Hall Caine deprecates attempts, which he found on his return were being made to find a substitute for wood pulp. He points out that there is no shortage of timber for paper making, since Quebec alone has 500,000,000 cords of pulp wood despite the ravages of fire. He refers to the increasing consumption of newsprint by the United States, which he thinks will make the European situation increasingly difficult for six years, since not only will the United States absorb all the newsprint Canada can produce but will force herself into the European markets both for newsprint and wood pulp and become a stern competitor of British mills.

"Canada offers a splendid opportunity," says Hall Caine. "She has not only timber but the huge waterpower necessary for cheap production. I am convinced there is a fruitful field for British capital in this direction and I am assured any such enterprise will have the whole-hearted support of the Dominion Government authorities. British newspaper owners must realize, as the Americans have, that it is essential they control their raw material supplies."

Pulpwood is Difficult to Get Out

The pulpwood peeling season has started in Northern Ontario. Little active peeling has been done up to the middle of June as the settlers, who do most of the work, had not then finished the spring operations on their farms. Labor is scarce and men would not face the heat and flies. The latter are the worst at the peeling season.

Mr. E. Newton White, of Charlton, Temiskaming district, reports that there is very little poplar wood taken out in and around Charlton, and the price quoted for the peeled variety is $10.50, summer delivery. Rough spruce and balsam, mixed, are bringing from $8.00 to $10.00, and peeled from $16.00 to $18.00. Spruce and balsam, which have been fire-killed, are commanding $11.50 for summer delivery. The price paid for pulpwood in the long (12 ft. to 16 ft.) on the creek and river banks this spring was from $6 to $7, according to driving distance. By reason of the early thaw, considerable quantities of wood were left in the bush, although quite a lot was taken out in the bare ground by slooping, skidding, etc., which is a rather expensive method. Owing to the sudden spring breaking-up, most of the flood water got away before the ice went out or rose in the creeks, and there had been little rain since up to two weeks ago. Driving has, therefore, proved unsatisfactory and costly and much of the timber is stranded for the season unless more moisture falls in the near future.

Favor Witholding Pulpwood Grants

At a meeting of the Canadian Daily Newspaper Association held recently in Ottawa with respect to the reported application of the interests headed by E. W. Backus of the Fort Frances Pulp and Paper Co., Fort Frances, for further pulpwood and water power concessions from the Ontario government the following resolution was carried—That in view of the attitude of the Backus interests towards domestic newsprint requirements the public interest demands that the recent application of those interests to the Ontario government for additional pulpwood and waterpower concessions should not be granted, and that all pulpwood concessions previously granted to those interests in respect of which they may be in default, should be cancelled forthwith.

The publishers claim that the Backus interests through the Keewatin Lumber Company, Limited, secured the Lake of the Woods pulp mill, consisting of 1,860 square miles, on condition that they would erect a pulp mill within three years, spending $100,000 in the first year, $200,000 the second year, and $200,000 in the third year. Although this agreement was dated August 19, 1914, and the pulp mill should therefore, have been completed by August 19, 1917, the publishers claim the erection of the mill have not yet been commenced.

The Backus interests now claim that they have been held up by delays of the international waterways commission in reaching a decision, following certain investigations. The publishers state that decision was reached over two years ago and that the Ontario government in the fall of 1918 began to press for the fulfillment of the agreement. That pressure has not yet resulted in the Backus organization commencing the building operations required by the agreement and the publishers ask that under these circumstances and in

THE PULPWOOD SITUATION

view of the attitude of the Backus interests towards domestic newsprint requirements, the pulpwood concessions covered by the broken agreement, be cancelled forthwith.

Men Blew the Whistle and Quit

Employees of the Nashwaak Pulp and Paper Company at the company's rafting grounds at the mouth of the Nashwaak River, across the St. John River from Fredericton, blew the whistle at five o'clock one day recently and quit work. They had completed a nine-hour day and took this method of serving notice on the management of their intention to strike to enforce their demands for a nine-hour day at the same rate of pay that they have been receiving for ten hours. It was said that between 50 and 60 men who had been employed in rafting were concerned in the strike. The St. John River Log Driving Company's rafting operations are not affected by the strike.

Fraser Companies Get Second Pulp Plant

The plant and properties of the Dominion Pulp Co. at Chatham, N. B., have been taken over by the Fraser Companies, Limited, of Edmundston. It is understood that the consideration is between $1,000,000 and $1,250,000, this sum being handed over by the Frasers to the British interests who have owned and operated the Dominion Pulp Company's business for some years.

The Dominion mill is situated on the Miramichi River opposite Chatham, and is known as an easy bleaching sulphite mill. It has a capacity of 50 tons daily and the manager is Walter G. Steevens, who, it is understood, will continue in that position. It is the intention of the Fraser Companies to increase the output of the mill and as soon as the necessary additional plant can be arranged it is expected the capacity will be brought up to not less than 65 tons daily.

The timber limits being transferred are largely areas under license from the Department of Lands and Mines, consisting of about 288 square miles of Crown timber lands, but it is believed the source of supply for raw material which the Frasers are depending largely upon for their new plant is the Miramichi portion of the 1,580,000 acres of timber limits they are acquiring from the New Brunswick Railway Company and upon which the Frasers now hold an option.

The Dominion mill will be the second pulp plant operated by

the Fraser Companies, their other mill being at Edmundston, where the bleached sulphite plant is being increased from a capacity of 110 to 180 tons daily. They also operate ten band saw lumber mills, most of which have shingle mills in connection.

Have Passed Hundred Million Mark

Dominion trade returns for the fiscal year ending March 31st give the total value of the pulp and paper exports for the year as $104,636,901. This is the first time they have reached the hundred million mark. In 1919 they were valued at $82,568,771, and in 1918, $63,344,143. They were made up as follows:

Paper and mfgs. of	$ 3,253,419
Chemical pulp	33,000,063
Mechanical pulp	8,383,419
Total	$104,636,901

The year's paper exports included 14,272,515 cwts., (approximately 713,625 tons) of newsprint, valued at $53,203,792, constituting more than 50 per cent. of the total.

Unmanufactured pulpwood exported during the year amounted to 838,732 cords, valued at $8,454,803, compared with 1,597,042 cords, valued at $15,386,600 in 1919, and 1,002,127 cords valued at $8,339,278 in 1918.

Pulp and paper exports for March, the final month of the year, were valued at $11,668,796, a gain of $3,668,236 over the corresponding month of 1919, as follows:

March	1919	1820
Paper and mfgs. of	$5,732,122	$7,231,207
Chemical pulp	2,041,884	3,875,281
Mechanical pulp	226,554	562,308
Totals	$8,000,560	$11,668,796

Exports of newsprint for the month were 1,426,149 cwts. (71,307 tons) valued at $6,186,305.

Unmanufactured pulpwood exported during the month amounteed to 47,904 cords valued at $497,984, a drop of over 100,000 cords in quantity and of $910,159 in value, compared with the corresponding month of 1919.

Quebec Pulpwood Restrictions Will Stay

So far at any rate as the Province of Quebec is concerned, the restrictions on the export of pulp wood from Crown lands is to remain. The agitation of interested parties in the United States is a failure. Sir Lomer Gouin, the Premier of Quebec, in addressing a meeting at Montreal on June 21st, was most emphatic in his declaration of the maintenance of the policy to conserve Canadian resources for our own people. He pointed out that the province had forty million acres of pulp wood leased and still retains seventy-five million acres.

"It is to these riches of the province that our good neighbors, the Americans, throw their envious eyes," he added. "They have used up their riches and look to our lands and see what we have and the intelligent way we use them, and the intelligent way we conserve them, and so these good people want to force us by using the big stick to give them our property. Since 1910 we have prohibited the exportation of pulpwood, and we have had results, and without trying to provoke our powerful neighbor in any way, let me tell them, as I have said before, we understand that charity begins at home. What we have practised for ten years we propose to practise in the future."

Expansion of the Riordon Interests

In a recent statement Carl Riordon, of Montreal, said: "The Riordon business was founded in 1857. Riordons have manufactured sulphite fibre since the sulphite process was first introduced, and have gained an experience and created an organization which produces the highest quality of easy-bleaching and bleached sulphite fibre. The Riordon Company and the subsidiaries will be producing early next year over 150,000 tons per annum of pulp and paper products, together with over 125,000,000 feet of lumber, with annual sales in excess of $30,000,000. It is the definite policy of the company—having in view its tremendous resources of raw material and water powers—to increase production, as conditions warrant, to 500,000 tons of pulp and paper products per year, representing an annual sales turnover in excess of $75,000,000.

Mr. Riordon also referred to the low production costs of the company and says that he is satisfied that the company's earnings, even in the most depressed market, will amount to many times the interest and preferred dividend charges, and, in due course, will permit the payment of substantial dividends on the company's common share capital.

Figures in reference to the individual mills show a present production of 128,000 tons, and the addition to the Kipawa Mill, which will be in operation in March, 1921, will increase this by 25,000 tons, making a total production of pulp and paper of 153,000 tons a day, of which 18,000 tons is book paper manufactured by the Ticonderoga mill.

Mention is made that the company's physical assets, including timber limits, townsites, water powers, etc., will, when present development and construction work is completed, be worth at least $50,000,000. Deducting the funded debt of the company and its subsidiaries, amounting to $12,401,000, there would be available for the company's first preferred shares a surplus value of physical assets in excess of $37,00,000. The net liquid assets of the company, or the working capital, after the present financing is completed, will amount to about $5,000,00.

Great Activity at Three Rivers

Many pulp and paper companies are in active development in the Three Rivers district. The St. Maurice Paper Co. is in process of doubling its capacity at Three Rivers. The International Paper Co. are constructing a sulphite mill which is nearly completed, and work will soon start on a 200-ton paper mill. The Wayagamack Pulp & Paper Co. are busy with extensions and will shortly add several machines to their equipment. The Belgo-Canadian Pulp & Paper Co. are enlarging their plant and in no place in the province is there such industrial growth as in the Three Rivers district.

Huge Increases in Timber Sales

Supplementing the brief comparison of timber sales in British Columbia for the months of May in the last three years, the Hon. T. D. Pattullo, Minister of Lands, has issued a statement giving the detailed figures for the first five months of the three years referred to. They are as follows:

For 1918—Feet board measure, 467,825,300; lineal feet, 181,830; ties, 114,410; cords, 8,738. Revenue, $137,963.44.

For 1919—Feet board measure, 77,922,000; lineal feet, 1,181,160; ties, 441,172; cords, 17,054. Revenue, $190,246.40.

For 1920—feet board measure, 23 ,078,815; lineal feet, 1,503,855; ties, 5,757,664; cords, 40,087. Revenue, $1,053,524.87.

The Glory of Work

Work! Thank God for the might of it, the ardor, the urge, the delight of it—
Work that springs from the heart's desire, setting the soul and the brain on fire.
Oh, what is so good as the heat of it, and what is so glad as the beat of it,
And what is so kind as the stern command challenging brain and heart and hand?

Work! Thank God for the pride of it, for the beautiful, conquering tide of it,
Sweeping the life in its furious flood, thrilling the arteries, cleansing the blood,
Mastering stupor and dull despair, moving the dreamer to do and dare.
Oh, what is so good as the urge of it, and what is so glad as the surge of it,
And what is so strong as the summons deep, rousing the torpid soul from sleep?

Work! Thank God for the swing of it, for the clamoring, hammering ring of it.
Passion of labor daily hurled on the mighty anvils of the world:
Oh, what is so fierce as the flame of it, and what is so huge as the aim of it
Thundering on through dearth and doubt, calling the plan of the Maker out?

Work, the Titan, the friend, shaping the earth to a glorious end;
Draining the swamps and blasting the hills doing whatever the spirit wills,
Rending the continent apart, to answer the dream of the Master heart.
Thank God for a world where none can shirk, thank God for the splendor of work.

—Angela Morgan in Chicago Labor News.

Nothing Can Really Take the Place of Wood

How Canadian Forests Must be Preserved and Not Plundered—Getting the Maximum Production and Insuring Industrial Future of Dominion

By C. B. Davis, Iroquois Falls, Ont.*

A forest is not a mine to be exploited or cut into until exhausted and then abandoned, but it is, rather, a growing crop which must be cut in such a way as to insure sustained and maximum production per unit of area. The cutting must be so directed as to result in the removal from time to time of a certain volume of wood per unit of area without impairing or exhausting the base crop. Looking at it from a financial viewpoint, a forest is the principal which yields a certain periodical interest and it is this interest only, in the form of wood, which must be cut, leaving the principal intact.

Forestry is the application of those principles and methods calculated to bring about sustained yield in the case of a forest. By "sustained yield" I mean managing the forest in such a way that a constant supply of wood commensurate with the periodical consumption will be insured. There are a number of causes which have in the past developed, and still developing, which make the practice of forestry an absolute necessity. These causes may be enumerated as follows:

1. The Necessity of Wood.
2. Depletion of Natural Timber Resources.
3. The Accumulation of Waste Areas.
4. Surface Erosion and Run-Off.
5. The Destruction of Forests By Fire.

The necessity of wood is obvious. There is no other material which could be satisfactorily substituted in the case of construction jobs; there is nothing that could be so satisfactorily used in the erection of coffer dams; there is nothing that contains the degree of elasticity and semi-rigidity which makes wood indispensible for use in mines. It is true that there are substitutes in the case of furniture, but I should think that no great comfort could be derived from sitting in an iron chair or sleeping in a concrete bed.

The second real cause for the practice of forestry in the depletion of natural timber resource. The general concensus of opinion on this continent is that there is an unlimited, inexhaustible timber resource. This is a fallacy. The present supply of wood is being cut into rapidly. Consumption exceeds natural production. In the United States 85 per cent. more timber is consumed than is produced. Obviously the end of natural timber resource in the States is in sight. In this country it is the belief that Ontario contains vast areas of pulpwood and that there is no end to this supply. This is not true. Fires, insects, disease, windfall are rampant in those areas not inhabitated or even partially controlled by man. Statistics from reports of explorations made in this north country of ours show that a great portion of the area north of the Transcontinental is swamp land and non-producing and that, periodically every twenty to forty years, fires sweep through, destroying huge quantities of timber and leaving nothing but exposed barren soil.

In the past those areas which have been burned over and those areas on which the timber has been destroyed by insect and disease and those areas which have been slashed by the old-time logger have in many cases been rendered barren. These areas will total thousands of square miles and the fact that they are barren and non-producting means that they are a dead loss and a burden to the government. These areas may not be capable of producing farm crops but they will, in most cases, produce timber. Since there is no tree growth remaining on these barren areas the only means of reclaimation and regeneration is reforestation by artificial means.

Deforestation Means Eventually Drought

With reference to the fourth cause, which is surface erosion and run-off, special attention is given the case of water sheds. Deforestation or absolute removal of the forest from a given watershed invariably means sudden floods, followed ultimately by drought. The presence of a forest on a given water shed tends to retain moisture by stimulation of ground cover growth which holds the water falling upon it long enough to permit of the seepage of that water into the soil. This water, then, which seeps into the soil, is fed gradually and constantly to the streams draining the area. If the forest is not there, there is no seepage, comparatively, and the water falling upon the area, not being held, runs immediately to the stream, causing variations in water levels which are by no means enduring or constant. The effect of this condition on a specific water power is apparent.

It is almost impossible to realize the great damage done each year by fires running over unprotected timber holdings. Annually, millions of acres are burned over transforming lands, which have been at work century after century producing forests which have maintained and renewed themselves without care or costs, into non-productive wastes, blackened stumps and bleaching snags. This is forest devastation, and it must be overcome if the timber resource of Canada is to be conserved. Oftentimes it does not require more than two fires over a given area to render that area barren and non-productive forever.

Just what can forestry do to alleviate to a certain extent the effects of those causes just enumerated? What can forestry do to conserve natural timber resources? In the first place, it can protect them from fire to a certain extent, through the installation of such control measures as are deemed necessary for any specific area. In the second place, the practice of forestry can reduce, to a certain extent, the havoc wrought in forests by insects and fungi. To deal in detail with the method of combating insect and fungus is impossible at this time since it would involve a lengthy discussion of those branches of forestry known as Forest Pathology and Forest Entomology. Suffice to say that the insects and diseases are combated by the introduction of parasites, which will act against the insects and diseases present, and the confining and isolating of diseased and insect-infested areas. This isolation is brought about by direction and regulation of cut. Forestry, or rather the principles of forestry, can conserve natural timber resources by eliminating, insofar as possible, "mine-lumbering," so called, and this may be accomplished by the installation of certain cutting systems best suited to local conditions; by the practical supervision of logging operations with a view to obtaining closer or more complete utilization and protection of young growth, and by confining definitely the logging operations to a given area which contains a known volume of wood.

Regulation and Direction of Cutting

What can forestry do to protect stream flow? Regulation and direction of cuttings to be made on watersheds with a view to retaining at least a part of the forest will prevent, to a certain extent, that condition of flood age and acute variation in water levels which invariably results when all growth is removed. In the event that the watershed is already barren of tree growth, there is only one recourse, and that is, artificial planting. Subsequent care and management of the regenerated watershed will, in time, have its direct effect on regulating stream flow and insuring constant water levels.

With respect to the fourth point, which is the accumulation of waste areas, there is, of course, only one course possible and that is reforestation, using that species of tree which will grow most rapidly under specific conditions and insure a beneficial and lasting result.

I have given what might be considered major causes which make the practice of forestry necessary and have endeavored to point out just how forestry can limit these causes to a certain degree. Now the question arises where and how has the application of the principles of forestry been proved "good business?" Has forestry operated economically and have results secured been commensurate with money and labor expended? These questions are easily answered. Two hundred years ago Germany and France were faced with a veritable wood famine. Their forests wrere practically on the verge of exhaustion; their consumption was at least 50 per cent. greater than production and wood was the main source of fuel. It became very apparent that, unless something was done to conserve and build up these exhausted forests, Europe would lose one of its most valuable natural resources and would become directly dependant upon importation to meet the demand. The necessity of doing something to remedy the situation became manifest. The practice of forestry was taken up and applied on an intensive scale. Today their forests are managed scientifically and are producing the major part of the wood needed. At certain periodic intervals the forests are cut over and this cutting is so regulated that the material cut from the forest is only that portion produced by the forest during the period between cuts. In other words, the two countries are reaping a harvest annually or periodically from their forests without reducing or impairing the "principal" or base crop and thus a sustained yield is in-

*An address delivered in Vocational Educational Classes.

sured. Canada and the United States are even now approaching that condition which Europe felt a century ago. The United States is using at this time annually twice as much as her forests produce annually and it is estimated that within fifty years the present shortage of timber in the United States will become a true famine, unless some remedial measures are put into effect immediately. The States fully appreciate this condition and are rapidly organizing forestry commissions to study the problem with a view to determining exactly what can be done to bring about a solution.

Just now pulpwood has become so scarce in the United States that a great number of the mills there are very largely dependant upon Canadian forests for their supply, and these, in their turn, will tend toward becoming exhausted due to the increased demand being made upon them.

What High Costs of Production Do

I should like to read to you some extracts from the April issue of the Canada Lumberman and Woodworker. The article appeared under the title: "How Long Will Pulp Supply Hang Out."

A cord of pulpwood sold at the mill at $2 and newsprint paper was plentiful and cheap some fifteen years ago. But that was when men could be hired to work in the woods at $30 a month, and glad of the chance, while pork was $15 a barrel and beans $2 a bushel, with everything else in proportion. Also, there were more trees waiting to be cut down and fewer magazines and newspapers and public documents to be printed.

Today the cord of peeled pulpwood is worth $21 at the mill because the loggers get $65 to $85 a month and live like fighting cocks regardless of the high cost of food, while everybody who touches a hand to the forest product, from the first stroke of the axe into the tree until the log comes out of the machine in the form of white paper, gets sky-high wages, and that, with an abnormal and constantly increasing demand, explains why newsprint costs four or five times as much today as it did in the dawn of the century.

The Canadian bureau of statistics estimates that there were standing in the eastern provinces of the Dominion in 1917 about 395,000,000,000 feet of soft woods, upon which there is an annual drain of 5,220,000,000 feet for lumber and 984,828,500 feet for pulp. At this rate of consumption the softwood forests of Eastern Canada and that part of the United States lying east of he Mississippi River would be exhausted in 49 years. As the rate of consumption is steadily increasing, the famine is likely to come sooner than 1969.

Even at the fabulous price of $21 a cord, the pulp mills are not able to get all the wood they need to meet demands for their product, for labor is scarce as well as costly. The popular impression that Canada is an inexhaustible source of timber supply is very much at variance with the facts.

Since 1917, when the stand of softwood in eastern Canada was estimated at 395,000,000,000 feet, fully one-third of the trees have been destroyed by the spruce bud form, and the supply today is not more than 225,000,000,000 feet, upon which there is an annual drain by cutting of aboout 6,200,000,000 feet. In the year 1918 there were imported into the United States from Canada 1,370,027 cords of pulpwood, but since then the volume of imports has declined, owing to the various restrictions imposed by the Canadian Government upon export."

Terrible Toll of Forest Fires

Let us consider for a moment the forests of Canada. There are in Canada 1,900,000 square miles of forested country but the greater percentage of this enormous area has been burned over and the timber thereon destroyed in the past 75 years. In addition to the burned area, there is a great portion of the area which is under non-merchantable timber. To express the area which is non-producing in terms of square miles: There are at this time 1,000,000 square miles in Canada which were once under producing forests and which are now either barren or under second growth material too small to log. The vast amount of timber which has been destroyed in the past 76 years was all on Crown Land. The Government collects a minimum tax of 50c. on each thousand board feet cut from her forests. This means that the public treasury has lost through forest devastation $1,000,000,000 in potential royalties alone. This loss in revenue to the Government has its direct effect, of course, on taxes levied. Thus indirectly the Canadian people feel the effect of forest devastation. In other words, every acre of accessible timber burned on Crown Lands makes it harder for you to live. Canada's wood consumption cannot be curtailed, but the drain on her natural timber resources due to consumption and export can be balanced to a certain extent by protective measures and the handling of forests with a view toward obtaining maximum utilization and the forests can be built up by sufficient reforestation calculated to ultimately yield, together with the virgin forest, an equal amount of wood annually to that consumed annually.

Heretofore I have generalized more or less and now I wish to confine myself, insofar as it is poossible, to a discussion of forest in its direct application to the paper and pulp industries. In the first place, I should like to point out just what the organization and installation of a paper and pulp mill means in dollars and cents. To build a mill capable of producing, say 220 tons of paper a day, requires an approximate available capital of $15,000,000. In addition to this outlay of capital, there is a certain amount necessary to the construction and maintenance of the town. And a town is almost invariably necessary where paper mills are built in remote regions. The mill which represents this huge outlay of capital must be considered a permanent, more or less non-versatile, investment. Its initial location is final. It is so built and contains such specialized machinery and general equipment that it is not possible without great expense to manufacture anything but paper. The mill and the town and all the accessories thereto are solely dependant upon the timber limit which furnishes the mill with raw material.

An Efficient System of Fire Control

Obviously, it behooves the paper and pulp industries to protect their limits from fire. There is so much at stake that these protective measures must be complete and unfailing. This is one of the first jobs of the forester of any specific paper and pulp company. He must organize a fire control system adequate enough to cope with the conditions found in his limit. He must make sure in his organization that the personnel involved is of a dependable character. He must make sure that every portion of the forest on the limit is covered by an efficient system of control in the form of observation stations and patrol routes. He must make sure that at all times transportation facilities are available in order that in case of fire men may be gotten through to the fire with the least possible delay.

To accomplish this and to accomplish the many other things necessary to the successful management of a timber limit the forester must first gather the following information:—

1. How big is the limit and what is its general character with respect to drainage and topography?
2. How much timber and kind of timber exists on the limit?
3. Where is this timber and how much of any given species is located on a definite area?
4. What is the character of the soil and the growing conditions of the timber?
5. What per cent. of the total area comprising the limit is non-producing?
6. What are the methods of cutting or logging practiced on the limit?
7. What are the possibilities of adding to the present limits?

All of this information is gained through valuation surveys which cover the limit by a system of strips run at certain intervals apart in that direction calculated to give the most average result. Also through exploration in virgin territories.

Having secured this information it is possible to arrive at certain definite figures and conclusions, namely:—

1. Just how long the existing wood supply will last, in other words, how many years the mill can operate on the basis of present and possible future annual consumption.
2. To what extent it is possible to bring about closer or even complete utilization.
3. The gross area to be reforested or planted in order that enough wood will be available to enable the mill to continue operations after the present virgin supply is exhausted.
4. If it is impossible to grow trees large enough for pulpwood by the time the present supply is exhausted, how much the limit must be added to in order to insure a supply of timber during that interval before the planted forest becomes merchantable.
5. The species of trees to plant and just where the planting can be made to the best advantage.
6. The exact number and the kind of trees to grow in the nursery, which must necessarily be built in order to permit of economic planting.
7. The number of years necessary for planted forest crop to mature.
8. The designation of the exact area upon which a logging operation will locate and the exact number of cords to be taken from the area.
9. The extent to which supervision is necessary to insure economic cutting, complete utilization, and the leaving of the forest in the best producing condition.
10. That system of cutting which will facilitate natural reproduction, eliminate windfall to a material extent, and make possible the production of the greatest quantity of wood.
11. A feasible and economic method of slash, which is composed of tops, branches, and other waste material, constitute a real fire hazard on a forest under exploitation and its removal means much to more efficient fire protection.

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

Wanted

Two Hundred Thousand Feet 4/4 Birch, No. 2 Common and Better. Box 303 Canada Lumberman. 26-29

Lumber Wanted

Require 200,000 ft. 4/4" Birch, No. 3 Common. Quote prices. Cash basis. Box 279, Canada Lumberman. 13

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request. Also Deal ends.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Birch Wanted

No. 1 Com. and Btr., 4/4" to 16/4". Name us your best prices delivered here for dry stock. Will contract for mill output in Birch, Elm, Basswood and Ash.

WARREN ROSS LUMBER CO.,
10-t.f. Jamestown, N.Y.

WANTED

White Pine Spruce
ALL GRADES.
Also LATH of all grades

JOHN F. BURKE,
2-t f. Aeolian Bldg., New York City.

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

For Sale

4,000 cords 4 feet sap peeled pulpwood, Spruce and Balsam, containing about 90 per cent. Spruce, for immediate or next summer delivery, situated at Blue River, Canadian National Railway; 23½ cents to Watertown.

QUEBEC LUMBER CO.,
98 St. Peter St.,
Phone 329 Quebec, Que.
10-15

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $5.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

FOR SALE: Cull staves for crating purposes, thirty inches long, from four to seven inches wide, one-third of an inch thick. Trenton Cooperage Mills, Ltd., Trenton, Ont. 13-16

Lath For Sale

Lath for quick delivery.

BREWSTER LOUD,
1307 Majestic Bldg.,
12-13 Detroit, Mich.

Dry Basswood For Sale

60,000 ft. No. 1, 2 and 3 Common 1" dry Basswood Lumber.

GLEEN A. SHAVER,
13 Lunenburg, Ont.

For Sale—Hardwood "Shorts"

excellent for novelties, etc., requiring small sizes.
1 car Hard Maple, 2" and 3" thick, S2S.
1 car Hickory, ⅞" thick, S2S.

Will sell very cheap to move quickly. Will give further particulars if interested. Address Box 302, Canada Lumberman. 13-14

For Sale

Lumber, windows, doors; wooden, steel and tin-clad buildings; cedar fence posts, telephone poles, structural steel; 6 steel tanks, 39 ft. by 10 ft.; 7 tanks 31 ft. by 9 ft. diam., 2 tanks 40 ft. by 9 ft. 3 in. diam., all in excellent condition; 2 100-h.p. Robb-Mumford boilers, nearly new; 1 Allis-Chalmers 750 k.w. alternator, with 1,100 h.p.; De Laval steam turbine; complete hydraulic plant, 3,000 lbs. and 1,500 lbs. pressure; complete tin shop equipment, with building; smokestacks, 30 in. x 60 ft., 30 in. x 70 ft., and 24 in. x 30 ft., of ¼ in. plate; 100-ton Fairbanks type registering beam; railroad scale; 3 Worthington, class B, 6-in. single stage centrifugal pumps, 1,500 gals. per min. against 190 ft. head, and two similar designed for 1,000 gals. per min. against 117 ft. head direct connected to 125 and 50 h.p. motors, respectively; 100,000-gal. cypress tank, on 75-ft. steel tower; complete filtration plant, 1,000,000 gals. capacity; heating coils and fans; hydrants, valves, indicator posts, cypress tanks, clutches, pulleys, hangers, etc. Write for complete list and full information to the St. John Dry Dock & Shipbuilding Co., Ltd., Drummondville, Que. 13

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

Wanted To Buy

Sawmill machinery only, capacity sixty to one hundred thousand per day. Must be heavy and standard make preferred. Apply P. O. Box 592, Vancouver, B.C. 10-13

Horizontal Band Re-Saw

WANTED—Horizontal Band Re-Saw, in good condition, taking 6" to 8" blade, with travelling bed, suitable for re-sawing slabs and box wood.

CLARKE BROTHERS LIMITED,
12-13 Bear River, N.S.

Machinery For Sale

Circular Slab Resaw For Sale

Strictly First Class Machine carrying 42" inserted tooth saw. Keenan Bros., Limited, Owen Sound, Ont. 9-t.f.

Machinery For Sale

Heavy Planer and Matcher, 24" Pony Planer, Sash Sticker, Horizontal Boring Machine, Eliott Woodworker, Power Paper Cutter.

A. J. LINDSAY,
10-13 90 Pembroke St., Toronto.

Engine For Sale

One Goldie & McCulloch Engine, 16" x 38", complete with heater, pipes, oil pump, etc., in first class condition.

R. Laidlaw Lumber Co., Ltd.,
11-14 65 Yonge St., Toronto.

FOR SALE Immediately Available

We have the following Used Woodworking Machinery, all in first class condition, at the following prices, F.O.B. Cars, Montreal:—

1—No. 303 C.M.C. 10" Four Sided Moulder. Price	$1500.00
1—No. 313 C.M.C. 6" Four Sided Mouder. Price	$400.00
1—"AMERICAN" Heavy Type 4" Four Sided Moulder. Price	$400.00
1—"BERLIN" Heavy Twin Double Planer & Matcher, will plane two 12" boards at one time. Price	$1400.00
1—New C.M.C. No. 110 Planer, Matcher & Moulder. Price	$900.00
1—No. 6 "GREENLEE" Vertical Automatic Cut-Off Saw with Table. Price	$750.00
1—No. 350 "GREENLEE" Universal Boring Machine. Price	$150.00
1—48" "COLUMBIA" Three Drum Sander. Price	$900.00
1—No. 20 "TOWER" One-Man Two-Saw Trimmer; trims from 6 to 20 feet. Price	$375.00
1—"SMITH & PHILLIPS" Sash and Pocket Machine. Price	$250.00
1—No. 3 "GOODSPEED" Variety Lathe. Price	$375.00
1—"LEWIS T. KLINE" Variety Lathe, pattern 1915. Price	$425.00
1—"DAUBER BELL" Dowell Machine. Price	$700.00
1—"MACGREGOR-GOURLAY" 8" Four Sided Moulder. Price	$450.00
1—Heavy Self-Feed Rip Saw. Price.	$300.00
1—"H. B. SMITH" Two Sided Sash Moulder. Price	$150.00
1—"NEW BRITAIN" Chain Saw Mortiser having an outfit of 6 Chains. Price	$375.00
1—No. 438 "C.M.C." Hollow Arm Sander. Price	$90.00
1—"H. B. SMITH" Power Mortiser. Price	$350.00
1—"C.M.C." No. 509 Blind Slat Borer and Mortiser. Price	$125.00
1—"C.M.C." No. 911 Blind Slat Tenoner. Price	$75.00
1—New "OBER" No. 11 size 42" Handle Lathe. Price	$550.00
1—New No. 931 "C.M.C." Dowel Machine. Price	$360.00

Williams & Wilson Limited,
84 Inspector Street,
13-16 Montreal, Que.

FOR SALE, 500 BOOM CHAINS, ⅝" by 8', in good condition for lake or alligator work. French River Lumber Co., Ingwood, Ont. 13

FOR SALE—125 H.P. Brown Engine, Cylinder Head 16" x 23"; cast iron flywheel 12' in diameter, 24" face. Apply A. R. Clarke & Co., Limited, Toronto. 13-14

For Sale

One NEW KENDALL GANG—can be seen at the Wm. Hamilton Mfg. Co.'s shops at Peterboro. Apply for price to Schroeder Mills & Lumber Co., Pakesley, Ont. 13-16

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

Truck For Sale

Four-ton Acason Truck for sale, run 18 months, good as new, new tires throughout and in best of condition. If interested see this at once. Price $4,040, $2,500 cash, or will take amount in lumber. Terms on balance arranged. Apply

HALL BROS., LTD.,
12-t.f. Toronto, Ont.

For Sale

One pair twin 12 H.P. Waterous engines, made for carriage feed; complete with piping—open for inspection.
One engine shaft—2 7/16" x 19'.
One large iron drum—30".
One large machine cut gear, 37" x 5" face.
One pinion machine cut gear, 11" x 5" face.
Two large rope pulleys—one take-up slack rod.
175 ft. of 1½ manilla rope. Price $200.00. F.O.B. cars, Parkersville, Ont

PARKER BROS.,
13 Parkersville, Ont.

For Sale

1 Waterous Big Champion Edger, 6, 26" Saws	$875.00
1 Waterous Steam Log Kicker, with Arms, 10" cylinder	200.00
1 Set Works	150.00
1 Waterous Nigger, 8 and 10 in. cylinders	275.00
2 Friction Drive Brackets, each	150.00

All the above in good condition.

Apply CONGER LUMBER CO.,
10-13 Parry Sound, Ont.

List of Machinery For Sale

1—Gang Edger, made by Lloyd Mfg. Company	$200.00
1—Box Shook Saw Machine, wood frame	20.00
1—Cowan Four-Sided Moulder	800.00
1—U. S. Portable Electric Drill, No. 13182, Style C. A., 220 volts, 60 cycle, single phase, ½" capacity, with cord and socket	60.00
1—G. E. Portable Electric Drill, No. 574497, form B., 60 cycles, 220 volts, single phase, ½" capacity, with cord and socket	60.00
1—3' Diamond Hog, with frame, bearings, etc.	500.00
900 ft. C. I. Bell and Spiggot Pipe (10 tons)	1100.00
1—35 H.P. Robb Engine	400.00
1—18 x 20 Leonard Tangey Engine	550.00
1—St. John Iron Works Engine, 18 x 24	750.00

Sash and Door Factory Machinery

1—Cowan Tenoning Machine, No. 5987	400.00
1—Swing Arm Sander, No. 5703, with table, 5' 6" x 2' 9"	100.00
1—Dovetail Machine, with 3 arbors, and five 7½ saws, on hand-made oak wood table, with countershaft below with frame in loose pulley, drive and pulley 8½ x 3½	100.00
1—Door Clamp Frame	50.00

CLARKE BROTHERS, LTD.,
13 Bear River, N.S.

We Beg to Offer

1 No. 91 Yates Matcher.
2 No. 257 Yates Self Feed Rip Saw.
1 No. 341 Yates Resaw.
1 No. 199 Yates Jointer, 16".
1 No. 235 Yates Swing Cut Off Saw.
1 C.M.C. 6" Sticker.
1 C.M.C. 30" Double Surfacer.
1 C.M.C. Turning Lathe.
1 Cowan Heavy Door Clamp..
1 70" Sheldon Slow Speed Exhaust right-hand bottom horizontal discharge.
1 180" Cyclone separator, right hand, galvanized iron piping.
Also shafting, pulleys, etc.

Canada Lumber Co., Limited,
13 Weston, Ont.

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

LATH MILL MAN wants position to run lath mill by day or thousand. Box 255, Canada Lumberman, Toronto, Ont. 11-13

Fully experienced YARD MANAGER, employed at present, wishes to change. Would like a live point, in either Saskatchewan or Alberta, where there is business to get. Can furnish excellent references and take charge on 30 days' notice. Box 278, Canada Lumberman, Toronto.. 13-16

Situations Vacant

WANTED—Filer for circular mill; also experienced man to take charge of lath mill. Box 256, Canada Lumberman, Toronto. 11-13

Foreman Wanted for Circular Saw-Mill. Able to file and hammer saws. Must be good man. State salary and when able to start. Apply Box 301, Canada Lumberman. 13-14

ENGINEER WANTED, second class certificate, to take charge of sawmill engines and steam. Also two good millwrights. Apply Box 260, Canada Lumberman, Toronto. 12-13

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

WANTED—Young man experienced in woods operation and saw mill, to take care as superintendent. Mill cutting one and one-half to two million feet per year. Apply, stating experience, reference and salary expected, to Box 219, Canada Lumberman, Toronto. 9-t.f.

Young man of experience in Stenography and Typewriting wanted as Bookkeeper for Wholesale Lumber office in Toronto. Good salary and opportunity for advancement. Give age, experience and references to Box 244, Canada Lumberman, Toronto, Ont. 10-t.f.

WANTED—A superintendent for a Wood Working Factory, employing sixty hands and manufacturing window frames and other goods to order. The Christie Wood Working Co., Ltd., St. John, N.B. (Canada's Winter Port). 10-13

Commission Salesman Wanted

Wanted a good live salesman to sell on commission basis, mostly hardwoods. Good commission paid to right party. Apply Box 265, Canada Lumberman, Toronto. 12-13

WANTED — LUMBER SALESMAN

with good connection in Ontario for local woods and B. C. products. One who understands Door business preferred. Either salary or commission or both. Apply in confidence giving experience and terms, to Box 251, Canada Lumberman, Toronto, Ont. 11-13

WANTED—Yard Foreman. Must have experience in keeping up stock and checking cars in and out of large yard. Should have general knowledge of all kinds and grades of lumber. Fine opportunity for good man. State age, salary wanted, reference and how soon you could report for work.

WINDSOR LUMBER CO.,.
13 Windsor, Ont.

Business Chances

WANTED—Reliable contractor with mill to manufacture hemlock and hardwood lumber. One year's steady work guaranteed.

BRADLEY CO.,
13 Hamilton, Ont.

Wanted

To Contract with Party who owns good portable mill, or small stationary mill to cut softwood and hardwood logs. To saw year round. Large quantity of timber to cut. For further particulars, apply to Petawawa Lumber Company, Ltd., Pembroke, Ont. 12-t.f.

We want a party to put up a dressing plant

at Quebec with a capacity of thirty-five to forty thousand feet; will guarantee $20,000 worth of work at a standard working price.

Address QUEBEC LUMBER CO.,
Phone 329 98 St. Peter St.,
10-13 Quebec, Que.

FOR SALE—TIMBER LIMIT in Haliburton County. 1100 acres. 60% hard maple, beech, black birch, ash, elm, etc., balance spruce, hemlock, basswood and cedar. Timber is tall and thick. Siding 6 miles. For terms and particulars apply to

FRED INMAN,
11-t.f. Milton, Ont.

Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. 12-13

SAW MILL MACHINERY WANTED—There is a constant demand for second-hand mill equipment of all kinds. If you have a nigger, planer or slab resaw for which you have no further use, advertise it in the Quick Action Section of "Canada Lumberman" and cash in on your original outlay. 12-t.f.

Portable Saw-Mill Wanted

For June or July delivery. A good, used outfit with double edger and preferably with end-trimmers. Give full particulars of mill and power and if it can be seen in operation. Address Box 246, Canada Lumberman, Toronto. 11-13

For Sale—Saw and Planing Mill

25 H.P. Engine, 50 H.P. Return Tubular Boiler, Good Saw Rig, etc., 24" Planer and Matcher, 18 H. P. Gasoline Engine, 2 Rip Saws, Tenon Machine, 1 Side Sticker, etc. Would sell Sawmill separate. Box 165, Canada Lumberman, Toronto. 10-13

Standing Timber For Sale

We have some very desirable blocks of Timber listed with us for Immediate Sale, located on railways and within easy distance of shipping centres.

Both large and small stands of Hardwoods. Choice block of Basswood, also a large area of Pulpwoods.

The prices we can sell at should be an inducement for intending purchasers to make full inquiries from us if contemplating operating this Autumn.

WM. COOKE & SON,
Timber Brokers,
11-14 Stair Building, Toronto.

Saw Mill Plant For Sale

Practically new and modern Saw Mill Plant, capacity about 30 Million feet per annum, located in the Interior of British Columbia on a beautiful inland lake and on the main line of the Grand Trunk Pacific Railway. About 500 Million feet of timber on and adjacent to Lake (about 90% Spruce) and another Billion feet available at reasonable prices. Natural conditions ideal for economical logging, manufacturing, piling and shipping. An advantage of about $4 per thousand feet in freight rates to the Prairie Provinces over Coast shipments.

This property offers unlimited possibilities as a lumber, pulp and paper property. Would consider selling a half interest. Terms reasonable.

A. C. FROST COMPANY,
165 Broadway
5-t.f. New York City.

Saw Mill For Sale

The Carriage is E. Long Manufacturing Company make, three blocks, one receding knee, double action set works, in very good repair.

The Edger is 5-saw, open front, with back press rollers. Slasher is 3 pair of saws on a double 22" mandrel. The table is 12 ft. long to cut short wood. Trimmers are an ordinary set which is put up by the E. Long Manufacturing Company. Saw mandrel is 4 in. diameter with adjustable boxes and adjustable guides. Log Jack is endless chain, about 250 ft. long. Cross carriers and slush chains and shafting. Pulleys and extra saws. One Shingle Machine in very good shape with 2 saws and collars, also saw jointer and saw, also wheel jointer. One 8 in. steam feed, 42 ft. long, with valves in good shape. One Steam Nigger, 6 in. and 8 in. cylinders. One Steam Engine, 75 horse power, slow turning up. Large Iron Fly Wheel, 2 large drive wheels. One Circular Saw, Filing Machine, Smoke Stack 60 ft. long. 4 Solid Tooth Circular Saws. One Inserted Tooth Circular Saw. Wooden Live Rolls, Chain Drive. 2 Boilers carrying 100 lbs. pressure.

Apply to Bethune Pulp & Lumber Co., Ltd.,
10-13 Huntsville, Ont.

Miscellaneous

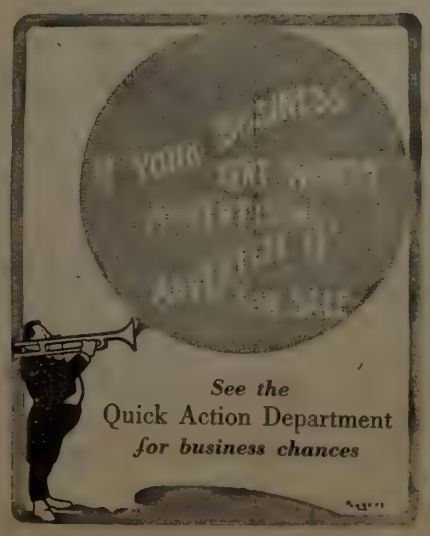
For Sale

3½-ton Acason Motor Truck, nearly new, with new tires. This truck is equivalent to five teams of horses at any kind of work. Guaranteed in first class condition. Free trial, price and terms arranged.

HALL BROS., LTD.,
11 Toronto, Ont.

With orders for immediate, or progressive delivery, totalling over 37,000,000 ft. on their books, the Associated Timber Exports of B. C., Ltd., which handles the bulk of the shipments o flumber from this province on foreign account, is finding its mail filled daily with many inquiries ranging u pto seven and ten million sepceifications.. One order for over 3,000,000 ft. for delivery to U. K. has been booked already this month, and inquiries for 5,000,000 and $7,000,000 ft. respectively, are now in hand, with likelihood of being turned into orders as soon as prices and deliveries are confirmed. There is at the present time no difficulty in having the business placed as all the mills are in a position to take their full proportion of each order.

LOG STAMPS
Write us for particulars and prices
Superior Mfg. Co., Ltd.
93 Church St., Toronto



TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street,
MONTREAL, P.Q.

J. Laferte

55
St. Francois Xavier St.
Montreal

Wholesale Dealer and Exporter of all Descriptions of Forest Products

Definite "Prospects"

We send you a big, steady, daily stream of them and give you reliable information of contracts being awarded. MacLean Reports cut down your selling expense. Your salesmen work on definite prospects—not on mere hearsay "tips."

Building and Engineering

contracts are being let in hundreds—dozens right in your territory. MacLean Daily Reports on the desk every morning are a business gold mine for others. Why not you, too?

Write for full information.
MacLean Daily Reports, Limited,
345 Adelaide St. West, Toronto.

MacLean REPORTS

Review of Current Trade Conditions

Ontario and the East

Market conditions on the whole are inclined to be rather quiet, although a fair amount of stock is moving, especially in white pine. Hardwoods are in more active requisition than softwoods and prices are holding firm. The demand for maple has declined somewhat but buyers have been down the eastern provinces and through various parts of Ontario picking up a number of stocks that are now being sawn. The chief topic of conversation is the slump in western prices, especially on common boards, shiplap and dimensions in cedar, hemlock and fir. V joint, rough clears, flooring, ceiling, base, etc., are holding better than the cheaper lines. Western fir is now able to compete successfully with eastern hemlock but a new danger seems to have cropped up in the competition from southern pine on which there is practically no quotation. If the importers of southern pine were able to secure cars with which to bring in the product, the state of affairs might prove serious, but the car situation across the border appears to be getting worse rather than better. Lath have dropped slightly in price but are holding their own fairly well and as each week passes, there is disclosed the fact that not as great a production as was expected is being offered.

Eastern values are holding firm and while there is a general discussion regarding the price reduction in other commodities, some talk is heard of a rise in prices in the lumber line a little later on, and even the Board of Commerce, which is now practically defunct, gave a sort of expiring gasp the other day by remarking that a marked general reduction in lumber appeared to be warranted. It is one thing to draw conclusions and another thing to understand and get face to face with manufacturing and operating conditions. Costs of production are climbing all the time and it was not until recently, in Ontario mills at least, that help has been available in any desired quantities.

The labor situation is much improved but, owing to lack of rain this spring, driving costs up north were very high and a few mills have only started up recently owing to inability to get logs. Labor, however, is still very independent and the wage tendency is upward rather than downward. The cost of sugar, potatoes and other supplies keeps climbing.

In regard to values, a leading wholesaler asserted this week that prices may be marking time just at present owing to the falling off in demand from the United States occasioned by the Presidential election excitement and the car situation, but he believed when this flutter was over, values would re-assert themselves and he would not be surprised to see lumber going still higher. There was not nearly enough stock in the country to supply the normal and foreign demand, and building on the whole was proceeding on a very satisfactory scale.

Shingles continue to be disposed of at any old price and buyers are very cautious. A large number of plants in the west have closed down as they cannot afford to pay the prices asked for cedar logs, the high cost of labor and sell the product at the low rate which has been prevailing of late.

There is no denying the fact that the dropping of prices on western stuff has had a somewhat disquieting effect on the eastern situation and has shut off purchasing on the part of several large retailers. Some customers, who have been in the market almost continually, are trying to tell travellers that they are going to hold off for a while yet, believing that they will get the benefit of still lower prices.

One satisfactory feature of the whole trend of trade is the promising crop prospects in the West and the encouraging outlook in Ontario. Recent rains have put the farmers in a good mood, and repairs, which have been held back, are now being proceeded with. White pine, spruce and hemlock so far are holding firm particularly the former, and retail yards report a good steady trade. Crating, box and culls are in active requisition.

A leading firm, who specialize in hardwoods, report that stocks are now much more representative and complete than a few months ago, and are being offered in larger quantities than they were last spring. Whereas the wholesalers were going out after the millmen some time ago, the millmen are now coming to the wholesalers, inviting offers for their cuts for the past season and also asking what they are prepared to pay for birch, maple, elm and basswood for next fall and winter delivery.

Great Britain

The softwood importers have been passing through a difficult period during April and May, and in consequence have evinced no inclination to enter into fresh contracts. The house-building campaign has not yet got under way and until activity in this line is in full foce, it is not under way and until activity in this line is present conditions. It is said that softwood markets and prices are a sore puzzle to practically all importers and merchants, and, according to advices received from the Old Land, enough causes have militated against the market during recent weeks to upset prices, but again all calculations have gone astray and so far there has been no real break in values.

In regard to Scandinavia and Finland and how the shippers view the situation, a recent issue of the Timber News says:—The Swedes just laugh to scorn the idea of lower prices. If any weakness should appear, they argue, it will only be local, and due to stupidity or lack of foresight. The Swedish exporters themselves have sold nearly 75 per cent. of their 1920 production, and they tell us that they are being pressed to enter into large contracts for 1921 delivery with 7 in., unsorted red on the basis of £35 per standard.

Norway does not carry much in the way of stocks of sawn wood, but for what supplies are available the shippers demand extraordinarily high prices, owing to the fact that woodpulp and paper factories are strong competitors for the unsold stocks.

Finland we know to be fairly well stocked, but there is not the slightest indication of weakening quotations. From £35 to £38 f.o.b. would seem to be the basis for 9 in. deals and £30 to £33 per standard for 7 in. battens.

Respecting freight outlooks, the situation has not changed very much and one cannot say how long it will take matters to get to a reasonable level. In the timber trade itself lies the power to force better terms out of the shipowner. It cannot be done by employing people of kindred spirit; only those firms who are engaged in the matter of rates and the handling of fixtures. The regular charterers in the timber trade are quite capable of fixing rater for their own particular trade without the help of outsiders. Let it be understood that we are now approaching a time when boats will be more numerous and when Great Britain will be doing more chartering for wood cargoes than probably any other country in the world. Surely then the timber trade is now in a position to dictate its own terms and to see they are carried out says an exchange.

An interesting announcement is that the Guild of Builders (London) Ltd. has been formed and among other things which this organization will undertake will be to carry out work for every type of building, whether public or private. It will build for agreed prices, or for prime cost plus a fee. But in every contract the price or the fee must include the percentage necessary to secure during its run, to all engaged thereon, the continuous Guild pay described in the last paragraph. Beyond this, there will be a small percentage for the purchase of plant, for overhead charges, and, if necessary, for the hire of capital, at fixed rates without powers of control. The Guild will give no financial guarantee for the performance of its contracts. It pledges itself to carry out the work that it undertakes, and it supports this with a roll of volunteers pledged to do the work.

Relating to importations, a recent despatch from Liverpool sums up the situation as follows.—As regards spruce, recent importations have been difficult to move to realize shippers' f.o.b. values and freight charges, etc. The transferred Government stocks and other holdings have been offered at lower figures, which has created the difficulty; although the general demand being very inactive is probably the chief deterrent. The condition and specification of the freshly imported wood are points greatly in its favor compared with the old stock. However, a lull in fresh shipments is almost sure to ensue, as shippers are quite acquainted with the position on this side. Yellow pine is in improved demand, and values are very firm. Quebec birch planks and boards are arriving regularly. Merchantable quality is quoted round £60, but a rather slow demand is reported. This should improve considerably when the general inactivity passes. Halifax and St. John birch plank stocks are sufficient for present needs. Values are difficult to appraise, but are in

View of Mills in Sarnia.

BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

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the neighborhood of £35 c.i.f. There is a shortage of 2½ in. planks, and naturally a demand for this size with disaction on shippers' part; an improvement in the position of this wood is certain.

United States

Owing to the Presidential election excitement, the tie-up in transportation, labor strikes and other causes, the general tone of the lumber market in most centres is quiet. As one authority has it, the lumber industry "falters" and this possibly sums up the situation comprehensively. Southern pine is being sacrificed in price and one hears of all sorts of offers. A great deal is reported regarding the car situation and one writer, in referring to this phase of the question, says:—In my personal opinion, we have the worst car shortage to-day that we have ever known since I have been watching the lumber industry, and on top of the absolute famine of cars—not in any particular location, but north, east, south and west—we have a most critical and severe embargo situation that is adding to the extreme seriousness of lumber transportation. I have never seen the time before when the car situation was one-half as bad as it is to-day.

Now, I am not an expert on transportation matters, and I don't pretend to be able to diagnose the car situation, so I simply accept the opinions of men who are in position and who should know, and they tell me that the car shortage hasn't decently started yet, as far as lumber is concerned, but that conditions will become more and more tense as the crops begin to mature and move to market, because the railroads are going to move the nation's food, even though everything else stands still. I asked a wise man to-day, who is in position to know about the railroad situation.—"When will the mills have more cars?" and he replied,—"There ain't no such animal; they've lost the pattern."

At a number of points lumber prices have been dropping for some time and even those stocks in the strongest position are commencing to feel the influence of low levels in other woods. Competition makes the lumber market, and no kind of lumber can maintain a high position for very long in the presence of low prices for other woods that can be used as well. It may be somewhat unsafe to make predictions, but it hardly seems possible that lumber prices, as represented by southern and western lumber quotations, can go to a lower level. An increase in the demand, which, it would seem, cannot be much longer delayed, would strengthen the market all around, though it is not probable that it will again go to the heights reached last winter.

Weather conditions in the south have been improving and if they continue to do so, so that the woods may have a good drying out, a normal state in the hardwood industry may become possible. The mills are now becoming more active and the supply from this out should be more certain. Many plants are getting more log supplies and the output is approaching normal. On the whole, there is a general betterment in productive conditions. The chief difficulty is transportation. Prices are easier on some items, but on others are firm. The present dullness of the market would not discourage increased production of hardwoods, if such should become possible, for the reason that stocks of all kinds are far below normal, and actually unsuited to the requirements of the market. Most of the stuff now moving is green, practically direct from the saw, whereas the great need is for dry hardwoods. An early increase in business activity is looked for by more lumbermen, and they feel that by the time fresh stocks have seasoned there will be a heavy demand that will keep stocks moving freely.

If crop success means as much this year as it usually does, the outlook for trade is most encouraging. Of course, it is yet too early to make definite predictions of yield, but all grain shows improvement and if nothing intervenes to stop progress the total crop will be much larger than was anticipated. It had been thought that the shortage of farm labor would prevent the seeding of as large acreage as usual, and this is true in many localities, but, as a general thing, crops look good now, and there is enough land under cultivation to insure a plentiful supply of food, if the yields come through undamaged.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Good Demand at Halifax with Stocks Low

Halifax yards report an exceptionally brisk demand for building material during the past month. A great deal of house building is going on in the city, and still the demand for living accommodations is in excess of supply. The indications are that the present activity will be maintained up until the end of the season. A great deal of money is being spent by the city on local improvement, which is reflected in business in general, and a spirit of optimism prevails.

Owing to local conditions prices of random lumber are a shade lower here than in most other Canadian cities, and dealers who are carrying stocks, purchased at current prices will have no reason to regret their action. On the whole stocks in Halifax yards are below the average.

Reports from the American side of the line would seem to indicate that prices there were in process of readjustment. This, however, is not taken too seriously by shippers here, who are more or less accustomed to the sharp fluctuations that take place among our neighbors to the south. No doubt, however, the weakness of this market is more apparent than real, and is due to the unwillingness of American firms to enter the quiet season during midsummer with more stocks contracted for than they can conveniently carry, particularly in view of the rapid changes that may develop in a period of two or three months.

A number of schooner cargoes, consisting principally of 2 in. spruce and spruce boards have gone forward from Halifax and outports to New York and Sound ports during the past few weeks, and rail shipments are being made as fast as the limited supply of suitable cars will permit. Fortunately most of the embargoes have been raised by the American railroads, but shippers are still badly handicapped by the shortage of American cars. The situation has been relieved to a certain extent by a modification of the restrictions applying to Canadian cars for use in this capacity.

It may be mentioned here that the Canadian Railway authorities are reported to have issued a recent order that all empties are to be sent to Sydney to be used in the coal trade. At the present time the car shortage is being acutely felt, and if this report is true it will certainly work a great hardship on lumber shippers. The prosperity of the province is closely associated with the lumber business and in view of the enormous revenue the railroads receive from the industry, it is entitled to only the most favorable treatment in the matter of transporation.

During most of the month of May the Halifax waterfront has been almost bare of shipping. This was in very striking contrast to conditions for the same period last year, when almost every available berth was taken throughout the entire season by sailers loading deals for the British market. Since the beginning of June, however, conditions have changed considerably for the better, and by the middle of the month shipping was well up to normal. It is not expected that shipments will be maintained at this level for any considerable period.

The British market is still in an unsettled condition. It is gratifying to note the remarkable rise in the rate of sterling exchange, but with the rise of the rate of exchange, there has been a falling off in the c.i.f. prices At the present time, consumption of spruce and pine at Liverpool and Manchester is well in excess of imports. Owing to accumulations earlier in the year and the unsettled state of labor and the difficulties of finance, there is little demand for new shipments of Nova Scotia goods. Exporters here are, however, optimistic, and look for a greatly improved market later in the year when excess stocks have been worked off.

Prices Firm and Trade Fair at Ottawa

Very little change as compared with the first part of the month occurred in the Ottawa lumber market during the closing period of June. Prices remained firm. The demand was about the same as in late May, coming principally from the United States, and conditions with the woodworking plants and factories as to the outlook and operation of the sawmills for a full season were not the best.

Somehow or other the month of June did not seem to get away to a good start, and the lumber trade in general felt it, and the "drag" appeared good to stay until the month of July breezed in. Early in the month there was the likelihood of a strike of the members of the Inside Woodworkers and Factory Workers' unions, which later materialized and closed up fourteen plants. Next came the talk of the Board of Commerce going to inquire into the price of lumber, and

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Western White Pine
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Best Stock for Factory
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We Have Been Running All Winter
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Largest stock of Western White Pine in British Columbia

How much do you want?
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Louis Wuichet Inc.,
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finally, about June 22nd, reports from the drive end of operations indicated that large drives were stalled on account of low water.

Taken on the whole month, trade generally was slower than in May, but the end of the third week and the beginning of the fourth, showed some improvement over the preceding weeks. The principal demand continued to come from the United States, and was for the better grades, indicating that, though the prices for these are already at high levels, buyers do not expect a drop, for the present, at least. The outlook toward the domestic demand brightened a little and was almost wholly for culls and the poorer grades.

The greatest firmness to the market was gained from the pine grades, which were in principal demand. Some reports indicated that there was a tendency toward a weakening in spruce. However, with a possible shortage of logs occurring at the sawmills, there did not appear to be anything that would cause any disturbance with a trend toward seriously lowering prices.

As was forecasted in the previous report, the strike of the members of the Inside Woodworkers and Factory Workers' Union materialized. About five hundred union employees walked out on June 12th and up to June 22nd had not returned to work. The heads of the plants concerned made no overtures to the men after they had gone out and the general principle seemed to be, to keep the plants closed until the men had returned to work under the old conditions or had modified their demands in regard to increased wages and a closed shop principle for the mills.

Among the larger plants which closed down were: W. C. Edwards and Co., James Davidson's Sons, McAuliffe-Davis, Ottawa Stair Work, George M. Mason and Son, M. C. Neate, part of the Ottawa Car Works, James E. Wilson and others. In some contracting circles reports indicated that if the strike was prolonged it would have a considerable detrimental effect on building, as it would stop necessary supplies of sash and door, flooring, and other building materials. On the other hand, it was heard that the operators of the plants had foreseen such a contingency occurring as early as April, and kept on building up reserve stocks to meet just such a situation. In several circles at Ottawa it was believed that the date of the walkout of the men was ill timed.

The foreign car situation became a little easier, but even though more cars became available, there was still a considerable difference between the number of cars supplied and those required. As a consequence many large shipments on order continued to be held up.

The sawmills outside of a growing scarcity of logs reported a fairly good season up to the present but last week reports began to be received iin Ottawa of several large drives being stranded on the Kipawa, DesMoines and other rivers and streams. Unofficial estimates of the probable number of logs held up varied all the way from the hundreds of thousands into millions. The situation with some mills and companies was regarded as being serious.

Jackson Booth, and P. C. Walker, of Shepard and Morse, two of the companies affected, stated frankly that some of the drives they had been counting on to have logs in their mill pond for this season's sawing were stranded. Mr. Booth thought most of the sawmills were in the same boat as his own. Sawmill operators pointed out that with drives stranded, there would be considerably fewer logs reaching the mill pond, with the likelihood that either one of two things would have to happen. Either shut down, or reduce the time of the sawing season. For the next two or three weeks it was expected there would be enough logs on the way to ensure operations, but beyond that time they did not care to prophesy.

The lack of rain in the north country during the spring months was given as the principal contributing factor for the stranding of the drives. Though not as yet officially stated, it is almost certain that as a consequence of the hold-up of the drives that the sawmill production of the Ottawa and Ottawa Valley mills will be decreased this season.

Stocks of all dry lumber continued to remain scarce, and it was not expected that this season's green cut would reach the market until around July 15th. The manufacturers so far have continued to hold back in making quotations to the wholesalers with the result that some seemingly good orders have had to go begging, or, in other words, were not placed because the purchasers were not told what the price was going to be. The attitude on the part of the manufacturers to all appearance was that they intend to keep on withholding announcing their price until they have pretty well ascertained what their production costs for this year are going to be.

Sawmill labor, while not exactly scarce, was not as plentiful as it had been. Lath and shingles remained scarce, and though there was no change in the market quotations of the latter the trade seemed to think that it would continue to grow more plentiful.

The situation in regard to European export for some reason or another did not open up nearly as much as had been expected it would. There seemed to be an atmosphere of uncertainty as to what was going to be done. Whether the shippers were waiting on the Imperial Lumber Conference to be held in London, or for the exchange rate to right itself, or bottoms or ocean space to become more plentiful and cheaper, continued to remain questions for speculation and doubt. Certain it appeared that this year's export season outside of shipments on government account, is nowhere near what it was previous to 1914.

One of the bright features in connection with the market was the apparently strong tone of real estate and the outlook toward future building in Ottawa. May property transfers involving a consideration of over $3,000 amounted to nearly half a million dollars.

St. John Complains of Car Shortage

Quietness reigns over the shipping end of the lumber trade at St. John as the car situation is in the most serious state it has been for years. Practically no foreign cars are to be had for lumber, in fact all kinds of goods as well as lumber are held at St. John for want of American cars for shipment to United States points. This state of affairs has grown more serious since the closing of the winter port as during the cold weather many foreign cars came loaded to West St. John with goods from U. S. points and were in turn loaded for U. S. with all kinds of commodities including lumber. All the mills at St. John finding the same trouble. They cannot get foreign cars so are forced to pile up their lumber at the present time. This situation does not hold any bright hopes for relief in the near future, and possibly it is one of the best things that can happen as too much lumber going to U. S. points might have a tendency to weaken the market and reduce the price. There is no cause for alarm as to any reduction in prices of lumber. The costs during the past winter were very heavy, added to which there has been a dry spring causing the most expensive driving season ever known on the St. John River. Probably the average driving costs will be over double those of last season and this will therefore make the most expensive logs ever produced around St. John. Unless prices remain firm the profits for 1920 will not be very heavy.

The mills at St. John are running full capacity and turning out altogether about 400 M feet a day, largely sawn into 3 inch deals with about 25 per cent. of two inch. No sales of any consequence have been made to date and probably will not be for some time as slight reductions have been made in prices in the Boston and New York market, the base price at Boston for dimension having receded about $5.00 per M. to $6 00 per M.

This may only be temporary and for financial purposes, as many banks are forcing heavy borrowers to pay back some of the money loaned by them. It is certain that manufacturers cannot turn around and replace for less money the raw material, and the same thing applies in all lines of trade. The warm season always sees a lessening of trade with U. S. but as much building must be done a call must come before long for structural material and prices will again rise. Random is still worth $40 00 on cars St. John with payment in American funds. Stocks of pine of better grades are very scarce and will continue to be so for some time to come. The lath market is weakening and buyers will not today pay $8.00 on cars. St. John for American shipment.

Pulpwood prices are the best ever, about $15.00 per cord being paid on cars. St. John for peeled spruce and fir wood. This is the highest figure ever ruling in this section since the history of the pulpwood trade began.

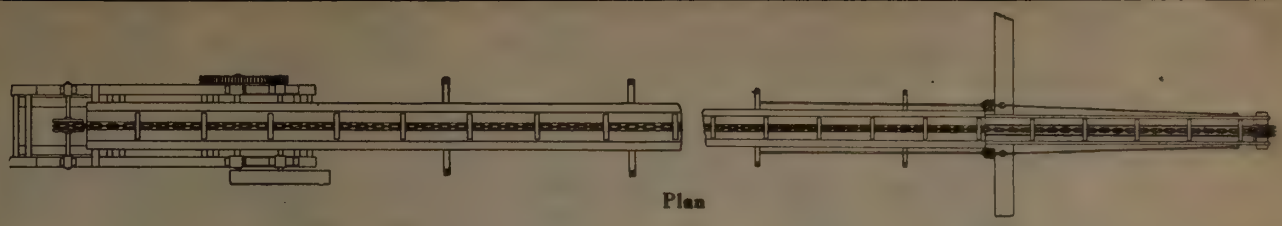
The box shook trade is also good and prices are very firm. Wages show no lessening and labor is not over plentiful.

Many More Marriages than Homes

An average annually of 1,040,000 marriages in the United States as against 70,000 houses built in 1919, is the interesting contrast made by the manager of the St. Louis Housing Association in a recent address before the American Society of Mechanical Engineers. Only 20,000 houses were built in 1918 and 70,000 in 1919 according to this authority who points out the need in that country of 3 340 000 additional houses. The Association is building houses for workmen at cost and suggests that similar associations be organized in every city to prevent house famine.

Cutting Second Growth Timber

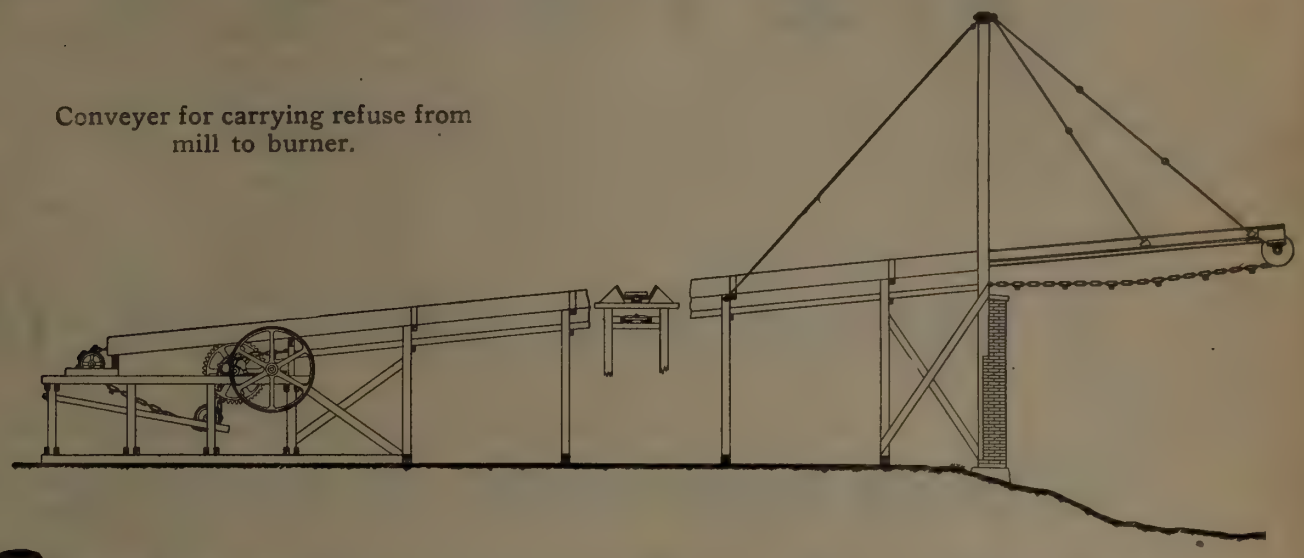
The possibilities of conservation and reforestation are indicated by pine timber now being cut in the Ottawa Valley district. One of the busiest lumbermen in the Valley states that much of the present cut is second growth timber, and some of it is two feet in diameter. Questioned as to the time elapsed since the first cut, he said it was sixty or seventy years ago. This timber has grown without any assistance or planting and gives an idea what can be expected if orderly reforestation is carried out.



Plan

Jeffrey Fire End Terminal

Conveyer for carrying refuse from mill to burner.



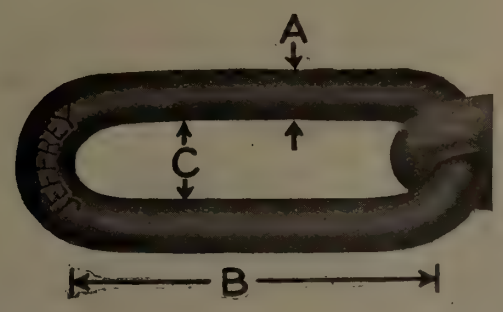
Jeffrey Long Link Coil Chain Refuse Conveyer

Is a Standard in the Leading Saw Mills

Refuse Conveyer using Jeffrey "Long Link" Coil Chain, U-Bolts and Cross Bars.

U-Bolt with Plate Washer

Dimensions of stock sizes are indicated in the table beneath illustration. Write for prices and further information.



Chain No.	Stock Dia. A	Inside Length B	Inside Width C
530	1/2″	4″	1 3/16″
531	5/8″	5″	1″
532	3/4″	6″	1 1/8″
533	7/8″	7″	1 1/4″
534	1″	7″	1 3/4″

The Jeffrey Mfg. Co.

Canadian Branch and Warerooms
MONTREAL

How Big Industry Has Made Its Way to Front

Tremendous Development of Pulp and Paper Activities During Last Ten Years—Canadian Woods Suitable for the Manufacture of Pulp

An interesting and edifying address on the "History and Development of the Pulp and Paper Industry" was delivered recently before the Peterborough branch of the Engineering Institute. The remarks of the speaker, Mr. P. Westbye, general manager of the William Hamilton Company, were illustrated by lantern slides and moving pictures. Mr. Westbye holds numerous patents for pulp and paper mill machinery, being an expert in that line of wood. The pictures of barking drum machines and centrifugal screened patented by Mr. Westbye and manufactured by the William Hamilton Company were displayed.

The history of paper making carries us back about 6,000 years (3966 B.C.) to the time of the ancient Egyptians, said Mr. Westbye. The use of a material which required no special fabrication may help to constitute the primitive form of an industry which has now come to rank among the foremost in the world, and the products of which not only represent a great diversity of raw material and finished fabrics, but also call for great engineering skill, the utilization of large capital, and the employment of costly and intricate machinery for their development.

The contrast between the primitive papyrus paper obtained by the expenditure of comparatively little labor, and the highly finished product of today has resulted from a series of laborious processes and probably affords one of the most conspicuous examples of industrial development which the world can show.

Use Displaced

The papyrus was widely employed between India and Egypt as a paper until about 190 B.C., when its use was displaced by parchment. Among the Islands of the Pacific interesting forms of primitive paper may also be found, as illustrated in the Tapa Cloth of the Sandwich Islands, which they use for the manufacture of clothing. The material employed is a very fibrous bark of the paper mulberry. The application of the fibres of wood to manufacture paper is commonly attributed to Reaumer who in 1719 observed wasps constructing their nests of fibres gathered from wood, which they wove into paper. The most familiar paper-making wasp is the common black and white wasp, ordinarily known as the hornet. We find the wasps nest constructed upon the identical principles which underline our modern production, but produced by the most primitive of all paper-makers whose origin antedates that of even ancient Egyptians, and it thus becomes evident that the use of wood pulp in the manufacture of paper is a fact of great antiquity, though but recently discovered and utilized by man.

No reliable record can be established in England as to the first paper making. It is stated that in the personal expenses of Henry VII. of England in 1498 there appears the following entry:

"For reward at the Paper Mill, 16 shillings."

John Tate, it is said, had a paper mill in Hartford, England, in 1498. The beginning of paper making in America dated back to 1690, when a paper mill was erected by Mr. Rittenhouser, in Delaware, Penn.

Continuing, the speaker said: Paper was first made in Canada at St. Andrew's, Quebec, in 1803. Canada's first large paper mill was built in 1865, and produced 1 tons of paper in 24 hours. Today a modern paper mill produces from 250 to 300 tons in 24 hours. Prior to 1800 all paper was made of rags. Since that time wood pulp has formed the basis of all the ordinary grades of paper, including that which is used for printing paper.

Canada is the second largest pulp and paper producing country in the world, and is rapidly overtaking the United States, which holds the first place so far. Canada's pre-eminence as a paper producing country lies in the possession of hundreds of thousands of acres of pulp wood forests and conveniently located water powers. Canada has the largest forest area of any country in the British Empire. It embraces 350,000 square miles of pulpwood timber estimated to yield approximately 1,050,000,000 cords of pulp wood. There are about 95 incorporated companies and other concerns engaged in manufacturing pulp and paper. The combined capital invested is approximately $200,000,000. This is a greater amount of capital than is invested in any other industry in the country, with the exception of Hydro-electric power developments.

The annual output of the Canadian pulp and paper indushtry is about $90,000,000. The industry employs about 26,000 people. Its annual payroll is about $16,000,000.

In 1890 Canada's export of pulp and paper products amounted to about $120,000. In 1910 they were worth $10,000,000. For the fiscal year ending with March, 1918, they raised a total of about $72,000,000. Canada exported paper last year to the value of about $38,000,000; about $26,000,000 worth of pulp, and about $8,500,000 unmanufactured pulp wood. Canada's pulp and paper exports lead all the manufacturing industries, with the exception of explosives, while the bulk of Canada's pulp and paper exports go to the United States; they also send to Great Britain, Japan, Australia, New Zealand, South Africa, India, Cuba, Mexico and South America.

Consumes One-Half

Canada produces for sale 2,600 tons of newsprint paper and 2,500 tons of pulps of all kinds every day. The United States has about 2,550 daily and Sunday newspapers, and 14,000 weeklies with an approximate total circulation of 72,000,000 copies. With one-fifth of the world's population, the United States consumes one-half of the world's production of paper. Canada in proportion to the population is a close rival to the United States as a paper consuming country. The United States newspapers consume 2,000,000 tons of newsprint every year, of which Canada supplies one-fourth. Since 1912 all newspapers have been admitted to the United States free of duty. Canada has 140 daily and 952 weekly newspapers. It takes the product of 20,000 acres of pulp wood forest every year to supply Canadian newspapers with white paper. Some of the largest Canadian and American newspapers consume from 50 to 100 tons of paper daily. The daily consumption of newsprint paper in Canada is approximately 260 tons; in the United States approximately 6,000 tons. Canada's daily output of paper made in a continuous strip 3 feet wide would be long enough to girdle the globe to the equator.

Spruce, balsam, fir, hemlock, jack pine, tamarack, poplar, and basswood as used in the manufacture of pulp. It takes from one to one and a half cords of wood to make a ton of paper. Spruce trees best suited to the production of pulp require from 90 to 140 years to arrive at maturity. The average labor cost of producing a ton of paper has increased about 100 per cent. since 1912.

When one looks back at the beginning of this industry and we see the tremendous development of the skill and study and hard work that has put the pulp and paper industry where it is today one fully appreciates that full of dignity, significance, and truth is the whole conception which finds expression in Tennyson's verse—that we are heirs of the ages, the inheritors of all that has gone before us; and it has been truly said that the past has made us, the results of the past are ourselves said Mr. Westbye in conclusion.

Slides Shown

During the evening the assembly which was the largest which has yet attended the Engineering Institute in Peterborough, Ont., enjoyed the slides showing the process of paper-making, from the time the tree is cut until the finished material is turned out from the mill.

Some reels of films (kindly loaned by the Government) of the process of paper-making were also shown, as were pictures of the barking drum machines and centrifugal screens patented by the speaker himself and manufactured by the Wm. Hamilton Company, Peterborough.

Distribution of Safety Literature

The Ontario Safety League continues to place a large amount of literature in the hands of motorists, school children, industrial workers, and others throughout the province. In the first three months of 1920, the League has distributed an enormous amount of safety material, including 35,000 industrial safety bulletins; 32,400 school safety bulletins; 8,500 special bulletins; 8,500 traffic bulletins; 2,700 electric railway bulletins; 150,000 motorists safety bookmarks; 10,200 health bulletins; 65,000 news letters; 9,000 safety calenders; 12,000 leaflets to the "new man"; 125,000 gummed seals; 3,000 safety cards and posters.

H. P. ECKARDT & CO.

Wholesale Grocers

CAMP SUPPLIES A SPECIALTY

CHURCH STREET AND ESPLANADE
TORONTO

TELEPHONE MAIN 4128

VITRIFIED

EMERY & CORUNDUM WHEELS

SILICATE

Your saw gumming difficulties will cease with the use of Brantford wheels. They will give you absolute satisfaction and complete service.

Brantford Emery Wheel Co.

Brantford, - Ontario

Marine Equipment

NEW AND SECOND HAND

Scotch Boilers
Fitzgibbon Boilers
Firebox Boilers
Watertube Boilers
Triple Expansion Engines
Fore and Aft Comp. Engines
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Tugs of All Kinds
Dredges and Derrick Scows
Steering Gears, Electric Generators, Winches, Windlasses, Propellor Wheels.

Write us for prices, specifications, location, etc.
Special machinery built and machine work solicited.

The Doty Engineering Company, Ltd.

MARINE ENGINES AND BOILERS
CONTRACTORS' EQUIPMENT
WORKS—At Harbor, Goderich, Ont. TORONTO OFFICE—202 Mail Bldg.

Raymond Gasoline Loader

With Shovel Attachment

Gasoline Cranes for Switching
Gasoline Ditcher
Gasoline Skidder
Gasoline Traction Derrick
Gasoline Pile Driver
Stationary Cranes

Let us know your requirements; we will submit the proper design to you.

RAYMOND LOG LOADER COMPANY

ESCANABA, MICHIGAN

THE EAGLE LUMBER CO. Limited
WHOLESALE LUMBER
SANS-DIEU-RIEN
MONTREAL • Canada

OFFER FOR IMMEDIATE SHIPMENT;—

Two million feet 1", 1¼", 1½", 2", 3" and 4" BIRCH, No. 3 Common, dry.

Three thousand cords SPRUCE PULPWOOD.

Write for prices.

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Head Office: 90 St. James Street, Montreal, Que.

Mills at Mont Laurier, Que.; Hebert, Que.; Ste. Marguerite, Que.; and Nottaway, Que. Dressing mill at St. Jerome, Que.

Northern Office: MIDLAND, ONT.

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Herman H. Hettler Lumber Co.

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Manufacturers and Dealer

White Pine, Red Pine and Yellow Pine Lumber and Lath

Excellent Planing Mill Facilities. Prompt Shipments

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Shingles

Campbell, MacLaurin Lumber Co.

Limited

Board of Trade Building, MONTREAL

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SPRUCE

AND

BIRCH

GOOD STOCKS PROMPT SHIPMENTS SATISFACTION

C. A. SPENCER, LIMITED

Wholesale Dealers in Rough and Dressed Lumber, Lath and Shingles

Offices—McGill Building, MONTREAL, Quebec

EDGINGS

Ontario

Supplementary letters patent have been issued, increasing the capital stock of the Beaver Abitibi Timber Co., Limited, from $1,000,000 to the sum of $2,000,000, for the creation of 10,000 common shares of $100 each.

Contracts have been let for the erection of fifty houses on Bruce Ave., Windsor, Ont., by the Civic Housing Commission under the Government Housing Plan. The houses will be sold for $4,500, with a first payment of 10 per cent. down.

The Seaman, Kent Co., Limited, manufacturers of hardwood flooring, are erecting a new office and warehouse at 263 Wallace Ave., Toronto, at an expenditure of $50,000. The new building consists of two storeys and basement 75 x 135, and is of brick construction.

Loans under the Federal housing scheme were recently increased from $3,000 to $3,500 for four or five roomed houses and from $3,500 to $4,000 for six and seven roomed houses. This is the maximum loan. The period of repayment is twenty years, with interest at five per cent.

The lumber mill owned by Robert Hare, of Laird Township, Algoma District, was recently destroyed by fire. The origin is said to have been sparks from the sawmill engine. A quantity of lumber was also consumed. The loss is estimated at $4,000 and is partly covered by insurance.

The sawmill of John McChesney, R. R. No. 1, New Liskeard, was recently destroyed by fire. The mill was equipped with a circular saw. Some 18,000 logs on skids and 35,000 ft. of lumber were consumed by the flame. About 300,000 feet which had been drawn by truck some distance away escaped.

The Simcoe County Council has taken definite action in the matter of reforestation and has authorized a committee to purchase 1000 acres of waste land to start on the work. The Ontario Government will provide the trees and see to setting them out but the plots will be entirely the property of Simcoe County.

The Ontario Retail Lumber Dealers' Association, Incorporated, head office at Toronto, Ont., have been granted a provincial charter to co-operate in the interests of the retail lumber trade. John B. Reid, W. C. Irwin, Walter C. Laidlaw, T. H. Hancock and Thomas A. Paterson, all of Toronto, are the incorporators.

Frank H. Bowden & Sons Co. Limited, Toronto, Ont., was recently granted a provincial charter to conduct a business as general lumber dealers. The business formerly known as Frank H. Bowden & Sons Limited will be absorbed by the new firm. Capital $200,000.

J. H. Reid of Jarlsberg, Ont., who has sawmills at Bear Lake and Canoe Lake, states that he will have twice his usual cut this season and expects to realize prices commensurate with the advanced costs of production and operation. The supply of men is plentiful, wages are high and shipping facilities good, but the market at present is a little quiet.

The Eagle Lake Lumber Co., who have been operating a mill at King Lake, near South River, for several weeks past, finished their cut in that section and are now running their mill at Eagle Lake. The company sawed about 100,000 ft. of pine, 200,000 ft. of spruce and hemlock and 250,000 ft. of birch at King Lake, and will turn out about the same quantities at Eagle Lake.

The sawmill of John Aitchison, New Liskeard, narrowly escaped destruction during the recent forest fires which raged in New Ontario. Every precaution was taken in view of the approaching danger and the carriage, saw and other equipment were removed from the mill and taken some distance from the scene. It was fully expected at on etime that the mill would be burned but it happily escaped.

The New Ontario Contracting Co. of Port Arthur say that last season was the first one in which they took out saw logs. They have not done any sawing this year as their mill is under construction. In regard to the labor situation, they state that during the past three weeks they have been able to get any number of men but prior to that there were only a few to be had and they were not skilled in any way.

According to reports of fire ranger Curtin of the McDonald Lumber Co., Peterboro, who recently returned from an inspection of the company's timber interests in Galway Township, the damage done to the logs of the firm was not as serious as at first reported when it was stated that several thousand logs had been destroyed. It now appears that only three hundred were touched by fire and these were only burned at the ends.

Word received from Ottawa states that there will be a substantial decrease in the season's lumber output in the Ottawa Valley occasioned through the scarcity of logs arriving at the mills. There are fears entertained by some sawmill men that the season may be short. It is reported that many large drives, containing hundreds of thousands of logs, have been stranded in the Kipawa and other rivers, which are used to float down the timber from the woods to the mill.

A charter has been granted to the Kaministiqua Pulp & Paper Co., Limited, with headquarters in Toronto and a capital stock of $1,000,000, to construct, operate and maintain mechanical and ground pulp, paper, cardboard and other factors, and generally to carry on the business of making, selling and dealing in these lines. Among the incorporators are Arthur E. Murdock, financial agent, Toronto, and others.

There was an entire absence of rain in northern Ontario for several weeks and some mills found it very difficult to get in a supply of logs. One well-known concern had one-third of its logs held up in the Black River at Ramore on account of low water. However, recent downpours have ma-

terially improved conditions and manufacturing is proceeding with satisfactory results at most centres.

Eastern Canada

C. G. Scott is erecting a new sawmill at Fredericton, N. B.

The sawmill of Price Bros. & Co. at Montmagny, Que., was recently destroyed by fire. The loss is $100,000.

The lath mill owned and operated by Fred T. Hazen on the Ben Lomond road near St. John, N. B., was recently destroyed by fire.

The Laurentide Co., Ltd., Grand Mere, P.Q., have adopted the group plan of insurance for their employees, paying half the cost of the policies.

The sawmill of Price Bros. at Montmagny, Que, was recently destroyed by fire and is a total loss. The mill was valued at $75,000 and employed over one hundred hands.

The Gatineau, Limited, Montreal, Que., was recently incorporated to conduct a general lumber business, manufacturing and dealing in logs, lumber, pulp and other forest products.

Alp. Baril is rebuilding a sawmill and sash and door factory at Shawinigan Falls, Que., at a cost of $15,000. The building will be two storeys high, 100 x 40 and concrete block construction.

A recent fire at Le Francois lumber yards, Quebec, consumed over 700,000 feet of wood, mostly British Columbia fir. The total loss caused by the fire is about $100,000, partly covered by insurance.

The Port Arthur Shipbuilding Corporation, Limited, Montreal, Que., have been incorporated to build and deal in steamships, barges, tugs and other water craft. Capital $100,000. F. H. Markey and W. W. Skinner both of Montreal are two of the incorporators.

The British American Shipbuilding Corporation, Limited, Montreal, Que., was recently incorporated to manufacture, build and deal in steamships, barges and other water craft. Capital $100,000. Two of the incorporators are F. H. Markey and W. W. Skinner, both of Montreal.

The plant of the Kemptville Steam Sawmill Co. Limited, at Kemptville, N. S., was recently destroyed by fire. There was no insurance on the property. The company has a cut of logs equal to at least a million feet of lumber and up to the time of the fire only half the quantity had been milled.

The Greening Lumber Co., Limited, Greening, Que, was recently incorporated to conduct a general lumber business manufacturing and dealing in lumber, timber, pulp and other forest products. Capital $175,000. H. S. Ross of Westmount, and E. R. Angers, of Montreal, are two of the incorporators.

Mrs. James Johnston was awarded $15,000 damages against the News Pulp & Paper Co., St. Raymond, P.Q., owing to the death of her husband, who was killed in the plant in November last. Mrs. Johnston sued or $25,000 and the jury awarded her $15,000, she to get $10,000 and each of her two children $2,500.

It is reported that Sir Lomer Gouin, Prime Minister of Quebec, will shortly resign. At a recent meeting in Montreal he stated that it was not the intention of the Provincial Administration to deviate from the policy of embargo on pulpwood, so far as Crown lands are concerned, despite the attitude of the United States.

The large lumber mill owned and operated by James Robinson at Millerton, N. B., was recently destroyed by fire. Only the brick engine room remains. In addition to the mill several piles of lumber on the wharf were also consumed, but the main lumber yards were saved. The loss is estimated at about $100,000 and more than one hundred men are thrown out of employment.

The Cote sawmill at St. Joachim, in the Quebec City district, was recently destroyed by fire as well as a number of houses. The damage done was in the vicinity of $200,000 and the flames were only got under control after assistance had arrived from neighborhood municipalities. The sawmill was over a century old. It is understood that considerable lumber was also burned.

A new mill is being erected by the River Valley Lumber Co. of Oromocto, N. B. The equipment consists of a Waterous double band saw, a Yates band re-saw and there will be an equipment of Disston saws. A 300 horse power Leonard engine is being placed in position and, it is understood, that the River Valley Lumber Co. will purchase and install machinery for making apple barrels.

Work at the Proulx nursery of the Laurentide Co. has been completed for the current year, with a record of 800,000 trees planted in the woods, and about 1,250,000 trees planted in the transplanted beds. The trees placed in the woods are three and four years, depending upon their size and development while in the seed and transplant beds, and if conditions are favorable for their growth, they will be ready for pulpwood in about twenty-five years.

A new mill has recently been erected by Chas. Boudreau at Victoria Bridge, N. S., and has started operations. It is a water-power mill and gets its power from the North Mountains, being driven by a 250 horse power turbine. A fine dam of concrete and stone, 211 ft. long and 21 ft. high has just been completed, and in case of necessity the dam can be raised to 50 ft. The sawmill is 80 ft. long and 30 ft. wide and will turn out, in addition to the usual lines of lumber, flooring, heading lumber, lath and shingles, besides hardwood manufactures of various kinds.

It is understood that Price Bros. have under consideration a plan for the increase of their capital stock. Since Laurentide and Abitibi were split up, Price Bros. enjoy the distinction of being the highest priced stock on the market to-day. When it touched at $350 a short time ago and since has been turning around at $335, it then reached the highest point of any stock with the exception of Abitibi. The regular quarterly dividend of 2 per cent. has been declared on Price Bros.' stock.

C. Alf. Gingras & Sons, Limited, who were recently granted a provincial charter to operate sawmills, manufacture lumber, timber, etc., with a capital stock of $45,000 and headquarters at Sherbrooke, Que., have recently moved their plant to larger and more commodious quarters. The company have been formed under the name of C. Alf. Gingras & Sons, Limited, to manufacture all kinds of fixtures, such as those for churches, banks, stores and offices. The firm will also supply contractors with all the material they may require. L. E. Gingras is general manager of the organization.

If you want anything sawn, write:—

BECK LUMBER CO.

PENETANG, - ONTARIO

or "ASK MR. HORNING"

PHONE MAIN 2170 - TORONTO

Mills are now sawing

HEMLOCK and PINE

We Can DRESS, MATCH and RESAW

We Want to Purchase

1", 2" and 3"

Spruce and Pine

also

1½" and 1⅝" x 4' No. 1 Spruce Lath.

In quoting advise full specifications as to grades, widths, lengths and dryness.

CHAS. H. RUSSELL CO.

LIMITED

211 McGill Street, MONTREAL, Que.

H. BOURGOUIN

Dominion Express Bldg., 148 St. James St., Montreal

WHOLESALE LUMBER AND TIMBER

Dressed and Rough

B. C. FIR TIMBERS

Ship Timbers and Planking, Ship Decking, Tank Stock, Bridge Timbers, Fir and Spruce Lumber

Also White and Red Pine, Spruce, Hemlock, Banksian Pine Birch, Maple, Rock Elm, Oak, Yellow Pine, Railway Ties, Fence Posts, Poles and Piling.

DIMENSION OAK CUT TO SPECIFICATION

Prompt shipment Satisfactory stock Good service Write or wire for prices

A. F. B. AUSTIN, Manager

Install a "By-Pass" Exhauster

in your Saw Mill, Planing Mill or Plant

Our "By-Pass" Exhaust systems save your power and give better service. They handle green sawdust or wet, stringy material that usually clogs up an ordinary Blower system. The fan wheel is not overhung. No heating, clogging, or shaking. Three bearings.

Write for information.

We manufacture and install systems complete.

Toronto Blower Company

156 Duke St., Toronto

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine;		
1 x 4/7 Good Strips	$120 00	$130 00
1¼ & 1½ x 4/7 Good Strips.	120 00	130 00
1 x 8 and up Good Sides	155 00	165 00
2 x 4/7 Good Strips	125 00	135 00
1¼ and 1½ x 8 and wider Good Sides	165 00	175 00
2 x 8 and wider Good Sides.	175 00	185 00
2 x 8 and wider Good Sides.	175 00	185 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	70 00	72 00
1 x 7, 9 and 11 Mill Run	72 00	74 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	45 00	47 00
1 x 10 x 12 6/16 No. 2 Mill Culls	50 00	52 00
1 x 4 and up 6/10 No. 3 Mill Culls	32 00	36 00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	60 00	62 00
2 x 8 Mill Run	62 00	64 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK, No. 1

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	50 00	52 00
1 x 8 in. x 9 to 16 ft.	52 00	54 00
1 x 10 and 12 in. x 9 to 16 ft.	54 00	56 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	54 00	56 00
2 x 4 to 12 in., 18 ft.	58 00	60 00
2 x 4 to 12 in., 20 ft.	60 00	62 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain		95 00
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain		78 00

(Depending upon widths)

1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	$93 75	$101 75
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	103 00	107 00
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	96 00	103 00
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough		105 00
1 x 5 & 6 Fir Casing		100 50
1 x 8 & 10 Fir Base		103 25
1¼ & 1½ 8, 10 & 12" E. G. Stepping		112 00
1¼ & 1½, 8, 10 & 12" F. G. Stepping		102 00
1 x 4 to 12 Clear Fir, D4S.	91 50	97 50
1¼ & 1½ x 4 to 12, Clear Fir, D4S	97 00	105 00
XX Shingles 6 butts 1 to 2", per M.		Open
XXX Shingles, 6 butts to 2 in., per M.		Open
XXXXX Shingles, 5 butts to 2 in., per M.		Open

LATH

No. 1 White Pine, 4 ft.	Open
No. 2 White Pine, 4 ft.	"
No. 3 White Pine, 4 ft.	"
Mill run white pine, 32 in.	"
Merchantable spruce lath, 4 ft.	"

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

Prices include American Exchange at prevailing rate on all imported woods.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$220.00	$170.00	$100.00
1¼"	245.00	215.00	120.00
1½"	255.00	225.00	130.00
2"	295.00	275.00	145.00
2½" and 3"	345.00	315.00	190.00
4"	355.00	325.00	200.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	200.00	140.00	110.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$155.00	$115.00	$75.00
5/4 and 6/4	165.00	125.00	85.00
8/4	170.00	135.00	100.00
10/4 and 12/4	210.00	160.00	120.00
16/4	225.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$140.00	$100.00	$65.00	$50.00
5/4 & 6/4	145.00	105.00	70.00	55.00
8/4	150.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$215.00	$165.00	$ 95.00
1¼" and 1½"	225.00	175.00	100.00
2"	235.00	180.00	105.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

4/4	$105.00	$70.00	$60.00	$48.00
6/4 & 8/4	130.00	90.00	70.00	55.00
12/4	170.00	150.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain		Quartered	
	1s & 2s	No. 1 Com.	1s & 2s	No. 1 Com.
1"	$220.00	$165.00	$250.00	$220.00
1¼"	240.00	200.00	280.00	250.00
1½"	245.00	210.00	280.00	250.00
2"	260.00	220.00	285.00	255.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$130.00	$100.00
1¼" and 1½"	150.00	120.00
2"	160.00	140.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$200.00	$150.00	$80.00
1¼"	210.00	160.00	85.00
1½"	220.00	170.00	90.00
2"	230.00	180.00	100.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$115.00	$ 95.00	$ 55.00	$ 35.00
5/4 & 6/4	125.00	100.00	65.00	....
8/4	130.00	105.00	75.00	....
12/4	145.00	135.00	90.00	....
16/4	180.00	145.00	....	....

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$260.00	$205.00
5/4 & 6/4	265.00	210.00
8/4	270.00	215.00
10/4	310.00	250.00
12/4	310.00	250.00
16/4	330.00	260.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$340.00	$260.00
5/4 and 6/4	350.00	270.00
8/4	365.00	285.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4"	$325.00	$245.00
5/4" and 6/4"	340.00	260.00
8/4"	345.00	265.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:		
1-in. x 7-in. and up	$150 00	
1¼-in. and 1½-in., 8-in. & up	190 00	
2-in. x 7-in. and up	200 00	
No. 2 cuts 2 x 8-in. and up.	95 00	
Pine good strips:		
1-in.	125 00	
1¼-in. and 1½-in.	145.00	
2 in.	150 00	
Pine good shorts:		
1-in. x 7-in. and up	135 00	
1-in. x 4-in. to 6-in.	110 00	
1¼-in. and 1½-in.	135 00	
2-in.	140 00	
7-in. to 9-in. A sidings	80 00	
Pine, No. 1 dressing sidings	95 00	
Pine, No. 1 dressing strips	90 00	
Pine, No. 1 dressing shorts	75 00	
Pine, 1-in. x 4-in. s.c. strips	72 00	
Pine, 1-in. x 5-in. s.c. strips	73 00	
Pine, 1-in. x 6-in. s.c. strips	74 00	
Pine, 1-in. x 7-in. s.c. strips	74 00	
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00	76 00
Pine, 1-in. x 10-in. M.R.		78 00
Pine, s.c. sidings, 1½ and 2-in.		75 00
Pine, s.c. strips, 1-in.		65 00
1¼, 1½ and 2-in.		70 00
Pine, s.c. shorts, 1 x 4 to 6 in.		60 00
Pine, s.c. and bet., shorts, 1 x 5		62 00
Pine, s.c. and bet., shorts, 1 x 6		65 00
Pine, s.c. shorts, 6'-11', 1"x10"		68 00
Pine box boards:		
1"x4" and up, 6'-11'		52 00
1"x3", 12'-16'		60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up		55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.		45 00
O. culls r & w p	38 00	40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00	52 00
1"x4" and up, 12'-16'	50 00	52 00
1"x9"-10" and up, 12'-16'	54 00	56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00	56 00
1¼ x 10 and up, 12'-16'	54 00	60 00
1½" & 2" x 12" and up, 12'-16'	54 00	60 00
Spruce, 1-in. clear (fine dressing and B)	60 00	63 00
Hemlock, 1-in. cull	35 00	37 00
Hemlock, 1-in. log run	45 00	47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00	58 00
Tamarac	34 00	36 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00

Lath per M:

No. 1 white pine, 1¼-in. x 4 ft.	Open
No. 2 white pine	Open
Mill run white pine	17 00
Spruce, mill run 1½-in.	15 00
Red pine, mill run	14 00
Hemlock, mill run	12 00 13 00
White Cedar Shingles;	
XXXX, 18-in.	12 00
Clear butt, 18-in.	10 00
18-in. xx	7 00
Spruce logs (pulp)	20 00 28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS

(At Mill)

	Per M. Ft.
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00 $44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00 46 00
3 in. unsorted Quebec, 9 in. wide	50 00 54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.
According to average and quality 55 ft. cube	1 00 1 20

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00 1 20
According to average and quality, 30 to 35 feet	90 1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	50 00 60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110.00
1 in., 8 in. and up wide	110.00
1¼ and 1½ in. and up wide	120.00
2 in. and up wide	125.00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	115 00
8/4 x 8 and up No. 1 and better	115 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100.00
2 in., 8 in. and up wide	105.00
2½ in. and 3 in., 8 in. and up wide	130.00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$73 00 $
1¼, 1½ and 2 in., 10/16 ft.	78 00
2½ to 3 in., 10/16 ft.	81 00

No. 2 BARN

1 in., 10 to 16 ft. long	68 00 75 00
1¼, 1½ and 2 in., 10/16 ft.	72 00
2½ in. to 3 in.	75 00

No. 3 BARN

1 in., 10 to 16 ft. Long	65 00 70 00
1¼, 1½ and 2 in., 10/16 ft.	70 00 75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00 62 00

MILL CULLS

Mill Run Culls 1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up.	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

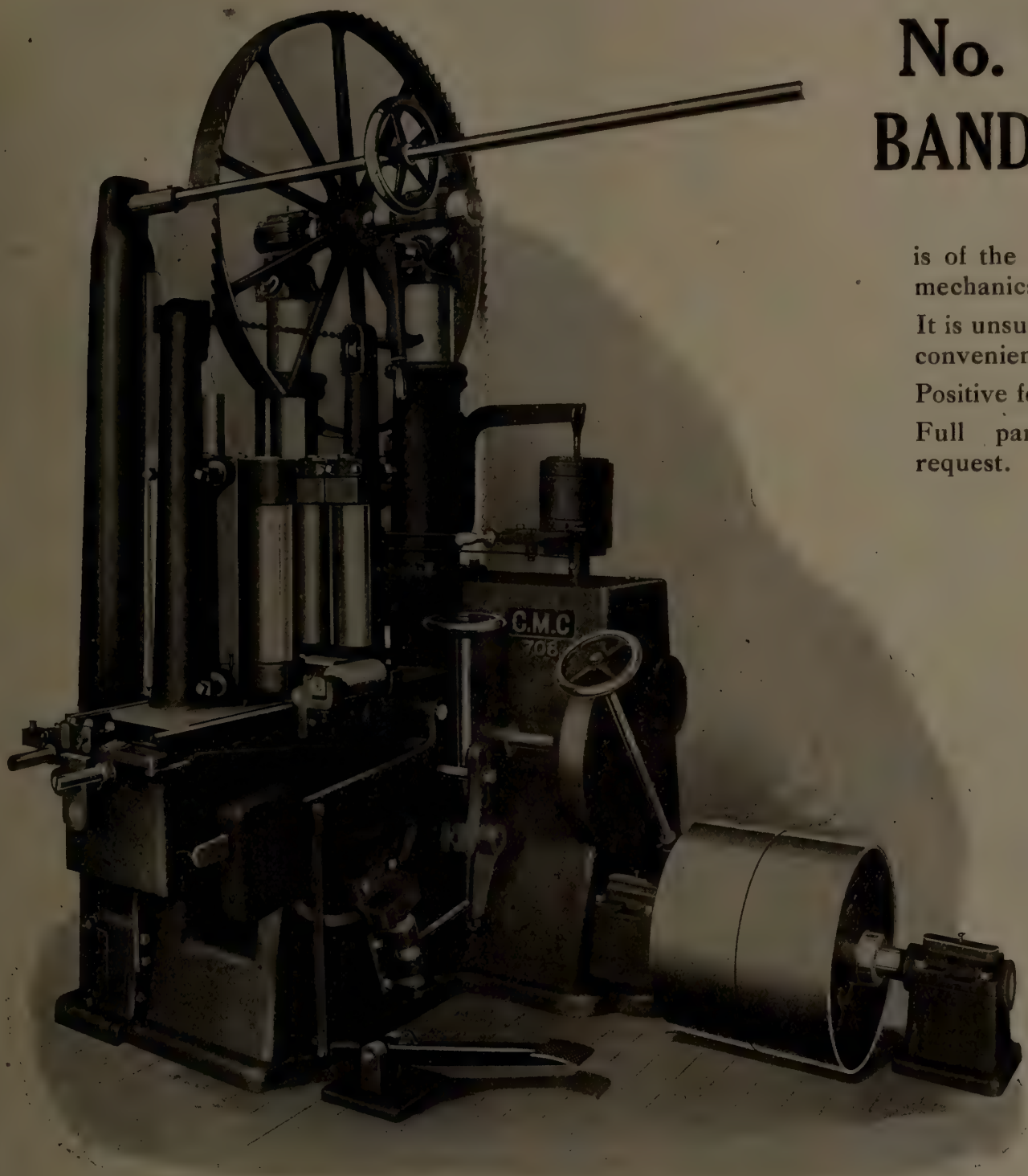
No. 1 SPRUCE

Dimension	S.1.S and 1.E 6 ft.	8 ft.	10 ft.
2 x 4	All prices withdrawn.		
2 x 6			
2 x 8			
2 x 10			

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 74)

The C.M.C.



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is of the two post type and is mechanically correct.

It is unsurpassed in power and convenience of operation.

Positive feed—no frictions.

Full particulars sent upon request.

Write us when you require

Planers, matchers, moulders, band saws, rip saws, cut-off saws, tenoners, mortisers, etc.

CANADA MACHINERY CORPORATION
LIMITED

GALT - - ONTARIO

Toronto Office and Warerooms—Brock Avenue Subway

CURRENT LUMBER PRICES—Continued

2 x 12 .. ..

2 x 4 .. ..
2 x 6 .. ..
2 x 8 .. ..
2 x 10 .. ..
2 x 12 .. ..

All prices withdrawn.

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E..	$45 00
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E ...	46 00
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E . ..	44 00
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E ...	47 00
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E ...	49 00
2 x 10, 8 ft. to 16 ft., S1S1E	46 00
2 x 10, 10 ft., S1S1E	47 00
2 x 10, 18/22, S1S1E	48 00
2 x 10, 24/32, S1S1E	50 00
2 x 12, 8 ft. to 16 ft., S1S1E	46 50
2 x 12; 10, 18, 20	48 50
2 x 12; 24, 26, 28, 30, 32	50 50

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	44 50
2 x 4 in., 8, 12 and 14 ft.	45 50
2 x 4 in., 16 ft.	46 50
2 x 4 in., 18 and 20 ft.	47 50
2 x 4 in., 22 to 32 ft.	49 50
2 x 10 in., 8, 12 and 14 ft.	46 75
2 x 10 in., 16 ft.	47 75
2 x 10 in., 18 and 20 ft.	48 75
2 x 10 in., 22 to 32 ft.	50 75
2 x 12 in., 8 to 14 ft.	48 25
2 x 12 in., 16 ft.	49 25
2 x 12 in., 18 and 20 ft.	50 25
2 x 12 in., 22 to 32 ft.	52 25
3 x 3 and 3 x 4 in., 8 to 14 ft.	48 75
3 x 3 and 3 x 4 in., 16 ft.	49 75
3 x 3 and 3 x 4, 18 and 20 ft.	50 75
3 x 3 and 3 x 4 in., 22 to 32 ft.	52 75
6 x 6, 6 x 8, 8 x 8, 6 to 16 ft.	51 50
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	54 50
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	52 00

Shingles, XXX B. C. Cedar, straight cars on 60c rate .. .. Open

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	$200 00
Uppers, 5/4 to 8/4	200 00
Uppers, 10/4 to 12/4	220 00
Selects 4/4	180 00
Selects 5/4 to 8/4	180 00
Selects 10/4 to 12/4	200 00
Fine Common 4/4	140 00
Fine Common 6/4	145 00
Fine Common 8/4	145 00
Fine Common 5/4	145 00
No. 1 Cuts 4/4	105 00
No. 1 Cuts 5/4	115 00
No. 1 Cuts 6/4	115 00
No. 1 Cuts 8/4	120 00
No. 2 Cuts 4/4	78 00
No. 2 Cuts 5/4	93 00
No. 2 Cuts 6/4	93 00
No. 2 Cuts 8/4	97 00
No. 3 Cuts 5/4	72 00
No. 3 Cuts 6/4	72 00
No. 3 Cuts 8/4	73 00
Dressing 5/4	90 00
Dressing 5/4 x 10	93 00
Dressing 5/4 x 12	98 00
No. 1 Moulding 5/4	120 00
No. 1 Moulding 6/4	120 00
No. 1 Moulding 8/4	120 00
No. 2 Moulding 5/4	104 00
No. 2 Moulding 6/4	104 00
No. 2 Moulding 8/4	104 00
No. 1 Barn 1 x 12	85 00
No. 1 Barn 1 x 6 and 8	77 00
No. 1 Barn 1 x 10	79 00
No. 2 Barn 1 x 6 and 8	71 00
No. 2 Barn, 1 x 10	73 00
No. 3 Barn 1 x 6 and 8	63 00
No. 3 Barn 1 x 10	65 00
Box 1 x 6 and up	56 00
Box 1 x 10	57 00
Box 1 x 12	58 00
Box 1 x 13 and up	59 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	117-122	99-104	76 - 78
5/4 to 8/4	133-135	106-108	76 - 83
10/4 to 16/4	143-145	118-120	85 - 87

RED BIRCH

4/4	149-151	118-120	79 - 81
5/4 to 8/4	152-164	127-129	88 - 90

SAP BIRCH

4/4	145-149	118-120	79 - 81
5/4 and up	150-153	121-123	82 - 84

SOFT ELM

4/4	129-130	109-111	61 - 65
5, 6 & 8/4	137-139	117-119	69 - 71

BASSWOOD

4/4	129-131	114-116	56 - 58
Thicker	133-141	117-124	64 - 67

PLAIN OAK

4/4	166-171	138-142	74 - 76
5/4 to 8/4	177-181	148-152	84 - 87

ASH, WHITE AND BROWN

4/4	147-149	122-126	68 - 71
5/4 to 8/4	163-167	130-132	82 - 74
10/4 and up	190-192	145-148	73 - 78

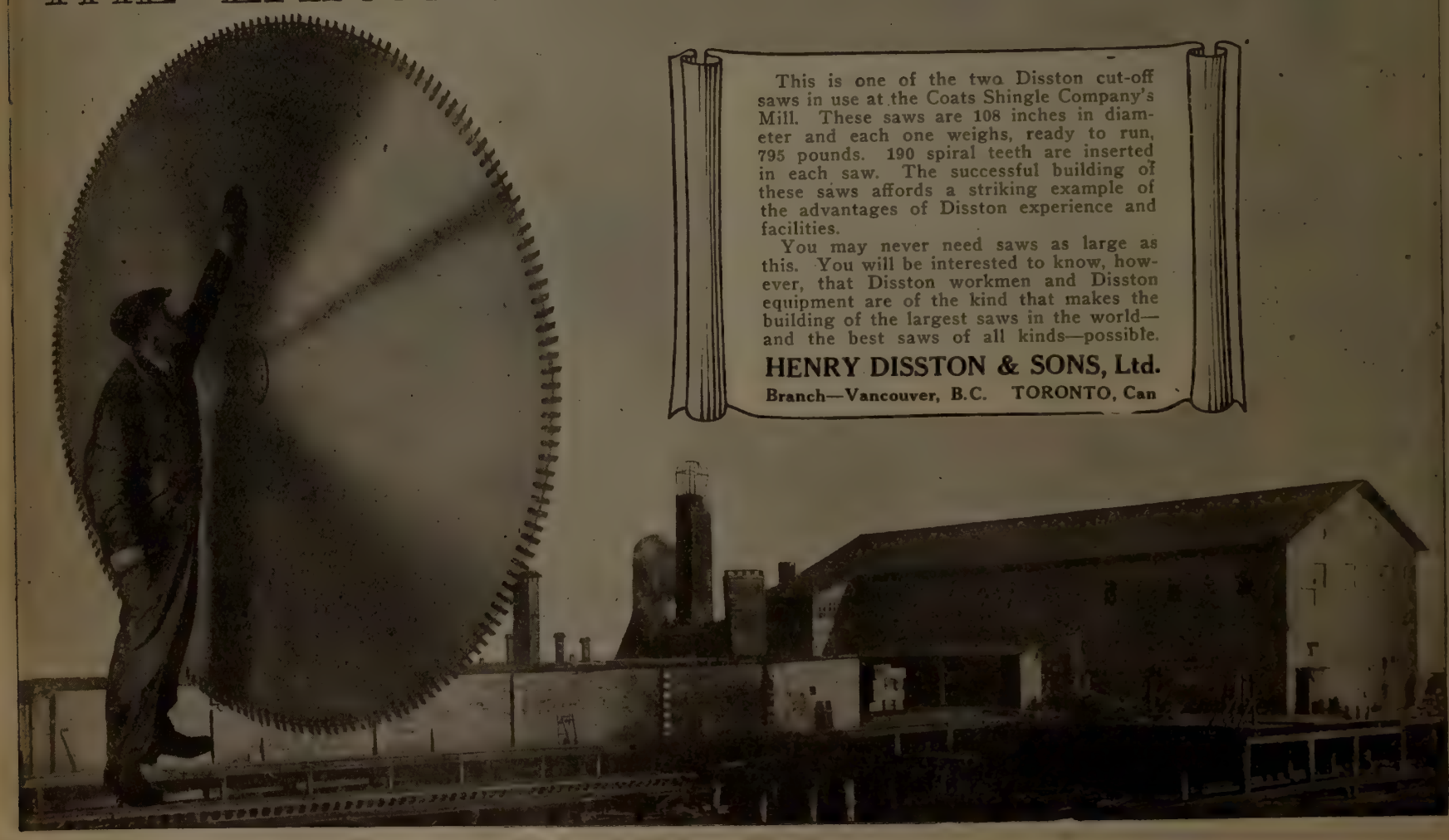
BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

White pine uppers, 1 in.	$206 00
White pine uppers, 1¼, 2 in.	210 00
White pine uppers, 2½, 3 in.	236 00
White pine uppers, 4 in.	246 00
Selects, 1 in.	186 00
Selects, 1¼, 2 in.	190 00
Selects, 2½, 3 in.	225 00
Selects, 4 in.	235 00
Fine common, 1 in., 30 per cent. 12 in. and up	165 00
Fine common, 1 x 8 and up	162 00
Fine common, 1¼ to 2 in. .. 168 00	170 00
Fine common, 2½ and 3 in...	215 00
Fine common, 4 in...	225 00
1 in. shaky clear	90 00
1¼ to 2 in. shaky clear	95 00
1 in. No. 2 dressing	90 00
1¼ to 2 in. No. 2 dressing ...	90 00
No. 1 Cuts, 1 in.	100 00
No. 1 Cuts, 1¼ to 2 in. ...	105 00
No. 1 Cuts, 2½ and 3 in.	125 00
No. 2 Cuts, 1 in.	70 00
No. 2 Cuts, 1¼ to 2 in. 75 00	80 00

Barn Boards, No. 1, 1 x 12 ...		90 00
No. 1, 1 x 10 ...		81 00
No. 1, 1 x 8 ...		79 00
No. 2, 1 x 12 ...		80 00
No. 2, 1 x 10 ...		78 00
No. 3, 1 x 8 ...		77 00
No. 3, 1 x 12 ...		68 00
No. 3, 1 x 10 ...		66 00
No. 3, 1 x 8 ...		65 00
No. 1 Clear		
Can. spruce, No. 1 and clear, 1 x 4 to 9 in.		110 00
1 x 10 in.		110 00
No. 1, 1 x 4 to 7 in.		95 00
No. 1, 1 x 8 & 9 in.		95 00
No. 1, 1 x 10 in. ..		98 00
No. 2, 1 x 4 & 5 in.		57 00
No. 2, 1 x 6 & 7 in.		60 00
No. 2, 1 x 8 & 9 in.	63 00	68 00
No. 2, 1 x 10 in.....		68 00
No. 2, 1 x 12 in.		71 00
Spruce, 12 in. dimension		64 00
Spruce, 10 in. dimension		62 00
Spruce, 9 in. dimension		61 00
Spruce, 8 in. dimension		60 00
2 x 10 in. random lengths. 8 ft. and up	53 00	55 00
2 x 12 in., random lengths . ..	55 00	57 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7	48 00	50 00
3 x 4 and 4 x 4 in.	56 00	60 00
2 x 8 in.	58 00	60 00
All other random lengths, 7-in. and under, 8 ft. and up	54 00	55 00
5-inch and up merchantable boards, 8 ft. and up, p 1s ..		55 00
1 x 2		55 00
1 x 3		53 00
1½ in. spruce lath		10 00
1½ in. spruce lath		12 00
New Brunswick Cedar Shingles		
Extras	8 50	9 00
Clears	8 00	8 50
Second Clears		6 00
Clear Whites		5 50
Extra 1s (Clear whites in) ..		4 50
Extra 1s (Clear whites out) ..	3 50	4 00
Red Cedar Extras, 16-in. 5 butts to 2-in.		6 70
Red Cedar Eurekas, 18-inch, 5-butts to 2-in.		10 00
Red Cedar Perfections, 5 butts to 2¼		11 00
Washington 16-in. 5 butts to 2 in. extra red cedar		6 50

THE LARGEST SAWS IN THE WORLD



This is one of the two Disston cut-off saws in use at the Coats Shingle Company's Mill. These saws are 108 inches in diameter and each one weighs, ready to run, 795 pounds. 190 spiral teeth are inserted in each saw. The successful building of these saws affords a striking example of the advantages of Disston experience and facilities.

You may never need saws as large as this. You will be interested to know, however, that Disston workmen and Disston equipment are of the kind that makes the building of the largest saws in the world—and the best saws of all kinds—possible.

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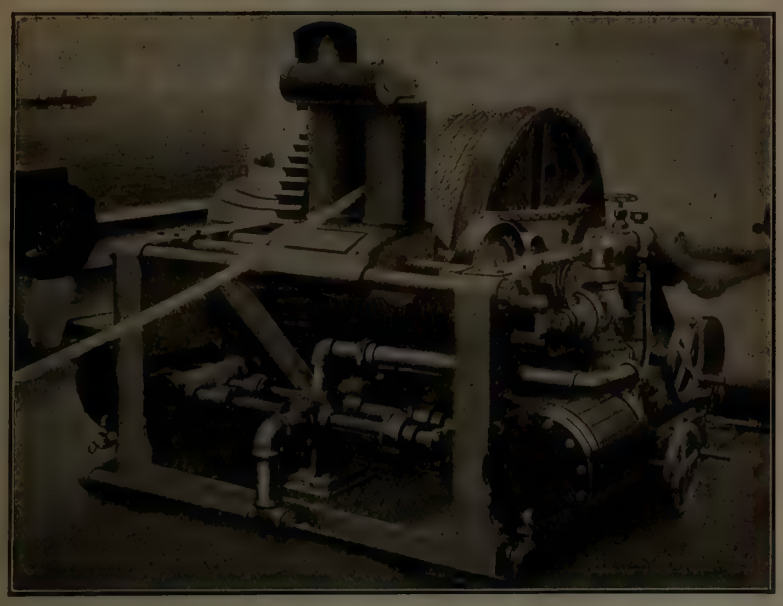
The Modern Way— The Efficient Way



The installation of the Corbet Automatic Steam Towing Machine will put your towing or wrecking tug on an up-to-date operating basis. This means greater efficiency and greater economy. In use on the largest tugs and barges in the world. Write our nearest agent.

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A. R. Williams Machinery Company, St. John, N.B.
A. R. Williams Machinery Company, Halifax, N.S
H. L. Drullard, Esq., 30 Church Street, New York, N.Y

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A big fast feed capacity saw with adjustable feed rolls for feeding short stock. Mandrel is extended for gang ripping and has four bearings. This is a production machine of the highest type and which will prove a cost reducer in any type of woodworking plant.

Write for circular and price.

Hall & Brown Wood Working Machine Co

Saint Louis, U. S. A.

Home Office and Factory, 1913 to 1933 North Broadway

"Plus Service" Transmission

Service, not price, should be the basis on which your purchases of belting are made. The highest-priced belt is built to give maximum service and is the most economical.

Low-priced belting is the most expensive, for it cannot be expected to wear and usually doubles its first cost in expensive repairs, power waste and lost production.

The possibilities of waste in buying and placing belts is so great that no one but a belting expert should ever be permitted to select a belt for even the most unimportant purpose.

It isn't necessary that you maintain a belting expert. We have established a special service department in charge of belting engineers who will, without cost, gladly take the responsibility of making your transmission belting give Plus-Service by keeping its cost at the minimum. They will specify

Dominion Friction Surface Belting

because of its unbroken record of satisfactory performance, but only when it will most efficiently meet your requirements.

Phone or wire our nearest service branch that you may test the value of this service.

CANADIAN CONSOLIDATED RUBBER CO., LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Our Dominion Hose, Packing and Industrial Rubber Goods are all the Same High Standard as Dominion Friction Surface Belting.

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For Consistent Service

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Motor Trucks

Come First

This is the verdict of users who have tried them out by years of constant heavy work; and by comparison with other makes.

The idea behind the build of every Hurlburt Truck is the best that money and brains can produce regardless of cost. That idea has been realized in actual performance.

No lumberman should buy a truck without first knowing the specifications of the Hurlburt.

Write for further particulars.

MARTEL & GUILBAULT

Distributors of Hurlburt Trucks

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We make several brands of fire brick made by every known process of manufacture from a selection of various high grade Pennsylvania clays. This enables us to furnish the best adapted fire brick for your boilers, dutch ovens, refuse burners, kilns, etc.

We specialize in fire brick for power plants and if you will advise us whether your boilers are hand fired or stoker fired and kind of fuel used we can then give you the proper brick for your work.

We carry a large stock of our different brands in various sizes and shapes in our Hamilton warehouse, which enables us to ship at once.

We manufacture the following well-known brands:

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Write for copy of our catalogue, "Refractory Efficiency Engineering."

Elk Fire Brick Co. of Canada, Ltd.

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Branches at Halifax, Sydney and New Glasgow, N.S.

Elevated Steel Water Tanks

Provide Real Protection
Reduce Insurance Rates

Our All Steel Elevated Water Tanks will not rot out, leak, burn or burst—they last a lifetime, and operate successfully in the coldest latitudes.

CANADIAN CHICAGO BRIDGE & IRON CO., Ltd.

MONTREAL, QUE., 260 St. James St.
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Gerlach Machinery

PRODUCES THE BEST as Well as the Cheapest

Tight or Slack Staves, Headings, Kegs, Barrels and Short Box Shooks

100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

DIXIE PORTABLE GASOLINE DRAG SAW
Present Price $270.00 with 1 Blade

Circular, Drag and Cylinder Saws made since 1854

The Peter Gerlach Co.

Established 1854

Cleveland, Ohio

STANLEY PROCESS ALLOYS
Virgin Metals
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STANLEY PROCESS
produce BABBITTS capable of withstanding longer wear. Ordinary Babbitts can be made of any material—usually scrap metals.
Pay the right price for Babbitt and you'll lower your yearly cost.
BRITISH SMELTING & REFINING Co. Limited.
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When It Comes to Rope—

the best is the cheapest

Too much is dependent upon the rope you use—the safety of your men and horses, the operation of your plant—to take chances on inferior, little known brands. By insisting on Lion Brand Cordage you are assured of a rope, 100% efficient, composed of the best materials only--subjected to exacting tests before leaving the plant.

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"As Strong as Its Name"

Consumers Cordage Co., Limited

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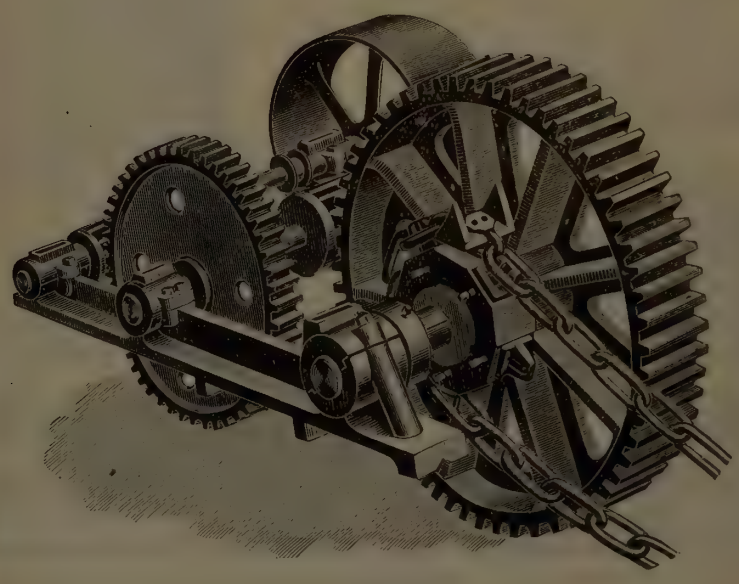
"HAMILTON" PRODUCTS



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"Hamilton" Machinery is built in a plant that has been specializing in **High Grade Dependable Saw Mill, Pulp Mill and Hydraulic Equipment** for over sixty years. We guarantee our products in material, design and workmanship to be the equal of any on the market, and to give perfect satisfaction wherever used.

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SAW MILL

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Capstans for Warping
Log Jacks
Log Deck Equipment
Band Mills
Log Carriages
Set Works (steam & hand)
Edgers
Husk Frames
Live Rolls and Drives
Slashers
Trimmers
Cut-off Saws
Lath Mill Machinery
Shingle Mill Machinery
Filing Room Machinery
Resaws (circular)
Hogs
Drag Saws
Gang Circulars
Twin Circulars
Steam Feeds
Friction Feeds
Transmission Machinery
Haul-up and Transfer Chains

SAW MILL—Cont'd.

Refuse Burners
Conveyors
Engines (slide and piston valve)
Boilers
Feed Water Heaters

PULP MILL

Log Haul-Ups
Pulp Wood Slashers
Pulp Wood Conveyors
Barking Drums
Centrifugal Pulp Screens (horizontal and vertical)
Pulp Grinders
Centrifugal Pumps
Triplex Stuff Pumps
Slusher Tanks
Chippers
Chip Crushers
Chip Screens (rotary and flat)
Digester Fittings
Push Fans
Agitator Drives
Refuse Burners
Transmission machinery

HYDRAULIC POWER PLANT

Water Wheels
Water Wheel Governors
Head Gate Hoists
Stop Log Winches
Trash Racks
Butterfly Valves
Power Transmission
Hand Power Travelling Cranes
Steel Feeder Pipes
Surge Tanks

GENERAL

Gray Iron Castings
Brass Castings
Special Machines built to order
Patterns
Structural Steel Work
Transmission Machinery
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Tanks
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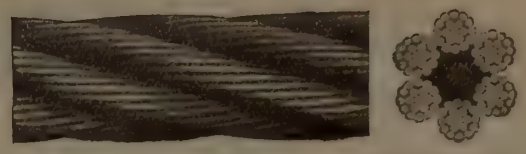

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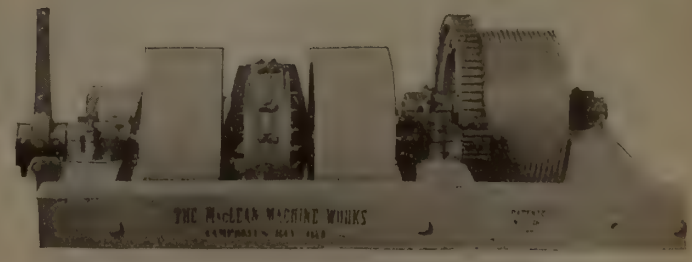

THE MACLEAN MACHINE WORKS, Campbell's Bay, Que.

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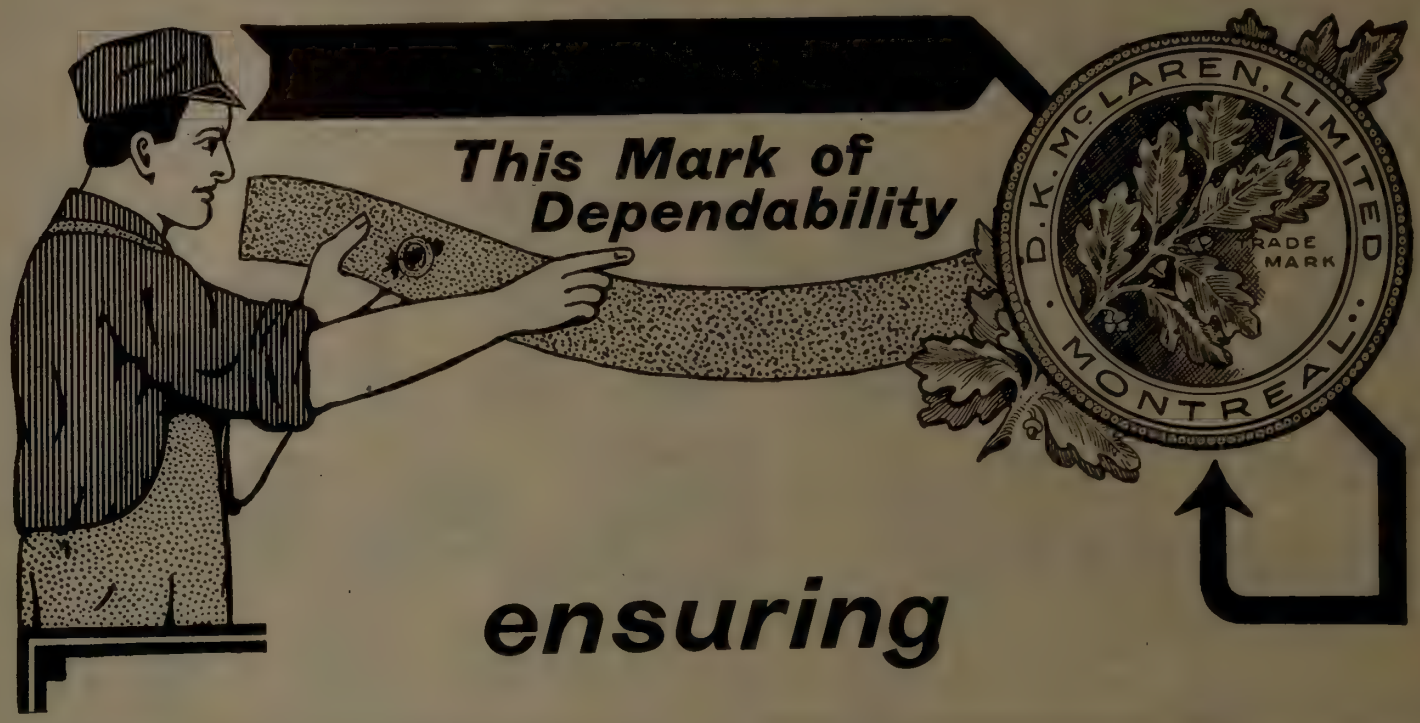

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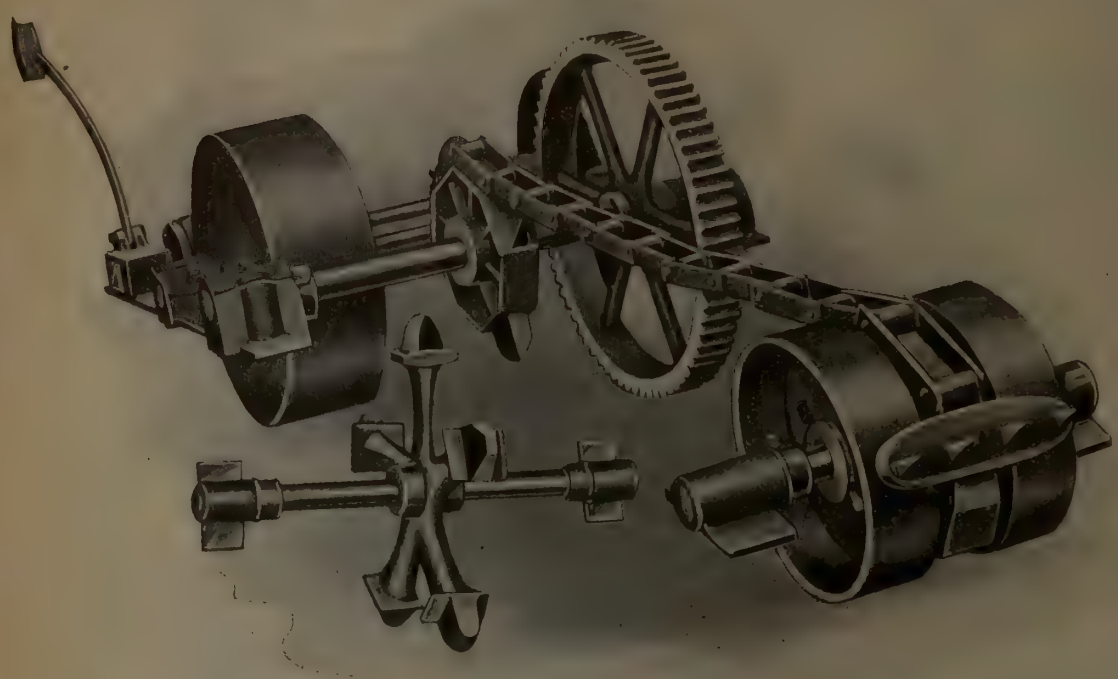
The Log Jack for Heavy Work



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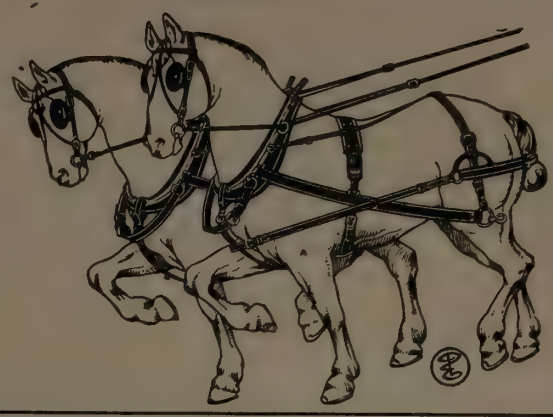

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Waterous Engine Works Company
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Mershon & Company, W. B.

BAND SAWS
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Dominion Belting Co.
General Supply Co. of Canada, Ltd.
Graton & Knight Mfg. Company

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BELTING
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Beardmore Belting Company
Cam-Fish Company
Canadian Consolidated Rubber Co.
Dominion Belting Co.
General Supply Company
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Goodyear Tire & Rubber Co.
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Gutta Percha and Rubber Company
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Manhattan Rubber Mfg. Co.
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Waterous Engine Works Company
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Shimer Cutter Head Company

CYPRESS
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Hamilton Company, Wm.
Jeffery Manufacturing Company
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Hamilton Company, William
Waterous Engine Works, Company

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Reynolds Company, Limited
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Dunfield & Company
Edwards & Co., W. C.
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Gloucester Lumber Company
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Waterous Engine Works Company
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Hose for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions.

Fire Hose One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion.

Gutta Percha & Rubber, Limited

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
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Beardmore Extra Quality Waterproof Cement Leather Belting

For the Wet Place

Tell us your belting troubles and we can help you.

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Large stocks available for immediate shipment

WIRE ROPE
For Every Requirement

Bare and insulated electrical wire and cable, carried in stock at each of our district warehouses. Let us quote you on your requirements.

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We can supply you with Siemens-Martin Steel, Crucible Cast Steel, Plough Steel, and Extra Plough Steel in all Standard Sizes.

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LUMBERMEN'S EQUIPMENT

THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA CANADA

For the Profitable Output of Lath and Pickets

The No. 3 Lath Machine pictured above is undoubtedly the most popular in use in Canada today. As a money maker it has made a name for itself in many of the largest lath mills of the Dominion. In selecting it for your mill you will obtain a machine capable of maximum production free from breakdowns and frequent repairs.

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Orillia Canada

Robt. Hamilton & Co., Vancouver
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In Big Mills Everywhere in Canada

In Canadian mills where quality and quantity are equally important, Waterous Sawmill Equipment is used as a matter of course.

WATEROUS SAWMILL MACHINERY

As an example, the Spanish Mills Lumber Co., of Cutler, Ont., are using two Waterous 8 ft. New Model Bandmills for handling their daily cut of 125,000 feet in ten hours. More than fifty other large Canadian mills have installed these machines within the past five years.

One of them writes:

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Only good equipment will show a record like this.

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It Lasts Longer if "Waterous-built."

MOLSONS BANK BUILDING, VANCOUVER, B. C.

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Use your motor truck for this work by installing a BAY CITY WINCH.

You can load your truck or a trailer without other power than the truck engine. It saves time, money, men and labor.

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1601 Water Street **BAY CITY, MICH.**

Not altogether what we say, but what users say

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Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

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Limited

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

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Send for Catalogue and Price List.

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Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO

MADE IN CANADA

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Vol. 40 Toronto, July 15, 1920 No. 14

Canada Lumberman & Wood Worker

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OTTAWA, ONT.

For Lumbermen's Clothing and Supplies

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INSURANCE
Specialists in LUMBER and WOODWORKING Plants

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Two—three—five—ten, precious minutes, yesterday, today, tomorrow—by the careless employee who is never in "on time."

Why should he? He knows he'll get paid for eight—for ten hours ——whether he works the eight or ten hours or not—that is, if his employer has not yet installed a time recorder.

How many minutes are lost from you each day? Enough to pay for an "International" in a short time. Think it over.

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Balata Belting
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The best belt for sawmills.
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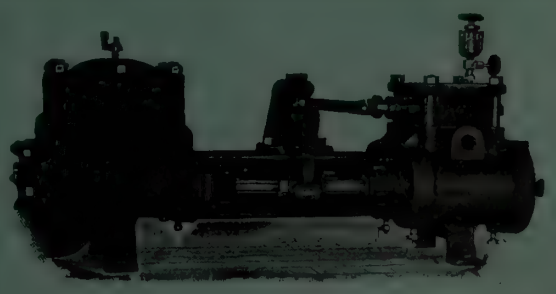

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The Pumps for Long, Hard Service
The Smart-Turner Machine Company, Limited
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No metal to rust or corrode. Lighter than wooden pails and more durable than metal ones.

Made in the Eddy plant at Hull—the home of the famous Eddy matches.

The E. B. EDDY COMPANY, Limited, Hull, Canada

Alphabetical Index to Advertisers, Page 86 Classified Directory to Advertisements, Page 9

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PATENT

The Waterproof Belting that will not Stretch

It is on the long drives—the heavy drives—that "Gripoly" particularly distinguishes itself.

There are many such instances in the mill—perhaps in your mill——where, due to unsuitable belting, the frequent breakdowns and short life of the belt sends transmission costs soaring.

If this has been your experience an investigation of the merits of "Gripoly" will bring you big returns.

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Stocked and Sold by

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Importers and Manufacturers of Engineering Supplies

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We offer the following (New Sawing):—

Merch. Spruce

1 x 3 x 6/20	2 x 3 x 6/20	3 x 3 x 6/20
1 x 4 x "	2 x 4 x "	3 x 4 x "
1 x 5 x "	2 x 5 x "	3 x 5 x "
1 x 6 x "	2 x 6 x "	3 x 6 x "

Can Resaw and D & M at Shipping Point.

WHITE PINE LATH, MILL RUN

1 Car 1½ x 3/8 x 4 ft.—Green.
1 Car 1½ x 3/8 x 32"—Green.

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ITEM No. 2—2 cars 1 x 4 & 6—9′ No. 1 & 2 clear fir car siding, kiln dried.
ITEM No. 3—3 cars 1 x 6, 5 ft. car roofing.
ITEM No. 4—4 cars 1 x 4 & 6, 5 ft. 3 in. car roofing.
ITEM No. 5—2 cars No. 1 & 2 rough clear fir, 2 x 6 and wider.
ITEM No. 6—1 car 1½ x 6 to 12 rough clear fir, edge grain cut, full 1½".
ITEM No. 7—5 cars 1 & 2" by 6 to 12" rough clear fir.
ITEM No. 8—1 car 1 x 4 No. 1 & 2 edge grain flooring.
ITEM No. 9—2 cars 1 x 3 No. 1 & 2 edge grain flooring.
ITEM No. 10—1 car flat grain silver fir flooring.
ITEM No. 11—1 car ⅝ ceiling, kiln dried.
ITEM No. 12—1 car 1 x 3 No. 1 & 2 silver fir flooring.
ITEM No. 13—1 car 1 x 3 silver fir ceiling.
ITEM No. 14—3 cars clear birch flooring, 1¾", 2", 2¼" and 2½" faces.
ITEM No. 15—3 cars clear birch flooring, 2", 2¼", and 2½" faces.
ITEM No. 16—15 cars clear birch flooring, 1¾", 2¼" and 2¾" faces.
ITEM No. 17—Hemlock timbers at Madawaska,—
12 x 12—1/10, 24/12, 3/13, 36/14, 26/15, 280/16, 14/17, 24/18, 5/19, 17/20, 7/22, 4/23, 11/24, 4/25 89,392 ft.
10 x 12—3/10, 18/12, 6/13, 33/14, 5/15, 194/16, 19/17, 25/18, 2/19, 12/20, 1/22, 1/25 50,630 ft.
ITEM No. 18—20 cars 3 x 5 finished clear No. 1 edge grain ships decking.
ITEM No. 19—10 cars 2½ x 5 finished clear No. 1 edge grain ships decking.
ITEM No. 20—25 cars 1 x 8 No. 1 com. fir shiplap.
ITEM No. 21—21 cars 1 x 10 No. 1 com. fir shiplap.
ITEM No. 22—10 cars 1 x 8 No. 1 com. cedar shiplap.
ITEM No. 23—15 cars 1 x 10 No. 1 com. cedar shiplap.
ITEM No. 24—22 cars 1 x 8 & 10 No. 1 Western hemlock shiplap.

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Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

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Limited

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White, and Norway Pine Lumber Lath and Dimension Timber

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LIMITED

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RITE GRADE SHINGLES

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Stock is all even lengths, and milled to Ontario Standards.

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With each shipment of our

White Pine

there is the quality because it is cut from the best growths in Ontario, the proper manufacture due to our excellent milling facilities; and the right grading because we invariably satisfy.

Try us with your next order.

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The actual net shortage increased 28 per cent. from the second week in May to June 8th.

You should put your stock in good shape before the grain moving begins, which according to early reports will require all available box cars to handle.

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CANADIAN HARDWOOD LUMBER

Mill Cuts Purchased at Highest Cash Prices

THE ATLANTIC LUMBER CO.

310 MANNING CHAMBERS

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Dry White Pine Common Boards

Also BOX and CRATING STOCK in PINE, SPRUCE and POPLAR

We Manufacture White and Red Pine, Spruce and Poplar Lumber, Boxes, Shooks, Lath and Ties.

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1 in., 1¼ in., 1½ in., 2 in., and 3 in., Dry Basswood

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All thicknesses and grades in

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FOR IMMEDIATE SHIPMENT

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Hard Maple, Birch, Rock Elm, Soft Elm, and if necessary can take green

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Lath Outputs, Spruce, Hemlock, Pine, and Basswood Stocks.

Communicate with us before closing

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Established Twenty Years

Liberal Prices Fair Inspection

Prompt Payment

Advances to reliable parties if needed, send us list of anything you have to sell.

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FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Allen, Secord, Falconbridge and Street.

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Stocks of Hemlock, Spruce and Pine

All Grades

Advances made during operations

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Bleached Sulphite Pulp Mill. Saw Mills (all Band Saw Mills). Shingle Mill

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Glendyne, Que.	C. N. Ry.	Fredericton, N. B.	C. P. Ry. and C. N. Ry.
Estcourt, Que.	C. N. Ry.	Nelson, N.B.	C. N. Ry.
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Bleached Sulphite Mill, Edmundston, N. B. ... Railway Connection, C.P.R., C.N.R. and Temiscouata Ry.

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QUALICUM QUALITY LUMBER
Rough Fir Timbers
Any size up to 60 feet long
Select Grades a Specialty
FIR PIPE and TANK STOCK
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Doors, Windows, Architraves and all kinds of Mill Work, done by experts.
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To the Mill Man—I'm always in the market for Lumber, Shingles and Lath.
Please mail lists of your stock

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Largest Producers of **Railroad Ties** *In the Dominion*

Pine and Spruce—Lumber—Lath—Piling
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FIRST CLASS PLANING-MILL EQUIPMENT

Facilities for delivering Pulpwood to Michipicoten Harbour, Lake Superior

Splendid facilities for Dressing and Matching in straight car lots, one or more widths

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White Pine, Norway, Spruce and Hemlock

— Our Stock of White Pine Consists of —

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One by four and up No. 2 Culls
5/4 by four and up Mill Cull.

We can now saw bills in Norway and White Pine

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NATIONAL BUREAU OF STANDARDS
CANADIAN GOVERNMENT

and receives the highest classification of the American Bureau of Shipping and of Lloyds Register of Shipping.

Canadian remittances accepted at par.

STRATFORD SERVICE and QUALITY

are worth more than the price asked.

GEO. STRATFORD OAKUM CO.
Jersey City, N. J.

WOOD-MOSAIC CO., Inc.
Main Office, New Albany, Indiana.
Band Mills:—New Albany, Ind., Louisville, Ky., Jackson, Tenn. Cincinnati, Ohio.

QUARTERED WHITE OAK
30,000' 5/8" No. 1 Common and Better.
24,000' 3/4" No. 1 Common and Better.
150,000' 5/4" No. 1 Common.

QUARTERED RED OAK
30,000' 4/4" 1sts and 2nds.
100,000' 4/4" No. 1 Common.
50,000' 5/4" 1sts and 2nds.
30,000' 5/4" No. 1 Common.
15,000' 6/4" 1sts and 2nds.
30,000' 6/4" No. 1 Common.

PLAIN WHITE OAK
50,000' 4/4" No. 2 Common.

PLAIN RED OAK
25,000' 4/4" FAS.
15,000' 4/4" No. 1 Common.
50,000' 4/4" No. 2 Common.
10,000' 5/4" No. 1 Common and Better.
40,000' 6/4" No. 1 Common and Better.
15,000' 8/4" 1sts and 2nds.
15,000' 8/4" No. 1 C. & B. Red & White.

POPLAR
3,000' 8/4" 1sts & 2nds, Sap no defect.
2,800' 8/4" 1sts and 2nds, 18" and up.
5,000' 12/4" No. 1 Com. and Btr.

WALNUT
60,000' 1/2" No. 1 Common and Better.
65,500' 5/8" No. 1 Common and Better.
10,000' 4/4" No. 1 Common.

BASSWOOD
20,000' 4/4" No. 2 Common and Better.

HICKORY
15,000' 6/4" No. 2 Common and Better.
20,000' 7/4" No. 2 Common and Better.
10,000' 8/4" No. 2 Common and Better.

Stock to be advertised in May, 1920.

F. N. Waldie, President. R. S. Waldie, Vice-President. W. E. Harper, Secretary.

The Victoria Harbor Lumber Co., Ltd.

Manufacturers of

Lumber and Lath

Mills at Victoria Harbor, Ont.

HEAD OFFICE,
12-14 Wellington Street East, TORONTO, ONT.

Frank H. Harris Lumber Company, Ltd.

Manufacturers and Wholesalers of

Yellow Pine and Southern Hardwoods

Yellow Pine in Transit at all Times

To Canadian Mills — We are in The Market

For cuts of Hard and Soft Woods

Write us what you have to offer

Mills (HIGH POINT, MISS. (LAKE, MISS.

Office: 814 Excelsior Life Building, TORONTO

REGISTERED H.B. P.K. TRADE MARK

HALL BROS. LIMITED

LUMBER & TIMBER

TORONTO CANADA

Manufacturers and Wholesalers of

ALL FOREST PRODUCTS

We Specialize in Canadian Hardwoods and Ship Timber

Correspondence Solicited

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Telephone Main 2806 Cable Address "Halbro" Toronto

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We pay best prices for

Canadian Hard and Soft Woods

Let us hear from you!

Lumber Market & Exchange

Telephone Main 7185

34 Victoria Street . - TORONTO

ALABAMA HEWN OAK TIMBER:—

HARDWOOD LOGS:—

Trade T Mark

Reg. U. S. A.

THE S. K. TAYLOR LUMBER COMPANY

Exporters Mobile, Alabama, U.S.A. Cables "Taylor, Mobile"

Plunkett-Webster Lumber Co.

33 West 42nd St., New York

We are in the market for considerable quantity of

Canadian Brown Ash

Manley Chew

Midland, Ontario

MANUFACTURER OF

White and Red Pine, Hemlock, Maple, Birch and Beech. Fibre Boards

COX, LONG & CO., LTD.

ARE THE EXPORTERS OF THE

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BRAND

White Pine Quebec Hardwoods
Red Pine Quebec Spruce
ALSO LOWER PORT SPRUCE

(BEST STOCKS)

LONDON: (Head Office) 17 Sherborne Lane, E.C. 4
Cables: "Lignitic" London

MONTREAL: 433 Coristine Building

McAuliffe Davis Lumber Co., Ltd.

OTTAWA

Wholesale Lumber

NORWAY WHITE PINE
SPRUCE - HEMLOCK

We make a specialty of mixed cars shipped from our Ottawa yards.

Two Planing Mills for Transit Dressing

B. C. TIMBER in Stock at Ottawa

Anderson, Shreiner & Mawson

WHOLESALE LUMBER

WANTED

ROOM 5-6 PHOENIX BLDG.
43 VICTORIA STREET
TORONTO

We are in the Market for All Kinds of Hardwood and Softwood Lumber

Highest Prices Paid

MILLS AT
KING LAKE and EAGLE LAKE, ONT.

Write or Wire Us, or Phone Main 1604.

Canadian Tie and Lumber Co.

LIMITED

511 Temple Building,
Toronto, - Ontario

Phone Main 1151.

Jack Pine Ties at Loaders

We ship Ties
every day
in the year.

Cutting Capacity 300,000 Ft. per Day

McFADDEN & MALLOY

Red & White Pine **LUMBER** In Any Quantities

The above is supplied by us in all standard grades and dimensions. All lumber is of guaranteed quality and grade as ordered. Our location and facilities enable us to give our patrons the utmost in service and prompt shipments. Let us quote on your requirements. You will find our prices right, and our product satisfactory.

Mills at: - SPRAGGE, ONT. & BLIND RIVER, ONT.

Your Stocks will contain No White Elephants if You Place Your Orders with Us

ANY CHANCE of "white elephants" being among the shipments leaving our yards is made impossible by reason of our graders, who rigidly enforce our standard: "Quality First." It makes no difference whether your order be for a thousand feet or a carload—a rush order or otherwise—we give to each that same careful attention which means true satisfaction. A trial order would convince you.

G. A. Grier & Sons
Limited

MONTREAL
1112 Notre Dame St. West

TORONTO
507 McKinnon Building

ESTABLISHED 1871

The Rat Portage Lumber Co., Limited, Vancouver

MANUFACTURERS OF

Douglas Fir, Spruce, Cedar and Hemlock Lumber

Rough Timbers, Dimension, Flooring, Ceiling, Siding, Interior and Exterior Finish of all kinds including Mouldings. Fir, Spruce and Cedar Lath

Prompt shipment of Fir timbers in all sizes and up to 100 feet in length

AIR DRIED CEDAR SHINGLES We specialize in supplying air dried Cedar Shingles, these cost more than kiln dried Shingles but make a better roof and last much longer

I offer the following stock for immediate shipment :

1	Car	5/8	Quartered White Oak,	No. 1 Common and Selects (In transit).
5	"	4/4	" " "	FAS, all the wide in.
5	"	4/4	" " "	No. 1 Common.
2	"	4/4	" " "	No. 2 Common.
10	"	4/4	Plain White Oak,	No. 2 Common.
5	"	8/4	" " "	No. 1 Common.
2	"	4/4	" " "	FAS.
3	"	12/4	" " "	Com. and Btr., 50 per cent. 10 in. and wider.
5	"	6/4	Chestnut, FAS.	
5	"	6/4	Sound Wormy Chestnut.	
3	"	8/4	" " "	
1	"	5/4	" " "	
1	"	5/4	FAS "	
7	"	4/4	Sound Wormy Chestnut.	
1	"	4/4	x 13 and up, FAS Sap Gum.	
1	"	8/4	No. 1 Com. and Btr. Quartered Red Gum (In transit).	

Write, wire or phone for prices.

PERCY E. HEENEY, Wholesale Lumber

207 Weber Chambers, KITCHENER, Ont.

I HAVE IT

All Grades in White Pine Lath A Specialty

Milling in Connection

E. J. MOORES, Jr.

MIDLAND CANADA

LET'S GET TOGETHER

Planing Mill Stock

CYPRESS

Soft, Dry Stock, Finest Grades—
All Thicknesses— 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

Yellow Pine Finish

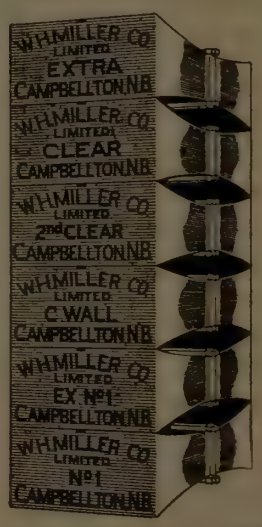
Kiln Dried, Soft, Short Leaf Kind

Stock Widths 4/4 5/4 6/4 8/4 by 4", 6", 8", 10", 12",

Also OAK, ASH, POPLAR, GUM

WISTAR, UNDERHILL & NIXON

Real Estate Trust Bldg., Philadelphia, Pa.



We Specialize in—

New Brunswick White Cedar Shingles

We also manufacture

Spruce and Pine Lumber, Lath, Cedar Ties, etc.

Shipments by Rail and Water.

W. H. MILLER CO., LTD.

Campbellton, N. B.

River Ouelle Pulp & Lumber Co.

Manufacturers of

SPRUCE

Lumber Lath Pulpwood

Head Office and Mills at:

St. Pacome, Que., Canada

On I. C. Ry. 75 Miles East of Quebec City

Also Mills at:

Crown Lake, Powerville Riv. Manie
On Nat. Transcontinental Ry.

New Ontario Colonization Co., Ltd.

MANUFACTURERS

Spruce
Tamarack
Poplar

Dressing and Matching Our Specialty.

Will Supply Straight or Mixed Cars

Rossed
Pulpwood
Lath

Sales Office: BUFFALO, N. Y.
503 Niagara Life Bldg.

Mills: JACKSONBORO, ONT.
Transcont. Div. Can. Nat. Rys.

The Fesserton Timber Co., Ltd.

MANUFACTURERS AND WHOLESALERS OF

LUMBER, LATH, Etc.

We Specialize in the production of

White Pine Red Pine Spruce Hemlock Hardwoods

Always in touch with the best sources of supply we are able to select from high grade forest products, and with first rate milling facilities can guarantee not only quality of lumber but quality of manufacture as well.

Also our mills are located at the most advantageous points for speedy delivery.

Place your orders with us and they will have prompt and intelligent handling and you will receive a service with your lumber requirements that is second to none.

We shall be pleased to have your enquiries.

15 Toronto Street, TORONTO, ONT.
Phone Main 795-796

Western Office:
VANCOUVER, B.C.

The Oliver Lumber Co.

of Toronto Limited

Office, 6 King Street West. Phone Adelaide 257
Yard, Foot of Spadina Avenue. Phone Adelaide 983

OFFER FOR IMMEDIATE SHIPMENT—

AT COE HILL, ONT.:

100,000 ft.	8/4	MAPLE, No. 2 Common and Better.
75,000 "	10/4	" " " " "
25,000 "	12/4	" " " " "

AT MARLBANK, ONT.:

100,000 ft.	4/4	ELM, Mill Run.
15,000 "	6/4	" No. 2 Common and Better.
25,000 "	10/4	" " " " "
5,000 "	6/4	ROCK ELM, Mill Run.
5,000 "	8/4	" " " "

AT UDNEY, ONT.:

100,000 ft. 4/4 SOFT ELM, Mill Run.

The

Powell-Myers Lumber Co.

MANUFACTURERS
Auto and Wagon Rims
also Hardwood Lumber

Main Office: SOUTH BEND, INDIANA

Mills: Argos, Rochester and Wyatt, Indiana

ROBERT BURY & CO.
(CANADA), LIMITED
1 Spadina Avenue - TORONTO

English Office:
BOOTLE, LIVERPOOL

Eastern Branch:
Lewis Bldg., MONTREAL

Lumber Yards, Dry Kilns, Dimension Mill, and Veneer Warehouse at Toronto

Our Dry Kilns have a capacity for drying 200,000 feet per month. We will dry your transit cars.

All Canadian and American Hardwoods

MAHOGANY (250,000 feet all sizes and grades)

THIS WEEK'S SPECIALS

Just unloaded, (no War Tax on Imported Goods)

One Car 1" FAS Figured Mahogany.
Two Cars 1" No. 1 Com. Figured Mahogany.
Three Cars 1" high grade Canadian Chestnut.
One Car ½" & ¼" 3 ply Fir Door Panels.
One Car 1" FAS Walnut.
Two Cars 1" x 12" Clear Spruce.
One Car 3/16" 3 ply Birch Panels.

One Million Feet 1/20" Rotary Cut Poplar, Gum and Birch, very long and wide, cut and inspected for Aeroplanes.

VENEERS Rotary Cut, Sawed and Sliced every description

THREE PLY FIR PANELS

All grades carried in Quarter Sawn White Oak, Gum, Poplar, Walnut, Canadian and Michigan Maple, Birch, Basswood, Elm, Ash, White Maple, Quartered Maple and White Basswood

We Specialize in Mixed Shipments of Dry Hardwoods, Veneers and Panels

This is a good time to conserve your capital by making your purchases in this manner.

Fir and Western Hemlock

Shed Stock and Factory Grades

RED CEDAR Boards and Shiplap

MEMBER MILLS

Alberta Lumber Co., Ltd. — Eburne Sawmills Ltd.
Craig Taylor Lumber Co., Ltd. — False Creek Lumber Co., Ltd.
Dominion Creosoting & Lumber Co., Ltd. — Robertson & Hackett Sawmills Ltd.
Ladner Lumber Mills Ltd.

ASSOCIATED MILLS, LIMITED

Head Office
509-511 Metropolitan Bldg.
Vancouver, B. C.

Eastern Representative
E. D. WARNER
26 - 28 Adelaide St. West, TORONTO
PHONE M. 4995

Cameron Lumber Co., Ltd.

MANUFACTURERS OF

DOUGLAS FIR, HEMLOCK, SPRUCE *and* CEDAR LUMBER

RAIL SHIPMENTS TO ALL PARTS OF CANADA AND UNITED STATES

OFFICE AND MILLS - - VICTORIA, B. C.

CLEAR RED CEDAR

2 cars 6/4 and 8/4 x 6 inches and wider up to 30 inches wide

CLEAR DOUGLAS FIR

1 car 8/4 x 6 and wider up to 30 inches wide — Kiln dried
1 car 4/4 x 6 and wider up to 12 inches wide—Green or kiln dried

FIR DIMENSION

Cut to order and dressed S&E 1/4 Scant

ARROW BRAND CEDAR SHINGLES

ALLEN-STOLTZE LUMBER CO., LTD.

Vancouver, British Columbia

Red Cedar Shingles

B.C. Fir Dimension

FOR IMMEDIATE SHIPMENT

1 Car Clear Fir Finish
1 Car 1x4 No. 1 and 2 F. G. Fir Flooring
5 Cars 2 Inch Rough Common Cedar
5 Cars No. 1 Cedar Shiplap

We have also General Assortment of

FIR AND HEMLOCK YARD STOCKS

Wire Collect

REYNOLDS COMPANY LIMITED

General Offices: VANCOUVER, B.C.

DOMINION LUMBER SALES LTD.

Sole Selling Agents for Two Operating Saw Mills and Two Shingle Mills

We can make immediate shipment of any quantity of Fir Timbers, all sizes.
We have in transit or ready for immediate shipment several cars of 2x, 3x and 5x, high grade shingles. Write for quotations.

IN TRANSIT:

2 Cars 10 x 10, 18′ to 28′
1 Car No. 1 Dim. 2 x 4 to 12′
1 Car 12 x 12, 24′ to 40′ Rough Fir.
1 Car S1 S2 E-4 and 6″ Fir boards.

D. WILLIAMS, 40 Major Street, TORONTO REPRESENTATIVE

WIRE YOUR ORDERS AT OUR EXPENSE

209 Winch Building, VANCOUVER, B.C.

H. M. ELLIS, LTD.

Manufacturers of

Long Fir Timbers

Mill: Lombard, B. C. Office: 118 Pacific Bldg., Vancouver

B.C. Forest Products

We solicit your enquiries for following in all grades and thicknesses—

Fir and Cedar Lumber

Red Cedar Shingles

Western Crown Lumber Company
ROGERS BUILDING - VANCOUVER

How to Reduce Costs of Building

Buy our "Utility" grades of Siding (made in Sitka Pine or Fir), and Flooring (Fir only). They effect a 20% saving. They satisfy the contractor because no extra labor cost is necessary and consumers appreciate the receipt of **maximum value for their dollar.** If you have not used "Utility" grades, write us —no others produce them.

McElroy Lumber Co., Limited

Victoria, B. C.

Mixed Car Specialists

Island Soft Fir
in
Kiln Dried Clears—Rough
Manufactured Clears
Commons and Timbers

Cedar
Timbers
Shiplap
Shop Grades
Shingles

Crating

Long Fir Piling

FIR COMMON LUMBER

Hemlock Boards
Cedar Boards
Federal XXX Shingles

FEDERAL QUALITY

Long Fir Piling
Coast and Mountain Stocks

FEDERAL LUMBER CO., LTD.

470 GRANVILLE ST. *(Wire or Write)* VANCOUVER, B.C.

Dry Western Hemlock Boards and Shiplap

Also 4/4 K. D. Hemlock Clears, Rough

IMMEDIATE SHIPMENT

R. P. Shannon Lumber Company

408 Pacific Building - - - VANCOUVER, B. C.

Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

Timberland Lumber Co., Limited

Head Office: Westminster Trust Bldg., NEW WESTMINSTER, B. C.
Mills at South Westminster, on B.C.E.R.
Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

Edham
Quality Supreme

Red Cedar

SHINGLES

Fir, Cedar & Spruce

LUMBER

Quick dispatch our motto

Edgecumbe-Newham Co., Ltd.

Mill and General Offices
VANCOUVER, B.C.

Thurston-Flavelle, Limited

MANUFACTURERS OF

British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

Straight or mixed cars with XXX and XXXXX Shingles. Stocks carried at Lindsay, Ont., for quick shipment

Full particulars from our Eastern Agents.

Ontario Agents:
Gull River Lumber Co., Ltd., Lindsay, Ont.
Quebec and Maritime Provinces Agents:
Rose-McLaurin Limited, 2 Toronto St., Toronto.

Head Office and Mills, Port Moody, B. C.

Timms Phillips

DOUGLAS FIR LUMBER

RED CEDAR SHINGLES

FOR IMMEDIATE SHIPMENT

2 x 4
2 x 6
2 x 8
2 x 10
2 x 12
} Any lengths up up to 32 ft.

Sized Ontario Standard.

Clear Fir Rough, green or kiln dried, in any sizes.

No. 1 and No. 2 Common Fir, Spruce, Pine, or Hemlock Boards, dressed as desired.

We specialize in Timbers.

Let us quote on your requirements.

"Organized to Serve"

Cars in Transit

AVOCA. C.P. 31876. Shipped June 4th.
27,000' 1 x 3 No. 3 Clear F.G. Fir Flooring.

EGAN. C.P. 56476. Shipped June 22nd.
19,925' 8 x 8—12/20 No. 1 Com. Fir, Rgh.

EGYPT. C.P. 101350. Shipped June 22nd.
18,270' 6 x 6—10/24 No. 1 Com. Fir, Rgh.

EMORY. C. & N. W. 107881. Shipped June 22nd.
21,408' 12 x 12—24/36 No. 1 Com. Fir, Rgh.

DUSTER. G. T. 304678. Shipped June 5th.
9783' 1 x 6 No. 1 C. B.C. Hemlock, Rgh.
7004' 1 x 8 No. 1 C. B.C. Hemlock, Rgh.
2963' 1 x 10 No. 1 C. B.C. Hemlock, Rgh.
836' 1 x 12 No. 1 C. B.C. Hemlock, Rgh.

EDDY. C.P. 320183. Shipped July 2nd.
11,000' 12 x 12—20/36 No. 1 C. Fir, Rgh.
8,000' 12 x 14—20/36 No. 1 C. Fir, Rgh.

EDGAR. M. C. 23583. Shipped June 21st.
15,000' 1 x 8 B. N. Fir Base, No. 1 & 2 Clear.
19,000' 1 x 3 B. N. Fir Casing, No. 1 & 2 Clear.

EDMUNDS C.P. 215464. Shipped June 10th.
14,000' ⅝ x 4 No. 1 & 2 V. Ceiling.
9,000' 1 x 3 No. 1 & 2 E. G. Fir Flooring.
13,000' 1 x 3 No. 1 & 2 F. G. Fir Flooring.

EDNA. C.P. 295335. Shipped June 25th.
15,000' 1 x 3 No. 1 & 2 F. G. Fir Flooring
5,000' 1 x 3 No. 3 F. G. Fir Flooring.
27,000' ⅝ x 3 No. 1 & 2 Fir V Ceiling.

Timbers
Dimension
Boards and Shiplap
Flooring
Ceiling
Siding
Green & Kiln Dried Clears
Red Cedar Shingles
Fir-Pine-Cedar Lath

Timms, Phillips & Co. Ltd.

Yorkshire Bldg., VANCOUVER

Toronto Office:
33 Canada Permanent Building,
Phone Main 2789 18 Toronto Street.
Montreal Office: Room 23—11 St. Sacrament Street.

STOCKS WANTED——

We want to buy cuts of

HEMLOCK
SPRUCE
WHITE PINE
JACK PINE
LATH AND POSTS

Will pay highest prices and make prompt shipments

Write, Wire or Phone

McCORMACK & STEWART

Bank of Toronto Building - HAMILTON, Canada

Electricity in Your Mill

Is your electric lighting equipment giving you every possible satisfaction? Perhaps you have had trouble with that motor running your trim saw or the grinder? We have known of cases where a steam mill was wasting power by producing electricity by out-of-date methods.

If you have any electrical difficulties that you would like expert advice on—write our editor a line. He will be glad to help you. Perhaps he can help you twice a month through our columns. It is only $2.00 a year of 24 issues.

Electrical News

345 Adelaide Street West,
TORONTO

British Columbia Forest Products

The British Columbia Lumber Commissioner

is now located in new offices at

No. 1 Adelaide St. East, Ground Floor

and will be pleased to meet dealers and others interested in

BRITISH COLUMBIA WOODS

PHONE MAIN 6872. NOTE—We do not quote prices.

British Columbia

RED CEDAR

SHINGLES

—the standard on this continent for economy and satisfaction in roofing or siding.
—gives a weather surface which for durability and artistic appearance cannot be equalled by any type of building material on the market.

Our shingles are made from selected material—the giant red cedars of British Columbia—the finest stand of red cedar in the world.

Our shingles are made right—Our grading rules demand "Vertical Grain"—"Strictly Clear"—

"Free from Sap"—regulations which assure you of a product that will give the highest satisfaction.

Write us for a supply of our Dealer's Booklets — literature which gives just the facts about roofing and siding your customers want to know.

Shingle Agency of B.C.

910-11 Metropolitan Bldg.
VANCOUVER, B.C.

Trade Mark.

ROBERT COX AND COMPANY

OTTAWA

White Pine, Red Pine and Birch

Export Trade Specially Attended To

ROSE-McLAURIN LIMITED

WHOLESALE LUMBER

We make a specialty of

British Columbia Lumber Products

and solicit your enquiries

Representing
THURSTON FLAVELLE LTD.
CEDAR LUMBER AND SHINGLES
In Quebec and Maritime Provinces

SALES OFFICE
2 Toronto St.,
TORONTO
HUGH A. ROSE, Manager.
Phone Main 6752

Service That Counts

WE are bent on giving service—service that means something to our customers. For **real** service means satisfaction, and our customers **must be satisfied.**

Our Service Yard at Logansport, Indiana, is one mark of service. It enables us to deliver promptly. The following is some of the lumber that can be shipped from there immediately.

Ash		Plain Oak	
1 " FAS, No. 1 & 2 Com. ..	14,860	1 " FAS & No. 1 Com.	34,545
1¼" FAS, No. 1 & 2 Com. ..	48,311	2 " FAS & No. 1 Com.	58,320
2 " FAS & No. 1 Com.	19,190	2½" FAS & No. 1 Com.	102,740
2½" FAS & No. 1 Com.	24,485	3 " FAS & No. 1 Com.	83,600
3 " FAS & No. 1 Com.	64,566	4 " FAS & No. 1 Com.	58,900
4 " FAS & No. 1 Com.	9,640		
Hickory		**Poplar**	
1¼" FAS No. 1 & 2 Com. ..	12,000	1 " FAS No. 1 & 2 Com. ..	48,200
1½" FAS No. 1 & 2 Com. ..	33,000	2 " FAS No. 1 & 2 Com. ..	44,180
2 " FAS No. 1 & 2 Com. ..	12,000	2½" FAS No. 1 & 2 Com. ..	18,110
3, 3½, 4 FAS No. 1 & 2 Com.	10,000	3 " FAS No. 1 & 2 Com. ..	33,440
		4 " FAS No. 1 & 2 Com. ..	16,770

If you wish you will find it convenient to have your representative inspect this stock at our Service Yard. We'll be glad to show him what excellent stock it is.

John I. Shafer Hardwood Co.

South Bend, Ind.

Wanted in Any Quantity

4/4" Red and White Oak
Maple Beech and Birch

Send us particulars of your cuts

The Seaman-Kent

Company Limited

Manufacturers of

Beaver Brand Hardwood Floorings—
in
Maple, Birch, Beech, Plain and Quarter Cut Oak

263 Wallace Ave. - Toronto

The Pedwell Hardwood Lumber Co.

Ft. Spadina Ave. - TORONTO

Canadian Hardwood Posts, Pine Squares

YARDS: Foot of Spadina Ave.

WE ARE OPEN TO BUY ENTIRE CUTS OF HARDWOOD LUMBER AND BUSH PROPERTIES

J. Burstall & Co.

Purchasers and Shippers of all kinds of Timber and Lumber

HEAD OFFICE:
Royal Bank Building QUEBEC

BRANCH OFFICE:
Board of Trade Building MONTREAL

ALSO

J. Burstall & Co., Ltd.

57 GRACECHURCH STREET
LONDON, E.C. ENGLAND

The Rideau Lumber Co.

Canada Life Building,
Ottawa, - Canada

We Have for Sale
(1920 Sawing)—

250,000 feet 1 x 4 and up, 6/16′ Log Run Basswood (Dead Culls out).

500,000 feet 2″ Hemlock, 2 x 6, 2 x 8, 2 x 10, 2 x 12.

Ready for shipment commencing July 15th next.

Write us for prices on all grades Pine and Spruce.

Can furnish 1919 sawing in many lines.

H. R. Goodday
AND COMPANY

EXPORTERS OF

SPRUCE AND PINE

New Brunswick Agent
F. E. NEALE,
Chatham, N.B.

Head Office: QUEBEC, P.Q.

Dry White Pine

I can offer for quick shipment 1 car say 1/3 each, 1¼, 1½ and 2 x 7 and up, 12/16 Stained Saps.

80,000 ft. 3 x 7/10—10/16 3rds. Say 2/3, 14/16 ft. 85% No. 2 Barn.

2 cars 1 x 4/6 x 12/16, small log, M.R. (Dressing in)
2 cars 1 x 4 and up x 6/11, M.R. (Dressing in)
100,000—1 x 6 x 12/16 outs of M.R.
75,000—1 x 8 x 12/16 " " "
25,000—1 x 10 x 12/16 " " "
25,000—1 x 6 x 6/11 " " "
18,000—1 x 8 x 6/11 " " "
5,000—1 x 10 x 6/11 " " "

These outs are nice knotted stock.

WRITE FOR PRICES

J. C. BARTRAM
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Canada Lumberman and Woodworker

The National Lumber Journal for Forty Years

Issued on the 1st and 15th of every month by

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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Fresh Spin to Industrial Wheels

The question arises on all sides: what about the demand for lumber this fall; what price will it command; will there be a surplus of dry stock and manufacturers left with quantities of unshipped forest products on their hands owing to inability to secure foreign cars? Numerous and diverse are the opinions expressed with regard to the future of the industry and as to the probability of the present values of eastern woods holding firm. Many believe that each succeeding month sees conditions more stabilized, and look for a promising season in the lumber arena by reason of the fact that men are more plentiful than usual and also more efficient, but, on the other hand, they view with considerable alarm, the increasing costs of logging, and mill operations, not only in the matter of higher wages, but also in camp provisions and other disbursements.

While prices in all lines of lumber ascended considerably, it is doubtful if they have kept pace with increased cost of manufacture. There have been flurries in the market and a few months ago there was a lot of speculative buying and strong competition for season's cuts. Now conditions are on a more substantial basis and a saner state of affairs prevails. Values in nearly every commodity rose sharply and then seemed to have reached the apex. Next they marked time for a short period and a decline set in. This tendency on the part of things in general naturally had its influence and effect on lumber, which is not a product of a week or a month's manufacture but of a whole season. A number of structural enterprises were halted, but there are many signs that great undertakings at present in abeyance will be proceeded with early next year. So far as any slump is concerned this is neither probable nor advisable. The excellent crop reports from all parts of Ontario are decidedly encouraging; in fact, throughout the western provinces the yield promises to be the greatest in years. All this tends to create a feeling of confidence and assurance in the future and naturally will counteract a great deal of the talk in regard to the collapse of prices.

While the financial and industrial situation is complicated at the present juncture by many issues, some seen and others unseen—and it is not possible to gauge accurately the future—there is every indication that business will be active this fall. A further tendency is manifested in the rehabilitation and re-establishment of financial and commercial affairs on a basis that existed prior to the war. As soon as the spectacular and feverish element is eliminated from world markets and the law of supply and demand again in operation, with both producer and consumer obtaining a clear conception of each other's position the fog, which has obscured the vision, will be raised and discerning ones will be able to descry the future with more certainty and assurance than they have for months past.

Summing up the distinct features of the last few months and the present trend of affairs, a leading authority, which has given careful study to the whole situation, remarks. "It seems probable that continued restriction of credit will present a barrier to the wild upward movements of prices which have characterized the period since armistice, but belief in a permanently lower price level in the near future is hard to justify. Declining prices in a world where almost every important article is in scant supply seem impossible. How long the shortage will continue is beyond prophesy. Unless labor conditions become more settled, it will take some time to remedy. Production has seldom been so slow and expensive as it is at this moment in many industries. Strikes and lowered efficiency of labor, difficulty and delay in obtaining raw materials, all contribute to heavy costs of operation, and at the same time retard production. Even were the present effective demand filled, there would still be in the stricken countries of Europe, an enormous potential demand, which may make itself felt on the market from time to time during the next few years, and in so doing give a fresh spin to the wheels of commerce all over the world."

Vision About to be Realized

It is contended by a certain town that it has too many shade trees and that some of them must be cut down in order to afford growth for the remaining ones. This is a most unusual complaint as most urban and rural communities have not enough possessions in the way of arboreal adornment.

It requires vision and faith to plant a tree in these days when most epeople expect their plans to fructify overnight. Herein lies the reason why forestry in the past has not made greater progress. It is not in the nature of an annual crop and too few are inclined to do anything for posterity, believing in the prinicple that "sufficient unto the day is the evil thereof." Men who view things in the large are the leading spirits spirits of a people and a nation. They have dreamed a dream which, at last, is being realized in the extensive reforestation plans now being carried out, not only by provincial governments but by pulp and paper companies, counties, townships and even private residents. A beginning has been made in Simcoe and other counties in Ontario, and it is hoped that the movement, which is encouraged by the provincial governments, will be warmly supported and that county and provincial officials will work together in an enterprise of a character which means so much to the future stability and industrial development of Canada.

It is only now that lumbermen and others are starting to realize fully the potentialities of practical, scientific forestry. The campaign of education and instruction has been long and at times disappointing but is now bearing fruit. The evidence is seen in the rapid growth of membership of the Canadian Forestry Association, extensive nurseries, the development of the aerial patrol service, the increase in the number of look-out towers, wireless telephones, forest protective associations to guard the timber wealth of Quebec, Ontario and New Brunswick in the east and British Columbia in the west against the fiery foe, which has done more to lay bare the great stretches of this great country than any other agency.

How We May Learn From Others

The agitation in the United States to force Canada to open her supply of pulpwood to the mills across the border, free from all restrictions, has focussed attention on Canada's pulpwood resources. While we have a good supply, there is evidence that the roseate estimates of certain paper mill owners in the States have no foundation in fact, and that there is urgent need for Canada conserving her resources.

The example of the United States should have its lesson for Canada. The ruthless depletion of American pulpwood has resulted in the agitation which would compel Canada to sell wood from Crown lands limits, without regard to the needs of our own industry, and without regard to the investment of Canadian capital in pulp and paper.

For the moment, the agitation has quietened, but it is certain to be revived under the stimulus of scarcity of wood and the abnormal demand of paper. The answer made by the various provinces to the Underwood resolution is sufficient to show that a renewal of the agitation will have no more success than hitherto, but this will not deter those who are behind the movement to secure our raw materials in order to convert them into the manufactured article. Canada has not such an abundance of industries that she can afford to jeopardize the most promising one of recent years by allowing any other nation to use her forest wealth without restriction.

The Trade Acceptance As An Asset

Despite an earnest campaign towards inducing all lumber concerns, retail and manufacturing, to adopt the trade acceptance as a part of their business curriculum, but little success has been achieved. A wonderful assistance would be rendered the government to-day were all commercial transactions exclusively handled upon the trade acceptance plan. A general use of the acceptances would unquestionably relieve the present strain upon cash supply of the nation and make less necessary the action of Federal Reserve banks in restricting commercial loans, says the "Lumber Trade Journal."

The commercial credit of a country is its most important financial resource. Its tying up discourages business and paralyzes industry. Any legitimate means for the conservation of such a vital resource should be utilized to its fullest extent. Consider the volume of this country's annual internal commerce and realize the amount of real commercial paper that could be based thereon. The conversion into trade acceptances of the big credits or open book accounts of the country would unquestionably strengthen and conserve a necessary national resource.

While there is a large amount of the commercial credit business of the U. S. handled as trade acceptances, its use is confined principally to the North. The lumber industry would find the adoption of the trade acceptance plan a valuable one other than as a conservation of a great national resource. The manufacturer who would compel his customer to furnish a trade acceptance would find the volume of claims largely lessened as the maker would hardly be in a position to make claims that were not legitimate at least. It would also do away with those 30 and 60-day discount customers all have on their books.

The lumber industry is thus vitally interested in trade acceptances. Trade acceptances being negotiable, all sales would virtually be on a cash basis. The financial gain to the industry would add materially to its dividends. Best of all the great commercial asset of America would be strengthened and made safe—its credit resource.

Editorial Short Lengths

The effect of the lumber scarcity, and its antecedent, the depletion of the forest, is being felt by the ambitious householder who undertakes to make his own repairs or improvements. Costs of material are rapidly mounting, and the expense entailed causes a delay in making repairs. In many cases, however, the necessity for repairs is due to delay in protecting woodwork. By the use of paint, much of the labor and expense of renewal would be obviated. It is remarkable how little thought is given to the protection of wood where it is exposed to the weather. The alternate absorption and drying out of moisture are conducive to decay. By painting the woodwork, moisture is excluded and the life of the wood greatly lengthend.

* * *

Mr. Dealer, take a few days off and go with Ontario Retail Lumbermen on their annual outing to North Bay and Lake Nipissing from July 30 to August 2. It will be a splendid trip and will be one of profit, instruction and pleasure.

* * *

The secretaries of the various lumber associations in Canada are the men who behind the scenes do a vast amount of work and keep the machinery of the organizations in motion. They are energetic, aggressive and quietly persistent in carrying out anything that falls to their lot. The result is that the different lumber bodies are alive and alert. As it is, these hardworking and conscientious officials are responsible for the prosperity, co-operation and development taking place within the ranks. How different their position is from that of another secretary who is identified with the U.F.O. and present at every political picnic. He is a perpetual platform speaker, evidently trying to run governments, direct policies, conduct referendums, harmonize varying interests and incidentally keep himself in the limelight. There are Secretaries and Secretaries.

* * *

In rendering service the retail lumberman is often expected to do more by certain patrons than should be carried out in these days when the scale of wages, delivery and operating expenses are so high. One firm who estimate that it costs them $3.60 an hour for a driver and operation of their truck, recently were asked by a customer to have 10,000 lineal feet of various-sized material shoved up by the driver to a second-storey window, an operation which would require fully two hours and take practically all the profit off the transaction. Complaints are frequently received that drivers do not deliver in the right spot and generally disregard the directions of the purchaser. On the other hand, the latter is not entirely blameless for he is often not explicit enough in his instructions and takes too much for granted. However, by a policy of mutual conciliation and frankness, much may be done to overcome these petty misunderstandings and increase the efficiency and reliability of the service. Just how far a customer can have his wishes met, depends largely upon his attitude, the extent and nature of his purchase, his relations with the firm, etc. A patron, who is disposed to meet the retail lumberman half way, can generally get little acts or courtesies performed that a crank, a blow-hard or a brow-beating individual fails to put across.

* * *

Wood is so adaptable to every construction use that a great many persons think all it needs is the carpenter, says a prominent lumber authority, but it must be remembered that some wood is more adaptable than another to a certain purpose; also that while it may be that in other forms of art "the more difficult the medium, the greater the art," in architecture the more adaptable the medium, the greater the possibilities of true art in its use, and true art must include a certain amount of restraint. Wood is not only adaptable to art and to permanency but it is adaptable to change, not simply the change here and there of a detail during construction but the change that is inevitable to all construction in the course of time, as the adding of a new wing or a sleeping porch to the home, the converting of a stable into a garage and minor changes which are necessary to install newer methods of ventilation. There is always a little changing and in the course of a generation or two this changing is an important feature to be considered. It is in this respect that the adaptableness of wood may be emphasized. The builder must use wood intelligently and look to the proper construction of chimneys and other vent shafts, as nearly half of all fires may be traced to faulty construction in chimneys or fire places.

How Lumber Manufacturers View Outlook

Operating Conditions Are on the Whole Favorable with Labor More Plentiful Than Last Year—Transportation is Hampered at Numerous Points

Reports received from various parts of the north and east indicate that lumber manufacturing conditions are progressing favorably and labor and other contributing agencies are better than they have been for a number of seasons. There is still considerable complaint about the car service and the inability to make shipments across the border. The transportation situation is more acute at some points than at others. It is interesting to note the views as expressed by a number of representative firms and how they view conditions, present and prospective.

Graves, Bigwood & Co., Byng Inlet, Ont., report that manufacturing conditions with them are proceeding nicely and that their cut will be fully as large, if not larger, than last year. Labor is more plentiful and more efficient than in 1919 and while the supply of logs on hand is not large at the present time and there was some difficulty in getting them to the mill, owing to low water, still affairs on the whole are very satisfactory and matters are running more smoothly than for several seasons past.

The Hocken Lumber Co., whose plant at West River. Ont., recently began operations, report that labor is more efficient than last season, and, while manufacturing costs are higher, there is a better selection of men. The mill is cutting about 40,000 ft. per day and the output of white and red pine will be, perhaps, a little larger than last season. The demand for lumber at the present time is good and the outlook promising.

Lumber May Go Still Higher

The Devon Lumber Co. of Pine, Ont., write that their drive, amounting to 134,000 jack pine logs, is practically finished, and they expect to saw about 7,000,000 ft. of lumber this season, as compared with slightly more than 4,000.000 ft. during 1919. Writing the "Canada Lumberman" A. L. Morse, manager of the Devon Lumber Co., says: Mill labor is about as hard to get as it was last year and rather more difficult to keep, and there is a tendency to ask for higher wages about every pay day. During the past two months it has been practically impossible to obtain foreign cars, for shipping to the United States, but the situation has been relieved, to a certain extent, by the supply of coal cars, of gondolas, which have been fairly plentiful. At the present time we have a good supply of this type of car, but are unable to get foreign boxes. We have not sold any of our cut this year, to date, and there does not appear to be a very active demand for the new stock, although the purchasers of our old stock are very impatient for delivery. The lath market, in particular, is very quiet. We hope, and rather anticipate. that there will be a sufficient increase in the price of lumber, this season, to make up for the extra cost of logging over last year's figures but, just at the present time, there is no particular indication that it is going to turn out that way.

Drives Now Coming Along Well

Graham & Shannon of Spanish Station have sufficient logs to stock their mill for a long cutting season, but were recently shut down temporarily owing to backward drives. Market fluctuations do not affect this firm as their output is usually all sold the previous winter. Foreign cars are difficult to obtain at present, and it would help matters greatly if the situation eased up. A large portion of the cut of the firm usually goes by rail to the United States. Some shipments are, however, made by boat. Labor seems to be plentiful in the Latchford district.

The Spanish River Lumber Co., Cutler, Ont., declare that lumber manufacturing conditions in their district are not quite as good as last season. Wages are somewhat higher but labor is more unsettled and the cut of the company will be about the same as last year. Mr. W. J. Bell, general manager of the company, in speaking of shipping facilities, says they are having some difficulty in getting sufficient foreign cars for their needs, but as the great bulk of their lumber is carried by boat, they have not experienced any very serious drawback. The prices obtained for lumber this season are not quite commensurate with the advanced cost of production and operation.

Will be Smaller Crop of Logs

The Hope Lumber Co. of Thessalon, report that their output will be about the same as last year with about six months' run for their sawmill. They have a full crew of men and are paying about 20 per cent. more wages than last year. Most of their stock goes by water shipment and they have had some difficulty in securing cars when they needed them. All the season's cut of the firm is sold, but they have been receiving numerous inquiries. Mr. C. N. Carney, general manager of the company, remarks: We figure the cost of logging will be more this year than last, as feed for horses, flour and some of the staple articles used in camp are higher. There will be a smaller crop of logs put in the coming season.

The New Ontario Colonization Co., Limited, whose office and mills are at Jacksonboro, Ont., say that from present indications they question very much as to whether they will be able to increase their last year's cut of lumber, which was not sufficient to supply the demand. Woodsmen are still very scarce, which makes it uncertain as to the summer logging operations of the company, who are planning to work every man they can secure. W. K. Jackson, Buffalo, president of the company. states that they have shipped out their entire last year's cut and are now sending out this year's cut. The demand is fair and steadily improving. Our real difficulty is to secure cars to move out what the company have sold.

The Dennis-Canadian Co., Whitney, Ont., state that lumbering operations are about normal in their district and the supply of men sufficient to keep the work going nicely. The wages are the highest ever known. There is but little shipping being done as the dry stocks were all sent out early in the spring and the new cut it just now getting ready to be moved. The output of the company will be larger than for the past few seasons and mostly sold in advance sufficient to cover additional costs.

Shipping Conditions are Not Good

The Utterson Lumber Co. of Utterson, Ont., report that their output of lumber this season will be about 1,000,000 ft. Although prices are about 20 per cent. higher, their cost of labor and supplies have gone up fully 30 per cent. more than last year. Logs are costing 5 per cent. more per M. and the assessment on the Workmen's Compensation Act is nearly one-third higher than a year ago. The company are under the impression that, faced with these conditions, lumber manufacturers will not realize as large a profit for their trouble and investment this year as they did twelve months ago. Labor in and around Thessalon is scarce and not at all efficient, while shipping conditions have been very bad and, from present indications, are likely to continue so.

How Costs are Still Climbing

R. B. Herron & Co. of Tionaga. Ont., report that they have not experienced any shortage of labor in their operations up to the present, but find a rather restless feeling among some men. In some cases men prefer travelling to working, which, no doubt, is more expensive and less remunerative. The company say that their shipping facilities have been very satisfactory so far this year and they have been able to secure sufficient care to take care of their output.

Mr. Herron says: I think that our conditions are about the average to be found in this vicinity; everybody seems to be getting along very well with their sawing and shipping. Of course, the exceptionally high cost of supplies and the high wages being paid for the amount of work being done in return makes operating expensive; consequently it is very hard to estimate where the cost of logging and manufacturing is going to stop. Even with the present high prices of lumber, unless supplies and labor take a change the industry is very uncertain.

Others Report from the North

Conkey & Murphy of Latchford, Ont., are sawing about 25,000 ft. per day and their cut this year will be larger than last. The firm expect to produce about 2,000,000 ft., while in 1919 the output was only a little over 1,000,000 ft. They also took out about 6,000 cords of pulpwood along the Montreal River, which was sold to J. R. Booth, of Ottawa. Conkey & Murphy report that the demand for lumber is fairly good. but that it is particularly hard to get cars to ship across the line. They have orders four and five months old and cannot secure cars to fill them. In the Latchford district labor has been scarce all winter and the costs of putting lumber in the pile is very high. If the present high cost of living and high wages continue, it is not likely the cut in the north will be increased any during the coming fall and winter.

The Lake Rosseau Lumber Co., Limited, Boakview, Ont., have just wound up operations after a busy period of years. They com-

pleted the cutting of the timber on their limit in December, 1918, and finished manufacturing it in June of the following year. Before March, 1920, the lumber was all sold and shipped out. Since last winter the company have been disposing of their stock of slabs and have just got the last of them shipped.

The Lake Rosseau people report that there has not been quite so much trouble in getting men as there was last year and the year before. The car supply has not been bad since the opening of navigation on the big lakes for the grain boats, but during the time the boats are not running there is generally a shortage of cars owing, no doubt, to so many of them being sent west to handle the grain traffic.

A northwestern Ontario firm sent the following interesting information: Manufacturing conditions are fair with us for this season. Wages are high, but help is reasonably plentiful and fairly efficient. Our output of lumber will be smaller than last season on account of a shortage of logs and the demand for our product is only fair. The car supply is all right. Our home market is taking very little lumber at the present time and we are exporting considerable to the United States but there are signs of weakness in this market as well. We hope that improved crop conditions throughout western Canada will have a tendency to increase the demand for lumber.

J. H. Reid, of Jarlsberg, Ont., says he will have twice his usual cut this season and expects to realize prices commensurate with the advanced cost of production and operation. The supply of men is plentiful, wages very high, shipping facilities good, but demand at present is rather quiet.

May Be Steadying Down Of Prices

John P. Newman Sons, of Wiarton, Ont., say they are completely cleaned out of dry stock and have been unable to supply orders on hand. This year their stocks are somewhat smaller than last, and 1919 quantities on hand were below normal. The severe winter, deep snow and bad roads prevented larger stocks from coming out last winter in the Wiarton district. Continuing, the firm say: The labor problem has been more satisfactory than one year ago. Although wages have advanced about 20 per cent. in that time we have been able to secure a more satisfactory class of help. The prices of lumber have generally been well maintained since the upward move in prices stopped, although it is our opinion that there will be some steadying down of prices when the new stock comes on the market.

The Pigeon River Lumber Co., of Port Arthur, Ont., remark: Regarding lumbering and manufacturing conditions in this district, we would say that our output will greatly depend upon whether we can get the drive down in time. Men are fairly plentiful but our output of logs was considerably below normal. We had no trouble in getting cars but the market outlook for this vicinity is not very promising for immediate benefits just at the present time.

F. C. McInnes, Leeburn, Ont., says he has rented his mill to Farquhar & Taylor for this season's cut, which will be about 125,000 ft .of birch and maple and about the same quantity of hemlock and balsam.

Hayward Lumber Co. is Progressing

The Hayward Lumber Co., Limited, Edmonton, Alta., are constructing a new sash and door factory, 66 x 164, two storeys high. This concern was founded in 1905 by G. E. Hayward, having headquarters at Vermillion, Alta. In 1916 they moved to Edmonton and took over the sash and door factory and lumber yard conducted by the Northern Lumber Co. The new plant will be equipped with modern machinery, including machines manufactured by such well-known firms as P. B. Yates & Co., of Hamilton; American Woodworking Machinery Co., Rochester, N. Y.; Cowan & Co., and Canada Machinery Corporation, of Galt, Ont. A Grand Rapids vapor kiln is being constructed. The equipment will be driven by electric motors and the power plant used for heating purposes only. About 100 men will be employed and such lines as windows, doors, interior finish, store fronts, store fixtures, etc., will be manufactured.

This firm operate about 20 retail yards throughout the West and a large proportion of the product of the new factory will be disposed of through these yards. The cost of the new buildings, not including equipment, is anticipated to run in the neighborhood of $100,000. G. E. Hayward is the president of the company and John Hening, secretary-treasurer.

National Retailers' Convention in St. Louis

The fourth annual convention of the National Retail Lumber Dealers' Association will be held in St. Louis, Mo., on Monday, Tuesday and Wednesday, September 6, 7 and 8, and it is expected that the gathering will be attended by over one thousand delegates, a number of whom will be present from Canada. Charles A. Bowen, of Detroit, secretary of the N.R.L.D.A., in a letter to the "Canada Lumberman" states any retail lumberman will be welcome and invites as many as possible from the Dominion to come to St. Louis, assuring to them a warm welcome.

There are many problems to be solved and the gathering will afford every opportunity to exchange ideas and information and participate in the discussions. Mr. Bowen adds:—

We want to urge you to arrange to be at this conference and to bring your competitors with you. Monday, September 6th, will be devoted to meetings of committees, association secretaries, board of directors and officers of the association. The convention proper

C. A. Bowen, Detroit, Mich.
Secretary of the National Retail Lumber Dealers' Association

opens at 10.00 a.m. Tuesday, September 7th. St. Louis is a fine city; is centrally located and an important business centre. It is the logical point for our conference this year. The St. Louis retail lumber dealers are a wide-awake, progressive body of business men who are planning on entertaining you royally outside of convention hours. They and our association also especially invite the ladies who will be entertained during their stay. It is only a few weeks until the dates set for the big conference. We expect you to attend. Make your arrangements now and prepare accordingly.

They Will Confer on Freight Matters

The Transportation Committee of the Wholesale Lumber Dealers' Association will hold a conference with the members of the Canadian Freight Association at the Union Station, Toronto, at 10 o'clock on the morning of Tuesday, July 20th, when certain items in reference to the new railway tariff No. 14, will be taken up. These refer particularly to radical departures in the weighing of cars, elimination of allowances, alteration of estimated weights, etc. It is thought that an amicable agreement will be reached in connection with the matters which have been under discussion and consideration for some time.

Railways Want To Jump Rates

The Canadian railways want an increase in rates, claiming that the present scales are insufficient to provide a profitable return.

Recently a delegation headed by President Beatty of the Canadian Pacific, Chairman Howard G. Kelly of the Grand Trunk management board, and President Hanna of the Canadian National Lines, along with a number of other high officials of the various lines, were closeted with the Government at Ottawa.

While no official statement was issued and secrecy was preserved, it is understood that the rate question was up, and also the demands of various railway orders for higher wages, demands which are said to threaten trouble.

Although the question of rates is one for determination by the Railway Commission, the Government is interested by reason of the extensive state ownership. Any increase would be general, and would apply to all of the lines, whether Government or privately owned.

The question was discussed in the House this session and drew considerable opposition to the increase proposal, particularly on the part of western members. The whole matter will receive the consideration of the Government.

What Advertising Will Do For Retail Dealer

Central Thought in Publicity Should Be an Appeal to the Sentiments Through Beauty, Comfort, Pride, Service or Economy—Securing Results

There are several general reasons why so many retail lumbermen take so little interest in direct advertising, circular letters, newspaper space, etc. To look after the details of a lumber yard takes a whole lot of time, and a fellow is always busy or tired just at the wrong moment.

Lumber ads of whatever nature should be written just after breakfast, while the exhilarating influence of a cup of "Java" coffee is pouring through the system; and preferably when there is a good sized cash job hanging fire. Then, having prepared the copy, let it rest until the transactions of the day suggest reflection and revision, and work it over at least once before going to the printer.

The first principle of salesmanship is to attract attention, create interest, and so on through a natural sequence, up to the closing of a deal, and a dry, lifeless ad, will not do any good.

Lack of time is not nearly the main reason for the dealer neglecting to advertise. We just don't realize the value of it for trade building and trade drawing, but are all the time keeping our good eye on our neighboring yards, instead of the hundred other hustlers who crave a bankroll, and who bait their hooks in such attractive ways that greenbacks—printed for no other earthly purpose than to purchase lumber—get side-switched for white buck shoes, dollar bacon, pleasure trips, pianos, or automobiles, when the helpless victims are honestly trying to save it to buy a new home or rebuild an old one.

I have no objection to these luxuries except when they stand in the way of the purchase of building materials.

About the best way to get an idea of the real hard down effect of good advertising is to study your own case and remember the many times when advertising caused the chink to slip from your own affectionate grasp like buttered orka.

Here is an instance frequently duplicated. In our household the law of supply and demand is beginning to assert itself, and there is a surplus of buys and a shortage of furniture. This is made apparent to us when we see in the paper a picture of a beautiful suite of imitation Circassian walnut, with the price marked up thirty plunks, and then marked back twenty. So it is promptly agreed that we will use less ice, and milk, and cut out the "movies," so that by next month we can pay the first instalment, and get some real nice, serviceable furniture. Our courage is strengthened when we see another furniture ad, but the furniture man doesn't know we are waiting for pay day for the chance to trade with him, and he only advertises in "spurts" like a lumber puncher.

About the time we get the money, the furniture man's space is filled with an ad of Levy & Son, who keep everlastingly at it, and this week he shows the latest style of men's hats, offered at reduced price, to make room for another dozen of the same kind. Also a brand new lot of silk umbrellas guaranteed to turn moisture like a mesquite brush. To admit the truth, we don't need these things, but our attention is diverted, and somehow we just drop round that way to see how they really look. The $7.50 hat is only $6.98, and it sure looks nobby, and that quarter ounce of mercerized cotton stretched on bamboo stick and haywire is a beaut. Also, there is a matinee at the Majestic, and a wrestling match in the town hall, and it becomes perfectly clear and logical that we can wait another month for the furniture. And we do.

Some lumbermen don't believe in advertising, nor in ways and means of influencing the human element in trade, honestly contending that price is the only thing that gets business.

But I recall that the day after I bought that hat at Levy's I saw one in another store exactly like it for $5, and found out that I could have had a better bargain in a dozen other places. Then what did Levy's ad do? It suggested the idea of buying a hat, and it led me unconsciously to Levy's store, because his was the name that I saw in connection with the original idea. It therefore eliminated the idea of competition with other hat dealers, and worked successfully against the furniture man, who laid down at the logical moment to the enterprising Jew.

Our chief trouble has been that we are dealing in raw material, and no raw material, except fresh oysters, appeals like the finished product. No, John Henry. We have to jump the woods, the mills, and the yard, and land on the front porch of a cozy bungalow, to begin effectively speiling about our stock in trade.

The picture of a nice, smooth lumber pile, sloping gently down to the rear, and projecting with a perfect incline to the front, with a man on top shoving down a board, or a prospective sucker of skeptical turn of mind searching for defects through a big magnifying glass, is good as far as it goes. It makes four bits for the stock cut manufacturer, and saves the printer some labor on composition, and there its usefulness ends. Not that all "canned" advertising should be condemned, but most of it gets no results for the reason that it does not act on the imagination of the reader.

The central thought in advertising any line of building material, is to appeal to the sentiments through suggestions of beauty, pride, comfort, service, or economy. And when the population of your territory is in a rut, you have this way of reviving them in a profitable manner, by advertising. It is a fact that a building idea can be started on its way, and that it may result in a contagious epidemic.

But you can't start it by advertising: "When you need lumber come to see us." Levy's ad didn't say: "When you need a hat come and see mine." It said that the hat was nobby, stylish and popular, and the picture showed a man wearing one who wore diamonds and a walking cane.—D. E. Mead in Gulf Coast Lumberman.

Will Inaugurate an Aerial Patrol

Among the firms that have been quick to realize the advantages likely to result from putting into force an aerial service is that of Price Brothers' Limited, of Quebec City, whose limits cover an area of over 8,000 square miles, scattered throughout the eastern part of the province of Quebec.

Its operations will consist of photographing with special aerial cameras a part of the limits of Price Bros. and Company. The photographs once developed will either be enlarged or reduced to a predetermined scale, built into mosaic maps and then re-photographed into finished aerial maps, ready for comparison with known surveyed ground. Special photographs of dams, river heads, burnt areas, etc., will be made from photographs taken at a height of 1,000 ft.

To facilitate this work the maps of the province of Qebec have been squared according to the military system used during the war, and approved by the Forestry Branch of the Provincial Government of Quebec.

The machines to be employed are two Martinsyde type "A" Mark 1 seaplanes, convertible into land planes. Their climbing power with full load of 1,000 pounds is 10,000 feet in 15 minutes. They have a maximum speed of 127 miles per hour. The pilots employed are late officers and instructors in the Royal Air Force, who had had an extensive experience in flying various makes of planes equipped with different kinds of engines. The mechanics also are late of the Royal Air Force.

My Creed of the Out-of-Doors

I believe in the wonder of the out-of-doors, in the inspiration of the stars, and in the allurements of life in the open

and

I believe in the strength of the hills, in the silence of the night, and in music of the birds and trees.

I believe, also, that my body was made for action, that my mind was made for thinking, and that my heart was made for loving in unison with the life in nature.

I believe that to laugh and sing, to swim and walk, to study and play, to eat and be happy, to be kind and free, to grow strong and good, is my God-given right.

I believe too, that to be happy, I must be good, that to be worthy I must be kind, that to be loved I must think love.

I believe that God is as near as man, that I can hear Him in the brooks and pines, and that happiness and lasting peace are mine, as I live in the atmosphere of kindness so near me in the life or the open world.

RUDOLPH CARL STOLL.

New Lumber Commissioner Here from Coast

Lieut. Loren L. Brown Enters Upon New Duties in Toronto—Attractive Quarters Which Display to Advantage the Forest Products of British Columbia

Lieut. Loren L. Brown
Newly appointed B. C. Lumber Commissioner for the East

Lieut. Loren L. Brown, M. C., of Vancouver, the newly-appointed British Columbia lumber commissioner in Ontario and the east, has arrived in Toronto and entered upon his new duties at the attractive offices and display rooms, 1 Adelaide St. East.

Mr. Brown succeeds Mr. Wm. Robertson, who has been acting commissioner for several months past and is returning to Victoria where he will resume his former duties in connection with the Forests Branch of the Department of Lands. Mr. Robertson has won the regard of many during his stay in Toronto but is naturally anxious to get back to his wife and family and his warm friends on the Coast.

Mr. Brown is already becoming acquainted with the details of the work and calling upon various members of the industry as well as getting plans in shape for further extension of the work. Good results have been achieved by the B. C. Forest Branch in the lumber trade extension line in Eastern Canada, with the happy outcome that British Columbia forest products have become popular and more widely known than ever.

Until recently Mr. Brown was superintendent of the Dominion Forest Products Laboratory attached to the University of B. C. He has both a practical and technical knowledge of the lumber industry and building trades, and as stated in a previous issue of the "Canada Lumberman," is a graduate civil engineer possessing the degree of B.Sc. and being an associate member of the Engineering Institute of Canada. In addition to having made a special study of British Columbia woods, he has had practical experience in the lumber mills, and for some time under the former government was superintendent of important building construction in the province.

The reception and display room of British Columbia Lumber Commissioner at 1 Adelaide St. East, Toronto, finished in B. C. Fir

Mr. Brown who was attending McGill University, Montreal, when the war broke out, enlisted as a private at Montreal on May 29th, 1915, and arrived in France in September of that year. There he transferred to the Canadian Engineers, and for his excellent achievements was given a commission in May, 1916. In June of the following year he was awarded the Military Cross for his work with the First Canadians.

It is understood that the Department of Lands in British Columbia, at the head of which is Hon. T. D. Pattullo, intends prosecuting with greater vigor and system than ever trade extension work in the lumber line, and with this in view central and attractive quarters have been opened up in Toronto, where all kinds of western woods are on display in their natural state. The offices are visited daily by a large number of Toronto citizens and others from various parts of Ontario and a cordial welcome awaits everyone.

The purpose of the B. C. lumber commissioner's office is along the line of propaganda work. No sales are conducted or made but information of all kinds in regard to the timber resources of British Columbia, the species of wood grown, its uses, characteristics, adaptability, etc., are fully explained, so that the Eastern manufacturer and builder, as well as ordinary consumer may become thoroughly acquainted with the merits of the forest products of the Pacific Coast province.

There has recently been received at the office numerous sample pieces of B. C. forest products which are much in demand among architects, contractors and prospective builders. The interior of the new office displays to advantage the many beautiful qualities and splendid finish of Douglas fir and other Western woods. The whole of the panelling is finished in natural wood and there are also shown various samples of western red cedar, western hemlock, Sitka spruce, and Douglas fir in different finishes. Tables and settees of Douglas fir form an attractive port of the furnishings of the most inviting and attractive quarters of the B. C. lumber commissioner for the East.

Wooded Assets of Pacific Coast

An interesting report recently issued by the British Columbia government contains the following information.

(a) Merchantable:—Export data are not available as to what area may pe called merchantable and what is not, but 25,000 to 30,000 square miles may be classed as merchantable and accessible. The estimate is made as follows: 52,000 square miles or slightly over one-third of the tota area is estimated to be timber land without reference to its accessibility. (This includes all land on the Coast bearing 833 cubic feet or more per acre). About three-fourths of the total stand of timber is on the various forms of alienations—chiefly leases and licenses—comprising about 20,000 square miles. This includes the bulk of the saw-timber now accessible and merchantable. There is an additional area of probably 5,000 to 10,000 square miles of accessible Crown timber, making a total of 25,000 to 30,000 square miles. About 5,000 square miles of the total will be suitable for agriculture when cleared.

(b) Unprofitable or Inaccessible:—22,000 to 27,000 square miles of timber land may be classed as inaccessible at present; 97,000 square miles is young forest in various stages of restocking and growth.

Other Land (unproductive areas)—148,000 square miles is above merchantable timber-line, 40,000 square miles is below merchantable timber-line, and includes lakes, swamps, rivers and areas too dry, too rocky, or too steep to grow merchantable timber.

Western Red Cedar (Thuja Plicata), also known as Great Arborvitae and Pacific Red Cedar—Red Cedar is one of the most important trees of British Columbia, both commercially and in point of size. The veteran or full-aged trees attain heights of 150 to 200 feet. The diameter (breast high) ranges ordinarily from 3 to 8 feet, but trees having diameters from 10 to 16 feet have been found. The total stand is about the same as that of Douglas fir; i.e., 22 per cent. of the saw timber of British Columbia.

Standing Timber of North America

	Cubic Feet
Ontario	13,333,333,000
Quebec	27,500,000,000
New Brunswick	1,588,888,000
British Columbia	30,500,000,000
United States	230,500,000,000
Total	305,338,221,000

Will Lumber Associations Brand Their Product

Wood Goods Should be Advertised on Merit as Building Material and the Various Grades and Sizes Guaranteed, Declares an Old-Timer

When I was a youngster in the retailing game we had but one kind of lumber to handle. It was a number of years before any other than white pine was on the market, and so far as practical knowledge was concerned we knew little or nothing of any other wood as a building material. Consequently neither ourselves nor the building public had any other choice but to use it. Notwithstanding this, however, we were bothered a good deal from their being no standardizing of grades, thickness, widths and matching. Every manufacturer was a law unto himself in this regard, and "did what was right in the sight of his own eyes," having always his own particular interest in mind and under no restraint but competition. Consequently the retailers had some choice after all in making their selections of who to deal with for getting good bargains in the way of "rich, creamy grades," as we used to term them, says C. H. Ketridge, in the "Mississippi Valley Lumberman."

There were mills that were distinguished for the grade excellence of some one or two particular articles. One mill would so grade its No. 1 Common that a retailer could select while, on the other hand, the dealer would spot the mill where this grade was "skinned" too close to suit him, and so on all through the different grades. Some mills were more liberal in their grading than others and after a dealer had been in the business a year or two he knew where he could do the best for what he wanted.

The older dealers now can remember seeing cars loaded with lumber with a sign nailed on them showing the name of the concern shipping them. When the load was on a flat car, some selected boards from the grades in the shipment which were placed edgewise between the stakes and this sign was stenciled on them. This was to advertise the excellence of the grades and the concern shipping them.

Making Known His Business

In those days pretty near every retailer did the same thing with the loads he sent out. In some cases, no matter if the load was only No. 2 Common a finish board was stuck up on each side of the load and the name of the yard where it came from stenciled on it. Putting the clear boards in this way on the outside was simliar to the well-known practice of putting the big apples on top in the barrel. These stenciled signs on brands as you might call them, were about the extent of the advertising that some dealers indulged in; this, and similar signs on fences on the roads leading to town. There were a few mills and wholesale shippers who put this stencil of their concerns more or less on pieces of dimension and boards in their shipments. It was in the nature of a brand.

I was reminded of this practice one day last summer when looking at the process of wrecking an old house that was built over fifty years ago, and I saw on the edges of some of the piece stuff and surface of the sheathing boards the name of a Chicago wholesale concern that has passed into history; and scattered all over this middle west there are thousands of old houses built of white pine that in this way perpetuate the names of the early manufacturers and wholesalers, and also those retailers who put their brand, too, on the stuff as it went out. Unfortunately, though, it will never be seen till the old building is being repaired or taken down to be replaced by a new one. When we were putting out stencil brand on the loads we sent out, the idea of its serving to keep us from being forgotten and letting the coming generations know that we had been on earth, never entered our heads, and doubtless we would have ridiculed it if mentioned, for such a sentiment would not have appealed to us at the time. But there comes a time in one's life when this kind of sentiment has a value not hitherto realized.

We Like to be Remembered

We all like to be remembered for what we have done, and it occurs to me that it would be a good idea for a retailer to have an inexpensive tablet made and inscribe on it his name and the date of selling the materials for the building on which the tablet is placed. I merely make the suggestion, and if it should be favored by anyone, he can work out the details of making it practicable. The idea itself is not new. It is simply putting an old idea to a new use. You will see on public buildings the names of the architect, contractor, and officials inscribed on the cornerstone, as evidence of their taking a pride in their work, and, therefore, why should not a lumberman take the same kind of pride in the buildings he has sold and have it recorded in this way?

This idea of recording one's self in this manner was once more common in the building trades than it is now, when the individuality of the workman is merged into the union man, and all are supposed to be alike. When I was serving my apprenticeship, I was taught that I must put my mark on the face edge of every piece of lumber that I dressed and jointed for use. This mark I chose for myself as did every other workman. It was done so as to show which was the face edge, and also when it was put into place, the boss would know who had slighted his work. The workmen on a job were known by their particular marks or brands, as you mind to call them.

An army officer who was over in France related to me this incident in his experience. He was billeted in a town that had suffered severely from the enemy shelling. In the ruins of one of the larger buildings he noticed on every one of the stones dislodged a distinguishing mark chiseled out by the workmen, and no two of them were alike. Making some inquiries, he found that the building had been erected some time during the ninth century, and probably by the guild of operative masons that flourished in those early times. I know this will interest you who have learned something about marks in another place.

The Trade Mark of To-day

This same idea of marking or branding a product of skill, has been applied also through centuries of the modern era to the products of industrial merchandise, but it is so common we do not realize the fact and its significance. There are very few articles of manufacture but what have the mark or brand of the manufacturer on it and for the purpose of distinguishing it from others of the same commodity. As is well known, there is a natural law pertaining to these trade marks and penalties for their infringement. Consequently they have a particular value.

The primary idea of this trade marking was to protect the degree of excellence the maker put into the product as being superior to any other, and the real value in trade of any trade-marked commodity consists of its quality being kept up to the assumed standard of excellence. Otherwise it becomes a symbol of unreliability. Therefore, the adopting and advertising a trade mark carries with it an increased degree of responsibility because confidence is something that takes a long time to build up but only a little while to destroy.

New in the Lumber Industry

Although trade marks have for centuries been a common feature in the mercantile world, yet, strange to say, until within the last two decades, they have been comparatively unknown in the lumber industry. Manufacturers have had their own particular brands which they used on their office stationery and in their advertising, but it was hardly ever used as a stamp on their product, with the possible exception of shingles. The branding of shingles has been a practice universally followed by shingle makers, and is more for the retail buyers and builders than for the consuming public.

Notwithstanding the establishing of standard rules of manufacture, there has always been more or less difference in the qualities of shingles under the various brands, and in many cases, the brand on the outside of the bunch has meant nothing so far as quality was concerned.

As far as my knowledge extends on the subject, the association of cypress manufacturers were the first producers of lumber to put a trade mark on their product, and for some time they were the only ones in the trade to follow the practice. It proved to be successful and it was not long before it attracted the notice of other lumber manufacturers. If I am not in error, I think it was the Long-Bell Lumber Company of Kansas City that took the initiative of putting their trade mark on every piece of southern pine lumber coming from their mills. And now, I understand, there is a prospect of the example being followed by other concerns. This is a form of competition that was little expected years ago would ever come about in the lumber industry, but it is one of the logical results of individual lumber manufacturing concerns advertising to the public the merits of their own particular product. For in doing this the natural desire was created for the public to use it and having no other way to let the consumer know he was getting what they advertised. They insured him this by putting their brand on it after the fashion of manufacturers in other lines, and after once embarking on the project of publicly advertising the products of their mills, they were justified in doing

this, and at the time it seemed to me they were rendering a service alike to both retailers and consumer for it gave them a guarantee of what they were buying. Back of all this advertising, of course, is the idea that people will go to the retailer's yard and want this advertised lumber with the brand on it, just as they go to a store and inquire for a certain make of safety razor or fountain pen, and don't want any substitute.

A New Wrinkle in Selling Lumber

This is decidedly a new wrinkle in selling lumber and a shrewd one, but it's a part of the emulative feature of the new competition in merchandising. Like every other change, however, it brings with it the requisite for adjustment and the retailer is the party who has to do it. It seems though that it is not meeting with the unqualified approval of those dealers who have had the experience of having customers come and want the branded lumber.

At the meeting in April of the American Lumber Congress, some of the members of the National Retail Lumber Dealers' Association held an informal meeting of their own, and expressed their disapproval of branded lumber in the following language, which I give here for the information of those who perhaps did not read it when first published.

> "Whereas, some lumber manufacturers brand their lumber with their individual brand, which practice we disapprove, because of the fact that consumers are thereby confused and misled as to grade values.
>
> "Therefore, the National Retail Lumber Dealers' Association suggests and recommends to this Second American Lumber Congress at Chicago, April 20 to 22, 1920, and this in the public interest as well as in the interest of more orderly methods of distribution, that if the branding of lumber is deemed advisable, it be done through the medium of association branding rather than individual branding."

So far as I am informed the congress took no formal action in this matter. Neither do I know that it came up for discussion. I don't imagine anything will be done about it unless perhaps it is brought up again at the next meeting of the congress, and I wouldn't gamble that it will then, for perhaps by that time other manufacturers will have adopted the practice of branding, and it is not likely, therefore, that the disapproval of the retailers' association will be seriously considered.

This matter is somewhat similar to the action of the shingle makers on the coast, in changing their methods of packing. The majority of them have favored the change and have put it into effect. It is a question, however, favorable to the change, and also, whether their disapproval will have any effect to influence a return to the old system of packing. I am of the opinion that the new system is with us to stay and it is only a question of time and education when it will become universal so far as the coast shingles are concerned. The retailers must recognize the fact that the manufacturers are cooperating in their organizations as never before, just as the retailers are in theirs, and so long as they confine themselves to ethical practices in their relations with the retailers, we cannot reasonably expect much of anything else. So, in this matter of branding if it does not suit a dealer to handle branded lumber, he has the choice of handling other stock, for with the standardization of grades and sizes as recommended by the congress there will be little or no difference in what is branded and what is not.

Favor Association Branding

If branding is going to be done, I am inclined to favor the branding of the manufacturer's association, as in the case of the cypress association, and I think this eventually will be done, and the consumer will get the same benefit from this method as he will from private branding. I believe that lumber should be advertised on its merits as a building material and its grades and sizes guaranteed by single organizations representing the respective kinds of woods. But as this is not being done, and private brands and guarantees are taking its place, the retailer has no recourse but to live up in adjustment with what he can't help.

It is traditionary with lumber yard men to object to any kind of a mark, stamp, print, stain, whereby the grade of lumber is made known to the dickering customer, although probably the new generation is not so particular in this respect. In the "good old days" when we considered it legitimate to sort over our stock as we got it in, we didn't want anything of this kind to let the carpenters know what we were doing. When picking boards out of a No. 2 grade to put in the No. 1, we had to be careful that the figure "2" was not penciled on the piece. Some dealers handled nothing better in boards than a No. 2 common, and sold it for No. 1, and they had to do some explaining when a carpenter called their attention to there being many boards in it that had the grader's mark No. 2 on them. As before said, we didn't think it particularly wrong to take the privilege of making our own grades, and it was largely the fault of the manufacturers, who were careless about making their grades. The dealer who knew a board of a better grade when he saw it thought he had a right to put it on the pile where it belonged. When a customer paid for a No. 1 common he was not entitled to the D Select that came in the shipment.

But those days in the retail business are in the realm of reminiscence. Present day dealers don't do this sort of thing; they haven't the chance. If they had they probably would do the same thing, because they have the same human nature which never changes under all conditions.

I have not had any experience with private manufacturer's brands, but I doubt if there is any practical difference from the best that is unbranded. The psychology of the thing is what the dealer has to contend against.

New Position for Mr. Van Meter

L. Van Meter, Ottawa, Ont.

Mr. L. Van Meter, who for the past eight years has been a prominent member of the Canadian lumber industry and vice-president of the Dennis-Canadian Co., Whitney, Ont., is leaving that organization at the end of the present month to enter upon a responsible post in a manufacturing business at Cadillac, Mich., which is his old home town. During his residence in Ottawa and his activities in the Nipissing district, Mr. Van Meter has, by his quiet, earnest and gentlemanly qualities won a large circle of friends who wish him every success in the new duties upon which he is about to enter. He has been an enthusiastic member of the Canadian Lumbermen's Association and was always present at its gatherings.

In his younger days Mr. Van Meter spent several years in the logging camps of Michigan and then entered upon a journalistic career for a decade. He could not get over his first love for the open and the fragrance of the pine had so thoroughly impregnated his system that it was impossible to neglect the call any longer. He returned to lumbering, working in various departments of the industry. He gained a splendid insight as buyer and inspector, mill superintendent and manager, and nineteen years ago went with Dennis Bros. of Grand Rapids, Mich. He managed the mills of the A. L. Dennis Salt & Lumber Co. at Dighton, Mich., for eight years. When the Dennis-Canadian Co. was organized and the purchase of mills and limits at Whitney completed, Mr. Van Meter came to Canada and has since been manager of the business, which, under his able direction, has met with a large measure of success. The company cut from about 10,000,000 ft. to 15,000,000 ft. a year of Canadian hard and softwoods, and hauled a considerable portion of their logs to the plant by means of a logging railway some ten miles in length.

Brunette Sawmill Has Changed Hands

The Thurston & Flavelle interests at Port Moody, B. C., have purchased the Brunette sawmills at Sapperton, B. C., at a cost approximating $1,000,000. A new company is being formed which will be known as "Brunette Sawmills, Limited." Mr. L. A. Lewis, who has been general manager of the plant for many years, will retain an interest in the new concern and will, probably, remain as general manager. The deal involves a transfer of some $400,000 in cash. The Brunette plant is one of the oldest in British Columbia, and in machinery and equipment, has kept abreast of the times.

The new owners first became active in Coast lumber circles some six years ago, when they secured control of the J. S. Emerson plant at Port Moody. Mr. Thurston and Mr. Flavelle are both from the East, the latter being a nephew of Sir Joseph Flavelle, former head of the Imperial Munitions Board in Canada.

Telkwa, another new settlement on the G. T. P. in the Skeena valley, which is taking on increased activity with the coming of many settlers for the land, has two saw mills now in operation also a planing mill and woodworking factory. So many new settlers have arrived in the district that many are compelled to live in tents until they can get lumber for erecting houses.

It is the business of advertising to sell goods. The advertiser must deliver them.

Canada Must Conserve Her Wood Resources

Anyone Who Advocates Shipment of Raw Product Out of the Country is Neither Consistent nor True Canadian – Perpetuity of the Crop

By Frank J. D. Barnjum, Annapolis Royal, N.S.

These so-called high prices for pulpwood and paper are here to stay, with a continual upward trend, but as a matter of fact the price for wood and paper is not high as compared with other commodities and especially based on cost of reproduction. A crop that takes seventy-five years to mature and to which, in addition to the use of the land and the long wait for returns, must be added the cost of planting the seedlings, protection from fire and insects, taxes and interest, together with the losses continually occurring in the forest from disease, wind and fire, must of necessity cost high.

Take a cord of wood to-day, even at $40.00 f. o. b. cars at shipping point, and deduct the charge for cutting, peeling, hauling and loading, say $12.00, this would leave $28.00 for growing a cord of wood or a matter of less than 38 cents per cord per year for gross receipts from which it would be safe to deduct at least one-half for costs and wastage above enumerated, showing only 19 cents per year per cord, which certainly, to say the least, could not be classed as "profiteering" by the individual or corporation who undertakes to reproduce the trees which are now being cut. This is so unattractive to the individual that this, the most important work confronting the continent to-day, must be assumed by governments, communities and the large paper companies.

Everyone, from one end of Canada to the other, is now advocating reforestation, and it is certainly the crying need of the hour, but why plant tiny seedlings while a continual stream of mature trees are allowed to be shipped out of the country in the shape of more than a million cords of pulpwood per year and at a loss to Canada of more than seventy-five million dollars annually, if simply turned into ground wood only.

Any many who advocate and still approve or even countenance the shipment of raw wood out of the country is neither consistent nor a true Canadian. All this hue and cry and flourishing of the "Big Stick" for the removal of the restrictions on Crown land wood is simply made in the vain hope that it may prevent the placing of an embargo by Canada on fee land wood as well, and not with any expectation that the present regulations will be in any way changed. American paper manufacturers have frequently expressed surprise to me that Canada has not restricted the shipment of fee land wood long before now and it is the one thing they are all expecting from day to day.

If the boot were on the other foot and wood was being shipped from the United States to Canada, how long would it be allowed to continue? While, as a matter of fact, from an economic standpoint, that is just what should be occurring at the present time, as peeled wood is selling in Maine at from $15.00 to $18.00 f. o. b. cars while the same is being sold in Quebec for $25.00 with the asking price running up as high as $40.00 per cord f. o. b.

All these government investigations and attempts to regulate the price of newsprint paper are simply like trying to sweep Niagara Falls back with a broom! The more investigation and regulation, the higher the price goes. They are working at the wrong end of the problem. Germany, the most highly organized country in the world, tried price regulation during the war and abandoned it as a miserable failure.

Don't try to hold the price down—let it advance as far as the law of supply and demand will allow. The best remedy for newsprint shortage is high prices. Nothing will stimulate production like high prices for pulp and paper, and nothing will so well keep down consumption and prevent waste. Let prices advance to a point where the mills can go out into the remote sections for wood, even up to a cost of $50.00 to $60.00 per cord or even more.

High prices for paper are bound to curtail waste—this applies not only to the print paper but the newspaper as well. With high prices the paper companies can afford to spend more money on their woodlands for fire protection and reforestation which, for the future, will be quite a burden, as six trees at least must be planted for every one cut down, as only one tree out of six ever reaches maturity; in fact, the mortality is greater even than this.

The remedy, therefore, for the newspaper publisher is a five or ten per cent. paper which is bound to come in any event in the very near future. The newspaper will even then be one of the cheapest articles obtainable to-day.

The pulp and paper business is on an entirely new basis and it has come to stay, so we might as well acknowledge the fact, face the issue and prepare for the future.

Some of the statements made at the recent Underwood hearing at Washington are so ridiculous that they are hardly worth a passing notice. If there is a four per cent. growth, as intimated at the hearing, and there is the amount of standing timber claimed, there would be more standing wood to-day than there was a hundred years ago. In fact, the trees would be crowding us off the earth. Just think of an annual growth of 24 million cords in Quebec against a cut of only 3 million cords, or a net gain of 21 million cords per year in one province. The same would be applicable to the State of Maine, only in a greater degree, as the growth is much more rapid there than in Quebec. As a matter of fact, there is no net annual growth in our forests as they exist to-day. The wastage and destruction by wind, fire, insects, fungi and waste in logging are so enormous that they more than offset the growth. Any man of ordinary intelligence must acknowledge that all of the above causes of destruction combined must of necessity amount to more than the 20 per cent. growth claimed by some.

A paper company must be in desperate straits indeed when it would permit such ridiculously misleading figures to be presented to a committee composed of Senators of the United States in the vain endeavor to obtain an increased wood supply through a release of Canadian Crown land restrictions. These statements are an insult to the intelligence of the Senators and will no doubt result in a well merited rebuke from the committee.

Reference was made at the above hearing to a single quotation from a speech delivered at the recent annual meeting of the Canadian Pulp & Paper Association by Sir Lomer Gouin in which the Prime Minister stated that under proper management four or five times the present cut might be made. But this remark was applicable to what might happen in the distant future under a well-regulated forest. Every one knows there is no such thing on this continent to-day, and it will take from 50 to 75 years to produce one.

Any further quotations from the speech of Sir Lomer Gouin were carefully omitted and I will merely repeat the following:

> "Our Province, Mr. President, as you were kind enough to say a few moments ago, was the first to realize the importance of keeping in our province our raw material for the use of our own mills. We do not intend to relax that policy at all. We may have to go further, and the time may come when we will have to limit the cutting of our Quebec forests for the exclusive use of the Quebec mills, and if the situation demands it, we shall not hesitate, sir, to take the necessary measures, because we cannot forget that "Charity begins at home."
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> . . . . . .
>
> "But this is not enough. I do not think it is sufficient for you to reduce the volume of your cutting. The time is come, we are told, for you to think that you should restock your timber lands."
>
> . . . . . .

I would suggest in this connection that there is still probably rising a million acres of land that this paper company can buy in the State of Maine at or around $20.00 per acre—land that will average 4 cords or more per acre, or $5.00 per cord stumpage, and $5.00 stumpage with ground wood selling at $100.00 per ton is just as low as $1.00 stumpage was when pulp was only bringing $20.00. This would make cheaper wood for these American mills than wood shipped from Canada.

May Adopt New Method of Scaling

G. C. Hurdman, ex-M.P.P., Ottawa, and now of the Department of Lands and Forests, visited Sudbury recently in connection with the recently-adopted scheme of the department to have test scales made of the logs going into the various sawmills throughout the districts, as well as measurements of the cut lumber. The plans call for each mill to be visited for a week two or three times each season. This move is not in connection with the timber probe which was recently held in Ontario, but is simply part of the system adopted by the Department of Lands and Forests.

Personal Paragraphs of Interest

R. G. Chesbro, of Toronto, and Mrs. Chesbro have returned from a motor trip to St. Louis, Mo.

Frank J. D. Barnjum, of Annapolis Royal, N. S., was a recent visitor to Montreal.

Hugh Munro, lumberman, of Toronto, is enjoying a few days' holidays in Lake of Bays district.

H. G. McDermid, of the Union Lumber Co., Toronto, and Mrs. McDermid, are holidaying at the Lake of Bays.

D. A. Webster, wholesale lumberman, Boston, Mass., was in Toronto recently calling upon the members of the trade.

J. M. Allen, of the Allen-Stoltze Lumber Co., Vancouver, is spending a few days in Toronto and other cities on business.

N. L. MacDonald, of the MacDonald Lumber Co., Toronto, is holidaying in Nova Scotia and other eastern points.

A. E. Eckardt, of the R. Laidlaw Lumber Co., Toronto, and Mrs. family, are spending a holiday at the "Royal Muskoka," Lake Rosseau.

S. G. Denman, of Montreal, of the Imported Timber Section of the Board of Trade, England, has been on a visit to Halifax in connection with the stock of British Government lumber there.

J. D. McCormack, head of the Canadian Western Lumber Co., Fraser Mills, B. C., spent a few days in Toronto recently on business and called upon a number of friends in the trade.

W. F. V. Atkinson, who for several years was head of the forestry and hydraulic departments of Spanish River Pulp & Paper Mills with headquarters at Sault Ste. Marie, Ont., has removed to Toronto and taken up his residence for the present at 186 Warren Road.

George A. Grafftey, son of W. K. Grafftey, president of the Montreal Lumber Company, has opened an office at Room 41, 212 McGill Street, Montreal. as a dealer in wholesale lumber. Mr. Grafftey is a selling agent in Canada for the Wapske Lumber Company, and also for some New Brunswick mills.

Guy Tombs, of the Canadian Export Paper Company, Montreal, left lately for Vancouver. He expects to remain on the Pacific Coast for a month with his family, and while there may visit the various large pulp and paper plants which have been established in British Columbia in the last few years.

Z. Mageau, M.P.P., Sturgeon Falls, Ont., and Mrs. Mageau have gone on a trip to Great Britain and the Continent. They will be absent about three months during which time they will motor over the war area of Europe and visit Palestine. Mr. Mageau is head of the Mageau Lumber Co., of Field, Ont.

Word has been received of the death of Hugh Stewart, formerly with the C. G. Anderson Lumber Co., who left Toronto some months ago to take a position with a leading New York wholesale lumber concern as purchaser of mahogany in the Philippine Islands. Mr. Stewart, during his year and a half residence in Toronto, made many friends in the industry who will regret to learn of his demise.

Ex-Reeve J. R. Davidson, of Beachburg, Ont., passed away as the result of a terrible accident in a saw mill there recently. In some unaccountable manner he was thrown on a revolving saw and one of his legs was completely severed and the other was badly mangled. Fellow workmen rendered first aid as quickly as possible and he was hurried to the Pembroke hospital but medical aid was unable to overcome the shock. He was aged 69 years and a prominent resident.

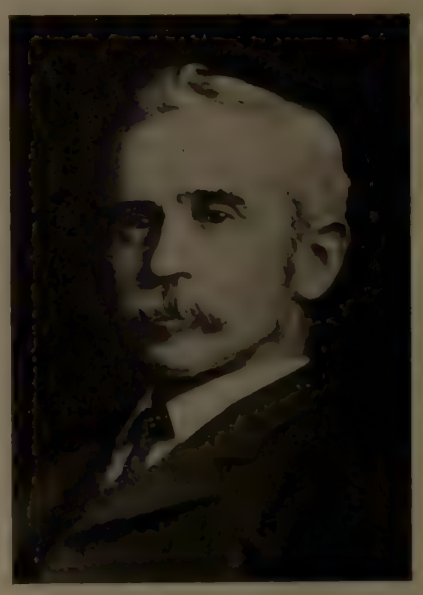
M. A. Grainger, Chief Forester of British Columbia, accompanied by William Turnbull, timber commissioner for the same province, visited Grand Mere as guests of the forestry department of the Laurentide Company, en route to London, to attend the Imperial Timber Conference. Both gentlemen were enthusiastic over the reforestation work and experimental work carried on for the company, and stated that they believed more real substantial forestry work was being done there than by any government or private concern in the Dominion.

Headed by John W. Enoch, poet laureate of the Cleveland lumber trade, and George T. Barner, of the Barner-Meade Lumber Co., nine Cleveland lumbermen took time recently from their business to make a trip across Lake Erie to Port Stanley, Ont. The leaders of this party had sent out invitations to thirty of their lumbermen friends. but there were only nine at the dock when the steamship left for the Canadian port. That all of those who made the trip had an enjoyable time is certain, for they have been telling their friends of the excursion and there is no doubt but that when another party is organized there will be a larger attendance.

R. V. McCabe, who for several years has been the popular office manager of the Dominion Pulp Co., at Chatham, N. B., is starting in business for himself in the pulpwood line, and has formed a partnership with John W. Bowes, of Blissfield, N. B. Mr. McCabe, who recently resigned his position with the Dominion Pulp Co., is a thoroughly experienced and practical man, and his many friends wish him every success in his new venture. McCabe & Bowes have opened an office in Chatham, N. B.

Robt. Arthur Hurdman, of Ottawa, for many years associated with the well-known lumber firm of that name and since the commencement of the war prominent for his participation in the work of the Canadian Patriotic Association, died in Ottawa recently. He was in his fiftieth year.

A Veteran Montreal Lumberman



W. K. Grafftey, Montreal

Mr. W. K. Grafftey is the new president and managing director of the Montreal Lumber Co., Ltd. He has had 44 years' experience in the lumber business, commencing in the year 1876 with the late Mr. G. A. Grier, with whom he remained for 20 years. In 18906, the company of which he is now president, was formed by Ottawa and Montreal men, and from small beginnings the business has expanded until it now handles annually about 25 million feet of spruce and pine, besides a large quantity of hardwoods. Their Montreal yards are at Basin 4, Lachine Canal, where spruce is principally brought in by water transportation, while the main offices and yard for the better qualities of pine are situated at 759 Notre Dame Street W.

Mr. Grafftey was president of the Montreal Lumber Association for two years, and represented the lumber interests on the council of the Montreal Board of Trade for the same period. He also served the city of Westmount for ten consecutive years as chairman of the Light & Power Dept., which duty he performed with great success.

As a subsidiary company for the supplying of material for ships, the Montreal Lumber Company operate the Steamship Supply Lumber Company, using large quantities of spruce. During the war this section grew to very large proportions. The present officers of the company are: Mr. W. K. Grafftey, president and managing director; Mr. George Dewar, of Ottawa, an expert in the pine business, vice-president; Mr. Stewart Grafftey, director; and Mr. H. Brown, secretary-treasurer. At the age of 72 Mr. Gafftrey is hale and hearty and his many friends wish him many years of health and prosperity.

Whalen Company is Steadily Expanding

The annual report of the Whalen Pulp & Paper Company, Limited, of Vancouver, of which Sir George Bury is the head, and which operates several large plants in British Columbia, shows greatly improved earnings for the last twelve months. The stock is at present in the unlisted department of the stock exchanges, but there have been several raises in values of late. All the plants of the company are busy and a large trade is being developed with Japan and other countries. The pulp production of the company will be 72,000 tons annually from now on. During the past year the output was about 48,000 tons, a large part of which was marketed in the Orient. Gross profits for the year's operations amount to $1,050,000 compared with the $900,000 estimated at the time of public issue of the company's 6 per cent. first mortgage bonds last July. Deducting administration and general expenses of $173,000 the amount available for interest, taxes and depreciation was about $877,000, compared with $497,000 for the year ending February 28, 1919. After deduction of bank interest, the amount available for bonds and debentures was about two and one-half times their interest charges. Surplus for the year totalled $323,000, adding to this the amount of $32,000 brought forward at the end of the previous fiscal year balance to the credit of profit and loss stands at about $355,000. In the matter of working capital, net current assets have increased by $1,600,000. Construction work to the extent of about $700,000 was completed at the company's various plants.

How about that clean up, paint up drive? Have you started it in your town?

Besides, lumber is today more valuable than dollars. Don't be careless with it.

National Hardwood Inspectors in Canada

John E. Banks, Toronto, chief inspector of the National Hardwood Lumber Dealers' Association in Ontario, is well-known in the lumber arena. He has been connected with the lumber business for the past ten years and was formerly employed by G. Elias & Brother, Inc., of Buffalo, N.Y., and later by the Hugh McLean Lumber Co. of the same city. Mr. Banks has been identified with the inspection staff of the National Hardwood Lumber Dealers' Association for the

John E. Banks, Toronto

Arthur G. Bowler, Montreal

past year and a half, being first stationed in the Buffalo market and shortly after being transferred to Toronto, of which market he has now charge.

His associate, H. F. Holton, is an Ontario boy. being born in the province in 1879 and has geen engaged in the lumber line practically all his life. Previous to linking up with the National Hardwood Lumber Dealers Association he was on the staff of Hart & McDonagh, wholesale lumbermen, Toronto, for four years.

Arthur G. Bowler, who is in charge of the Quebec District, with headquarters in Montreal, became a National Deputy Inspector in December last. Mr. Bowler was born in 1891 and commenced his connection with the lumber business in 1907 as yard inspector for Parker & Page Co. at East Cambridge, Mass. In 1914 he left that firm to take charge of the yard of the New England Lumber Co. at Charlestown, Mass. He was in the service of the U. S. government as an inspector of propeller wood for a year during the war.

Shall I Build This Year?

This is a question that almost every farmer is asking himself today. He may substitute the word "remodel" for the word "build" but consider the question in one way or another he must.

A recent issue of the Ottawa Farm Journal summed up the situation very clearly. This paper is known all over Canada and is an ably-edited journal with an accurate understanding of the farmers' problems. The full article is rather long to republish here, but the concluding portion of it covers the situation so well that we repeat it.

"But as conditions stand to-day, is the farmer likely to gain anything by waiting if he has building to do? The Ottawa Farm Journal, viewing the matter from every standpoint, firmly believes that to put off doing the work now, simply means heavier expense later on. Here is the reason. The present labor unrest is world-wide and it has not by any means reached its zenith. The sooner the farmer realizes this, the better it will be for himself, and the sooner he prepares to meet the situation and deal with it, the easier will it be handled. Good buildings, modernly equipped with labor-saving equipment, is one way to meet labor emergencies. The farmer with barns and stables handily arranged, and supplied with those things which mechanical invention has provided, can snap his fingers at labor during the greater part of the year. In other words, he can to a very great extent do his own work, except during the rush seasons of spring and summer.

"Another reason for going ahead with building now is that lumber is likely to be dearer for several years to come. Of course, we have lots of timber in this country yet, but it is costing more than it formerly did to get it ready for market, which, coupled up with the foreign demand, has created a situation almost unique. And this demand from abroad for our lumber is bound to continue throughout the period of reconstruction with prices going up from time to time, until the needs of Europe have been supplied.

"Still another reason for suggesting that the farmer should construct now, if in need of improved buildings, is that the tendency of the age is for a higher standard of efficiency in the production of milk and its products. The consumer to-day is demanding cleaner, purer milk and the factory the same. The successful farmer must be prepared to meet this demand or else take less money for his product. Better stables will enable him to do it.

Sized up then, the situation would seem to be that the farmer can build more cheaply in 1920 than for some years to come, and that to do so now puts him in a position of being more independent in the matter of labor, and better able to produce what the market demands."

Price Bros. Erecting Several Sawmills

Price Bros. & Co., of Quebec, are extending their operations in several directions and have built a new mill at Matane, equipped with Waterous machinery, consisting of one double cut and one single cut band mill, two horizontal band resaws and two "Champion" Waterous edgers with trimmers. At Metis the Price Company have erected a new mill equipped also with Waterous machinery, consisting of one double cut band mill, one band resaw and two "Champion" edgers, with necessary trimmers, etc.

Extensive improvements have been carried out at Rimouski and that plant now possesses a double cut band mill and a single cut band mill, two horizontal band resaws, two edgers and one double edger with necessary trimmers, the installations all being supplied by the Waterous Company.

Price Bros. have just completed their new mill at St. Juste and although it is not a large plant, it is a very busy one and is fitted with one large carriage for circular saw, two circular resaws and two edgers with trimmers. At Matane, Metis, Rimouski, and St. Juste lath departments have been put in operation for using up all slabs.

Dyehouse and Bleachery Ventilation

The Buffalo Forge Co., Buffalo, N. Y., have issued a recent bulletin No. 721, entitled "Buffalo Dyehouse & Bleachery Ventilation." The new booklet is dedicted to all dyehouse and bleachery owners, and operators of the firm state that their egnineers, after exhaustive study and experimentation, have solved the problem of successful dyehouse and bleachery ventilation, and are now making this information available to all interested. One of the aims of the Buffalo Forge Co. is to help operators keep their dyehouses and bleacheries free from steam and roof condensation. The publication is splendidly illustrated and describes the dyehouse apparatus, with pictures of actual installations, which are both interesting and edifying.

The Timber Regulations of Ontario

The timber resources of Ontario seem always to have been in the hands of politicians and never in those of a statesman, says the Toronto "Star."

When a lumberman, at his own expense, sends a timber cruiser into the wilderness to find, in some remote place, a timber tract that nobody knew anything about, he seems to regard the "find" as one that really ought to be his own, for which he ought only to pay enough to make his title good, and should not be embarrassed by regulations that cost him either money or trouble. The timber is of no use unless cut; it stands there through the years unseen of man; he is willing to employ labor and cut it, extend the range of human enterprise, meet and surmount the difficulties in the way of getting the logs out—he is willing to face all the hazards, take all the risks and make what profits he can. Or, maybe, if he is shrewd about it, he can sell his rights for a neat sum, but if he does, is it not because he knows his business and knows where to go in search of a customer?

It is not unnatural, perhaps, that men in the timber trade should look upon the forests as theirs and feel that rank outsiders should not spoil their business by making them compete with each other at auction for every tract of timber that any one among them may deside to possess; and it is natural enough, perhaps, that these men should regard fees, regulations and restrictions as merely being concessions which politicians feel called upon to make to public opinion—restraints which they resent and are justified in evading if they can.

All this may be natural enough, but the serious fact of it is that this attitude of mind appears to have manifested itself itself pretty much all along among the politicians and officials who have for a generation or two had charge of the public domain. The regulations are evidently meant to sound well enough to please the public ear, but not to be put into effect in such a way as to inconvenience anybody in particular. The airing which Crown lands affairs are now receiving, with the new United Farmers of Ontario labor government looking on, will probably lead to important changes.

Toronto Firm Erect New Planing Mill

The Sheppard & Gill Lumber Company, Toronto, Ont., have just completed the construction and installation of an up-to-date planing mill and equipment. This firm, which is composed of L. B. Sheppard, H. L. Sheppard and E. I. Gill, purchased the lumber yard formerly conducted by O. & W. R. Smith and have added the planing mill to enable them to handle the large volume of building material required in their section of the rapidly growing Danforth district.

The mill is a two-storey frame building, 48 x 54. The lower storey where the heavy machines are located, has a smooth concrete

Yates band resaw in Sheppard & Gill planing mill

floor. The upper storey is used chiefly for storing sash and doors, which are stocked in large quantities. One corner of this floor is fitted with a couple of work benches and a C. M. C. No. 317 variety saw, and is used for odd jobs.

The equipment on the mill floor consists of modern production planing mill machinery, the sash and doors brought in by the carload, and includes the following items: Yates C 3 moulder, Yates A 4 fast feed moulder and matcher, C.M.C. self-feed rip saw, Yates 4 in. band resaw and a Yates No. 137 emery stand. These machines are all new and of the latest design.

Electric power is used, with an individual drive for each ma-

Fast feed moulder and matcher, Yates A4, in Toronto plant

chine. Two shavings exhaust systems are employed, one to collect the sawdust and the other to carry away the shavings from the stickers. Separate storage vaults are provided for each material. The layout of the machinery is such that a large volume of work may be handled. The machines are placed crosswise of the building so that stock may be fed in one side and carried away through doors on the other side. The latest style profile heads with milled cutters are used and everything provided for the efficient handling of all the work that offers.

Timber Limit Brings Quarter Million

One of the biggest timber deals that has been put through in Algoma in many years has been completed, whereby the timber area of the Rankin location, comprising 6,400 acres, has been purchased by Jerry Lynch, of Sault Ste. Marie, Michigan, the purchase price being in the neighborhood of $250,000.

The Rankin location adjoins the Canadian Soo, and for a great many years has been held by United States speculators for a profitable sale. Last summer the forest fires which swept the north country levelled a great number of the big trees, and it became absolutely necessary for the owners to realize on the timber as soon as possible. Timber cruisers were sent out over the area last fall and the timber was placed on the market.

It is understood that the purchaser has five years in which to clear the timber off, then the probability is that the land will be opened up for farm purposes.

New Bankruptcy Act is Now Law

The Bankruptcy Act, passed at the first session of parliament at Ottawa in 1919, came into force on the 1st of July, under the provision of a proclamation issued in January last. Some amendments, which consideration of the Act during the last year showed to be necessary, were made at the session just prorogued. The rules, which contain very important provisions respecting the carrying out of the Act, have recently been passed by the Governor-General-in-Council.

These rules were first printed in draft form and circulated amongst the judges, members of the legal profession and chartered accountants throughout Canada. They were carefully considered by Mr. Justice Middleton, of the Ontario Bench, and Mr. Justice Maclennan, of the Montreal Bench, and also by representatives of several bar associations. The act, amendment and rules are now in the hands of the distribution branch of the Printing Bureau, and may be obtained upon application.

The first list of authorized trustees is not complete, but is made for the purpose of having trustees in all Provinces, so that the provisions of the Act may be carried out. It is likely that supplementary lists will be considered by Council and approved at an early date. Authorized trustees are required to file a bond in $15,000 issued by an approved surety company. It is intended that the appointment of trustees shall not be complete until the bond has been filed.

Creosote Oils in Wood Preservation

Light creosote oils properly injected into wood apparently will prevent decay until the wood wears out or until it checks so badly that the untreated portions are exposed. Such is the indication of service records collected by the Forest Products Laboratory on railway ties and telegraph poles preserved with low boiling creosotes.

Creosotes used in ties from 25 to 50 years ago were for the most part oils having 50 per cent. or more distilling below 235° C., with a residue not to exceed 25 per cent. at 315° C. The ties so treated lasted from 15 to 20 years, and failure was traceable, in most cases, to mechanical wear, such as rail cutting and spike killing. In no case was failure found to be the fault of the preservative.

Of 1558 telegraph poles in the Montgomery-New Orleans line, which were pressure-treated with a light creosote oil, 1049 poles were still sound after 16 years. In 91 per cent. of the cases of decay, the fungi had entered the wood through checks and shakes. Representative sections in the Norfolk-Washington line showed that after 17 years service, of the 1614 poles inspected, 1469 were sound, 92 decayed at the top, and 105 decayed at the ground line. The decay at the top was caused chiefly by cutting off the poles. In those decayed at the ground line, the causes of failure, as determined in 88 per cent. of the cases, were checks or shakes. Here again, as in the ties, the preservative outlasted the mechanical life of the wood.

Unless some other factor than protection from decay is considered important, therefore, there is apparently no need to specify high boiling oils. The important point is that any coal tar creosote which is not extremely low boiling or extremely high boiling, will satisfactorily prevent decay, and in the selection of an oil, factors such as price, penetrability, and convenience in handling should receive greater consideration than moderate differences in volatility.

Faced with a steady shortage in the number of skilled employees available in the lumber industry, both for mill work and in the woods, it is a matter of wonder that the lumbermen have not undertaken the training under some regular system of additional men for the places that are sure to be vacant. Even the farmer, without meaning invidious by the expression, has long taken up the systematic training of experts in all branches of the agricultural industry. The public schools of the country spend thousands in manual training, most of the course being in wood-working.

Would Open Up Fine Timber Resources

Urging the extension of the Temiskaming and Northern Ontario railway north from its present terminus at Cochrane, a correspondent from New Ontario says: The people of New Ontario want the present railway extended, eventually to James Bay, but immediately to Kettle Falls. Public opinion in that country would be satisfied with the completion of the first link of from twenty-five to forty miles during the present year. The immense timber, power and pulp resources in this region are alrady known, so there should be little risk in the venture thus far. In the case of the forest wealth there is always the danger of fire, which may make any delay in harvesting this product disastrous. More thorough investigation of the country farther on could be made before proceeding with the final linking up of James Bay with the rest of Ontario.

Canada Has Well Staged Exhibit

Prince Arthur of Connaught opened the Empire Timber Exhibition at Kensington, Eng., promoted by the Government Department of Overseas Trade with the object of bringing into more universal use the timber grown in the Empire.

The promoters give a special word of praise to Canadian Forestry Laboratories at Montreal. Canada has a fairly extensive and well staged exhibit, and a few Canadian firms have individual displays.

The exhibition is of a purely technical character, intended to attract traders. The official catalogue, which contains a list of shippers, importers, etc., will doubtless prove useful to specialists in the timber industry.

New Members of Hardwood Association

Anderson, Shreiner & Mawson of Toronto, and Chas. T. White & Son, Limited, of Sussex. N.B., have recently become members of the National Hardwood Lumber Association. The official Bulletin, which was recently issued by the Association, states that the Twenty-third Annual Meeting surpassed all its predecessors and exceeded all expectations, being a cost successful climax to a most prosperous year. The attendance, as shown by the official registration, was 1168, and this represented every foot of the hardwood field from Calgary to New Brunswick and from Maine to Florida. The executive work of the convention was transacted with despatch and thoroughness, and the proposed changes in the inspetcion rules of the Association were rejected as a whole.

Unique Use for Even Knot Hole

That a use has been found for the knot hole, which is regarded generally by lumbermen as about as much value as the squeal of the hog, is vouched for. Chicago packing houses are said to use all of the hog but the squeal but a Yankee going this one better, is said to have found a use for the knot hole. Taking a piece of board one inch thick which has been cut off in some factory because of the knot hole which the piece contains, the Yankee squares the pieces with the knot hole centered, sets it upon a ½-inch wooden base, glues the two together, smooths the surface of the piece and gives it a bath of varnish. Behold, the piece is a wooden novelty suitable for the desk as a receptacle for paper clips, fasteners, pins, or the like!

New Company Taking Over Big Interests

Twelve hundred square miles of pulp lands, situated in Newfoundland, and held under option by S. Duncan McLean, of Sydney, are likely to be taken over by an American syndicate in the near future. The tract which is valued at $500,000 will be cruised by surveyors sent to Newfoundland by the American interests, within the next few days. The syndicate has been formed in the United States to take over this property and work it, providing the report of the surveyors is a favorable one, which competent lumbermen assert is practically a foregone conclusion.

The timberland is owned by Canadian and Newfoundland interests and is practically a virgin area. It is readily accessible for cutting. If the surveyors return a favorable report on the proposition, operation will be commenced as soon as possible. Mr. McLean has held the option now for several weeks. Finally his endeavor to interest a corporation has met with success.

Mr. C. G. Walsh, who is now at North Sydney, is the man that has made arrangements with Mr. McLean for the survey and general cruise of the property. Mr. Walsh is acting in behalf of American pulp and paper interests. While he makes no definite statement it is surmised that one of the large American dailies is behind him. The papers of the Southern nation will go to any length to secure an adequate suspply of newsprint, as a general shortage has occurred in the American pulp industry.

Survey of Sawmiils in Fraser Valley

Evidence of the important part lumbering and its allied activities pay in the affairs of B. C. is afforded by the many camps and mills throughout the Fraser Valley. Old timber lands are being worked over again, and the world-wide demand for lumber and forest products which characterized the war period, and which still prevails. is reflected in the volume of business being done in these lines.

A typical mill is that of the Campbell River Lumber Company near White Rock. The concern operates several camps to secure its own logs, and has lately increased its capacity fifty per cent. to 150,000 feet daily. The power is electrical with the exception of the headsaw equipment. The company is providing cottage homes for its married employees.

Another large mill recently remodelled and equipped with the very latest machinery, electrically driven, is the Hammond Cedar Company's big plant at Hammond. This company also is helping to solve the housing problem for its employees.

The Dominion Shingle and Cedar Company, Ltd., has replaced the big plant on Lulu Island near Eburne, burned down last September, with a mill equal to the best in the province, and operates 14 machines at Eburne and ten at other centres in the Fraser Valley. The Abbotsford Lumber Co. has an output of 90,000 feet daily, and specializes in large timbers for the rail trade. This concern employs 230 men.

The Beaver River Lumber Co., with a nominal capacity of 70,000 feet per day, tops the 74,000 mark some days at its mill alongside the B. C. E. Railway some 30 miles northeast of New Westminster, and with a subsidiary concern at Sullivan employs over 100 men. Other concerns swelling the output include the Popcum Co., ten miles east of Chilliwack; the Vedder Crossing Co., west of Vedder Mountain; the Promontory Sawmills, Sardis; Clayton Co., nine miles east of New Westminster; McLean and McKay Co., two miles south of Cloverdale; which is opening up a new stand of 3,000,000 feet near the mill; Galbraith and Sons' Lincoln mill, with four miles of logging railway; Wolverine Co., two miles south of Lincoln station; Craig-Taylor Co., near Otter station, with a capacity of 60,000 feet daily; Anthony A. Rerrie Co., two miles north of Aldergrove; the G. B. King Co., operating at King station, which under the new name of the King-Farris Co., has lately acquired 125,000.000 feet of spruce and fir, including the magnificent tract known as the Big Green Timber near Cloverdale; the Lombard Co., at Langford on the B. C. E. R., and a host of smaller outfits and shingle mills scattered throughout the Valley.

Paper Company is Reorganizing

The Belgo Paper Co., Limited, is reported to represent the reorganization of the well-known Belgo-Canadian Pulp & Paper Co. of Montreal, who were one of the best-known pulp and paper concerns in the province of Quebec. The new company is capitalized at $20,000,000, with headquarters in Montreal, and is a Canadian incorporation. The older company was a Belgian concern with a capitalization of $5,600,000, and a bond issue of $2,500,000. It is not known whether this reorganization means that additional Canadian capital has been taken in or whether as heretofore the Belgian interests will be in control. The company holds a number of excellent timber limits in the St. Maurice district.

How Timber Policy Will Be Improved

In connection with the investigation into the timber industry in Ontario and the conditions surrounding it which has been going on for some time, some practical suggestions have been made to the Commission with respect to the plans which may be pursued in the future. It has been suggested that timber licenses should be for a substantial period during which the lumberman might reasonably and profitably take off the estimated amount of pine or other wood, and that instead of charging "a more or less" nominal sum in the form of Crown dues, these be increased to perhaps $5 a thousand for white pine and corresponding rates for red pine and other woods, also that the limits be sold either by public auction or tender to the highest bidder as under the former system.

It was the idea of Mr. White that this would be in the best interest of all concerned, would stimulate the interest of the Government and lumbermen from a standpoint of fire protection, and would tend to prevent wastefulness in cutting operations and also prevent the sacrifice of immature timber on the part of the licensees.

Even the Bolsheviks are using modern efficient mechanical equipment in drying high grade veneers. At least a Proctor Automatic Veneer Dryer is in the factory of A. M. Luther of Reval, Russia. This concern, one of the largest European manufacturers of veneers, writes: "The factory is in the hands of the Bolsheviks."

All Aboard for the North Bay Trip

Annual Outing of Ontario Retail Lumber Dealers will be Held July 30-Aug. 2—Big Attendance Promised

Details are now about complete for the annual trip of the Ontario Retail Lumber Dealers' Association, which will be held to North Bay and Lake Nipissing, July 30th to August 2nd. The itinerary of the party was published on page 53 of the July 1st edition of the "Canada Lumberman" and practically remains unchanged.

From reports received by Secretary Boultbee, Toronto, there will be an unusually large and representative attendance from all parts of the province. A number are coming from as far east as Ottawa, as far west as Windsor and as far north as the Soo and Fort William. Every arrangement has been effected for the entertainment and instruction of the visitors and the outing may be well termed an "educational" one. Those from the central and western portions of the province will assemble in Toronto on the afternoon of Thursday, July 29th, and leave by the evening train for North

A. J. Young, North Bay, Ont.
Who is a live worker for success of retail lumbermen's outing

Bay, where they will arrive on the morning of July 30th. After breakfast at the Pacific Hotel, the party will depart by motor for Callander to visit the mills of J. B. Smith & Sons and A. B. Gordon & Co. The members will be provided with a lunch at Callander and in the afternoon will wend their way back tto North Bay and inspect the plant of Wm. Milne & Sons at Trout Mills. This will be followed by a fishing expedition on Trout Lake.

On Saturday morning, July 31st, the lumber merchants will leave by train for Cache Bay to make a tour of the extensive sawmills of George Gordon & Co. and afterwards will journey to Sturgeon Falls to see the splendid pulp and paper mills of the Spanish River Co. There they will be entertained to a lunch, and at 2 p.m. in the afternoon will enjoy a sail on the "Northern Belle" across Lake Nipissing to the French River and Chaudiere Falls, where they will remain overnight and also on Sunday, August 1st.

On Monday, August 2nd, which is Toronto's Civic Holiday as well as the Civic Holiday of a large majority of the towns and cities in Ontario, the party will return to North Bay where arrangements have been made for motoring, sightseeing and fishing. It is expected that some interesting angling competitions will be engaged in and great success met with by the experts.

John B. Reid, president of the association, states that this will be the best trip ever and that any retail lumberman, who fails to attend, "will miss half his life." All yardmen, whether members of the association or not, are cordially invited to come along and take part in the annual outing. A few days' holiday will benefit any man in the business, widen his horizon, increase his acquaintanceship, broaden his ideas and afford a pleasant nd restful change from the ordinary duties and routine.

Each annual outing has always been better than the preceding one and the jaunt to North Bay and Lake Nipissing on July 30th to August 2nd promises to eclipse any previous pilgrimage. Last year seventy retail lumbermen took in the excursion to Penetang, Midland, Victoria Harbor and up the Georgian Bay, and from present indications it would appear that over one hundred representative dealers will make it a point to participate in the proceedings at North Bay and vicinity. The town promises to extend the visitors a warm welcome.

One of the most enthusiastic boosters of the North Bay trip is A. J. Young, of the Young Lumber Co., North Bay and Toronto. Mr. Young thoroughly knows the north where he spent many years in logging operations and has extensive business interests. He declares that the sawmills in the Lake Nipissing district are well worth visiting and that the citizens of the progressive town of North Bay will see that everything is done to make the stay of the Ontario retail lumbermen a pleasant and memorable one.

Mayor Ferguson, of North Bay, has written Secretary Boultbee stating that a committee of the town council has made every preparation for the reception of the visitors, and the freedom of the town will be extended to them Arrangements have been made for a shanty lunch in the open air at Sweet Briar, and many other interesting features are on the programme.

Orangeville District Holds Meeting

Government Sales Tax Still Needs Many Points Elucidated, Declare the Members

Branch No. 6 of the O. R. L. D. A., Inc., celebrated July 1st, this year, by holding a meeting at Harriston, Ont., the home town of one of their most enthusiastic members, Mr. John Howes. In spite of the fact that the Dominion Day holiday presented strong local attractions everywhere throughout Canada, there was a good attendance at the meeting. Harriston itself was in gala attire for the day and presented a fine appearance to the visiting dealers, who were much impressed by the attractive appearance of the town and the exuberant loyalty of its citizens.

J. A. Matthews, of Orangeville, chairman of the Branch, presided at the meeting and directed the deliberations in his customary effective manner. As usual, J. B. MacKenzie, of Georgetown, was on hand to give the proceedings the benefit of all the energy he could put into them. Mr. Howes' two sons were also present, and Robert Dixon of Grand Valley brought along his son, who assists him in the business, and promises to become as successful a dealer as his father.

The natural subject for the opening discussion of the meeting was the government's sales tax. Since this tax was announced, on May 19th the varied assortment of amendments and rulings which have issued from the Department of Inland Revenue, and from the Finance Minister, have resulted in making the whole situation bewilderingly difficult for the retail lumber trade. A lengthy discussion of the subject took place, but at its conclusion the members were unable to reach any other conclusion than that it would be necessary to struggle along in the dark for a further indefinite period, until the government tells them what they must do, in a manner which can be understood. They were unanimous in their opinion that there had never been so confusing a tax imposed in Canada before and that the government had made a serious mistake in endeavoring to put it into effect when its details and the method of collection had been only half baked.

Following the consideration of the tax, the members devoted most of the balance of the afternoon to the exchange of opinion regarding trade conditions. The gist of the discussion was to the effect that it might be said to be a favorable and advisable time at present for purchasing shingles, but that dealers should be careful about purchases of all other stocks. The members were all careful to give the others the opinion that they should not abandon purchasing altogether, but should buy solely for their known requirements, or those which they could reasonably foresee.

J. B. MacKenzie told the members about a visit he had recently paid to St. Marys. Ont., for the purpose of looking over the yard conducted there by D. C. Baird, one of the progressive members of Branch No. 7 of the O.R.L.D.A., Inc. Mr. MacKenzie was loud in his praises of the splendid shed used by Mr. Baird for storing his stock. He explained that the shed was divided into compartments in which all the stock was stored on end. This kept the stock in the best possible condition and made handling it a much simpler and quicker matter than when material is stored flat.

Motor truck delivery and the question whether a charge should be made for delivery came in for discussion also. The truck question seemed to be a doubtful matter to several of the members present on acount of the impassability of the country roads in winter. Some of the members reported, however, that they knew of dealers in Ontario who managed to operate trucks successfully nearly the whole year round, and to arrange for the use of horses during the period in the winter when the roads made sleighs necessary.

It was decided that the next meeting should be held at Orangeville during the first week in December.

The Price of Logs Drops Heavily

There has at last come a change over the market, so far as logs are concerned. In plain language the bottom has dropped out of it and logs are now going begging, says a recent despatch from Vancouver. Not so many weeks ago, cedar logs were quoted as high as $40 a thousand feet. To-day the same logs can be obtained at as low as $20, and in one instance it was stated that one of the most prominent sawmill men in the province made a big sale at $15.

It was inconceivable that the prices of logs could remain in the clouds, with the country almost ready for big deliveries of lumber and shingles. A few weeks ago, the loggers were asked to reduce. But economic conditions took control, and, to-day, logs are being quoted at almost the price they were a year ago. It looks like the beginning of the end of the inflated prices, and it now only remains for the demand to become more pronounced and more stable to bring market conditions back to what they should be from the point of view of orders.

Not a few of the sawmill operators are marking time to see what is to be the outcome of the present condition of affairs. Few, if any of them, have been talking a close-down for an indefinite period, but with the rosy reports from the prairies on the crop conditions, and the urgent necessity that exists for more houses all over the country. it is felt that before many weeks have passed, the demand will be much greater than it is now, or has been for some months.

As a matter of fact there is, as one of the operators expressed it, no log market to-day. Lumber manufacturers are buying where they can get the logs and that is almost anywhere and, for the first time for many years, the lumberman practically is in the position of being able to say he will pay so much and no more. Just how long that will last remains to be seen. Once the real process of building construction starts throughout Canada and the United States it is more than probable that there will be a different story o tell, but meanwhile, logs have dropped and it would not be surprising if they continued to drop in price for at least the next thirty days.

The consumer need not think for a moment that this means tremendous reduction in the price of lumber. Prices have already fallen off, but there is still a considerable differenec between the figures of to-day and those of eighteen months ago when more normal conditions prevailed, comparatively speaking. Eventually there may be some reductions, but nothing worth getting excited about. The ultimate result of all the fluctuations that have taken place and the vicissitudes through which the lumber market has passed, is going to be higher than they were in pre-war days and that these rates will be maintained for the next five years.

Reference was made recently that important developments in the shingle industry were likely to take place in a short time. The indications are that that time is approaching and it will not be surprising if a radical change is shortly brought about in a matter that has engaged the attention of those engaged in the industry for the past six months. Nothing definite has yet been done.

May Develop Power at Grand Falls

Definite action of some sort, with regard to the development of the power possibilities of Grand Falls, the largest potential power in the province of New Brunswick, is expected as a result of the conference between representatives of the Great Falls Power Company, in which the late Sir William Van Horne was interested; the International Paper Company, which is understood to have control of the power company, on the one hand. and the Provincial Government on the other. At the last session of the Legislature an ultimatum was delivered to the company; those in possession of the falls must undertake their development to the satisfaction of the Government, or give way and permit the Government to make use of the power. Their chief consideration is that the power should be made available, and any steps in that direction will be warmly welcomed.

Lumber Transit Car Penalty Still Stands

The ten dollars a day penalty on cars of lumber held at reconsigning points in the United States after the expiration of free time, which was to have been removed June 1, has been continued until November 30. The Interstate Commerce Commission gave special permission to file on one day's notice, notwithstanding its prior action in issuing a reduced rate order, the effect of which would have been to cancel the penalty. The reduced rate order was changed so as merely to allow union depot companies, which had never imposed demurrage or any other penalties, to be taken out of the list of participants in the tariff. Special permission authorized all other companies parties to the Fairbanks' tariffs to continue the imposition of the penalty until the end of November. Thus again is the official O. K. put upon this matter on account of its value and need. The records of the Commission show the order has a proper influence against indiscriminate reconsignments of cars of lumber, and that such reconsignments are not necessary to the welfare of the business or the public.

The National Retail Lumber Dealers' Association has repeatedly stated, says the "Monthly Letter and Bulletin," and we do so again at this time, that it is not against transit cars of lumber, as such, but that it is against the evils which have grown up around this privilege which is detrimental to the proper distribution of lumber at retail, and this order we believe to be of value in that direction.

How Freight is to be Paid

The following rules are prescribed by the Interstate Commerce Commission of the United States to govern payments of freight charges after July 1, 1920. This decision was reached in the Commission's Ex Parte No. 73, respecting Section 3 of the Interstate Commerce Act to regulate commerce, as amended by Section 405 of the Transportation Act of 1920.

"It is ordered: That the following rules and regulations be, and they are hereby, prescribed to become effetcive on July 1, 1920. and to remain in force until the further order of the Commission:

"1. Where retention of possession of any freight by the carrier until the tariff rates and charges thereon have been paid will retard prompt delivery or will retard prompt release of equipment or station facilities, the carrier, upon taking precautions deemed by it to be sufficient to insure payment of the tariff charges within the period of credit herein specified, may relinquish possession of the freight in advance of payment of the tariff charges thereon and may extend credit in the amount of such charges to those who undertake to pay such charges, such persons being herein called shippers, for a period of ninety-six hours, to be computed as follows:

"(A) Where the freight bill is presented to the shipper prior to, or at the time of, delivery of the freight the ninety-six hours of credit shall run from the first 4:00 p.m., following the delivery of the freight.

"(B) Where the freight bill is presented to the shipper subsequent to the time the freight is delivered the ninety-six hours of credit shall run from the first 400 p.m., following the presentation of the freight bill.

"2. Every such carrier shall present freight bills to shippers not later than the first 4:00 p.m., following delivery of the freight, except that when information sufficient to enable the carrier to compute the tariff charges is not then available to the carrier at the delivery point, the freight bills shall be presented not later than the first 4:00 p.m. following the day upon which sufficient information becomes available to the delivering agent of the carrier.

"3. Shippers may elect to have their freight bills presented by means of the United States mails, and when the mail service is so used the time of mailing by the carrier shall be deemed to be the time of presentation of the bills. In case of dispute as to the time of mailing the postmark shall be accepted as showing such time.

"4. Sundays and legal holidays, other than Saturday half holidays, may be excluded from the computation of the period of credit.

"5. The mailing by the shipper of valid checks, drafts, or money orders which are satisfactory to the carrier in payment of the tariff charges, within the period of credit prescribed above, may be deemed to be payment of the tariiff charges within the period of ninety-six hours of credit. In case of dispute as to the time of mailing, the postmark shall be accepted as showing such time."

South Western Executive Convenes

A meeting of the executive of the South Western Ontario Retail Lumber Dealers' Association was held recently at the Hotel Sanita, Chatham, Ont., at which A. R. Saunders, president, presided, and the following directors were present:—Messrs. Chas. Hubbell, Thamesville, G. D. McPherson, Merlin, T. C. Warwick, Blenheim, B. F. Clarke, Glencoe, secretary-treasurer, and M. R. Bogart (S. Hadley Lumber Co.), Chatham.

Several matters of importance were discussed and good progress was reported in Association work. The interest taken by the members is very keen and the outlook for the coming season is bright.

Recession in May Building Activity

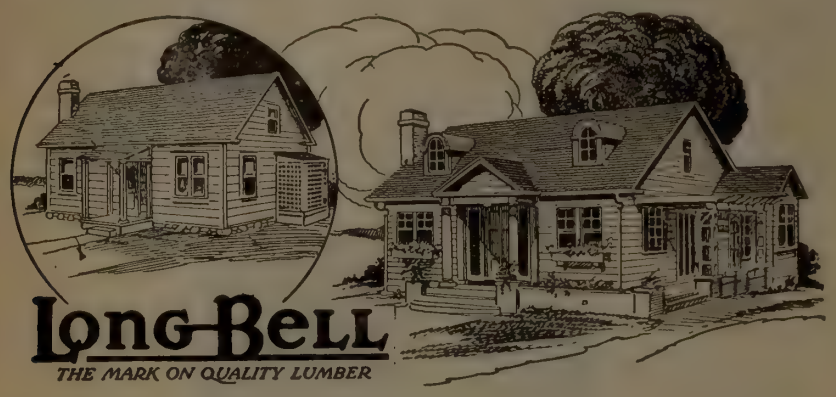
May building statistics reflect plainly a decline in building activities, according to the last issue of the American Contractor. Returns from 192 cities give an estimated valuation of only $128,370,237 as compared to a valuation of nearly $200,000,000 from 200 cities for April. This is only 20 per cent. gain over May 1919 operations whereas April operations showed a 115 per cent. gain. June and August were the record-breaking 1919 months but there is no indication of a June peak this year; possibly this may have been passed in April. It has, unless the railroads can be made to function, says The Contractor. The decrease from April activity is more noticeable in the larger cities and the sudden letting down in issuance of building permits is attributed to the ever increasing chaos in transportation. The average value of permits per city for May has decreased about in proportion to the recession total for all the cities.

How Big Firm Encourages Publicity

A second book of dealer advertising cuts, supplementing the series issued in November, 1919, has just been published by The Long-Bell Lumber Company, of Kansas City, Mo.

The first series was very popular from the beginning, hundreds of dealers requesting cuts for their local newspaper advertising. Files containing actual newspaper clippings, show a wide range of these cuts.

The new series includes four trade-marked lumber cuts, two Long-Bell Forked Leaf Oak Flooring cuts, and six Long-Bell Creosoted Fence Post cuts, all in two and three column sizes. A few of these cuts are also available in one-column size. The lumber cuts



suggest home-building, remodeling, attractive improvements for old homes and trade-marked lumber. The two oak flooring illustrations show children playing on smooth, durable Forked Leaf oak floors. The economy. permanence and attractiveness of Long-Bell Creosoted Fence Posts are especially stressed in six cuts. Two electros of Long-Bell dealer signs complete the new series.

As in the case of the first series, the proofs of the new cuts and advertisements are bound in convenient form. The pages are perforated and may easily be torn out to send to the printer. Blanks to be filled out with instructions to the printer are at the bottom of each page.

New Plant at Eburne is Model One

Regarded as one of the most modern shingle plants in British Columbia the new mill of the Dominion Shingle and Cedar Co., Ltd., replacing the one burned in September of last year, is now in full operation at Eburne, B. C. Undaunted by the high cost of machinery and equipment of all kinds, the company decided to leave no stone unturned to make the new mill a most modern one in every detail, a sprinkling system and duct collecting system being installed, the former as a warning from past experience, and the latter with a view of protecting the health of the employees.

Situated on a site of seven acres and having an excellent waterfront of 610 feet, the buildings, which are substantially constructed, have been allocated to positions to conform with the demands of the underwriters, who have given one of the lowest rates of insurance on any mill in the Lower Mainland.

The boiler house, 45 x 75 feet, stands on piles, and is 45 feet from the power house, which adjoins the mill proper. It contains three boilers of over 400 h.p. capacity, and fitted with Dutch oven feed, the fuel coming in through an overhead conveyor with openings above each feed hole.

The power houses contains Whelan twin engines and also a generator of 300 electric light capacity. Farther out on the waterfront is the pump house with a capacity of 1000 gallons per minute, connected with the sprinkler system and also a 30,000 gallon supply tank.

The mill contains 13 Letson and Burpee machines, one hand machine for spaults, an 86 in. Disston cut-off saw, Heaps Engineering Co. steam splitter operating 60 in. saw and two knee-bolters.

The plant has a new air cooled burner recently completed by the Walsh Construction Co., of Vancouver, 85 feet in height and 55 feet in diameter. To accommodate the working gang of 100 men, the company has just completed a modern bunkhouse about 100 yards from the mill which is fitted with dining rooms, kitchen, chef's room, and 40 rooms with two bunks in each. Shower baths have also been installed.

Saw and Veneer Mills for Ancient Colony

A St. Johns, Newfoundland, report states that engineers and surveyors have arrived from the United States to begin work preparatory to the erection at St. George's of a paper and pulp mill and a saw mill, which. it is claimed, will be as large as any plant of the kind so far erected in Newfoundland. There will also be two veneer mills to manufacture abundant growth of birch wood in the district and a factory for the making of boxes and barrels. The different factories will be equipped with modern and up-to-date machinery. The company is composed of British and American capitalists, who own and control about 1,450 miles of timberland in St. George's territory and also about 950 miles of timberland at Grand Lake, where they also intend to erect in the near future a pulp and saw mill, and freight the products to the docks at St. George's by rail. The company intends to export the pulp and paper to England and the United States. The lumber, barrels, boxes, etc., will be sold to the local market, as well as exported. The saw mill is to be erected near the railway and the water side in St. George's Harbor, where a large pier will be built to a depth of water enabling ocean-going ships to load in safety.

The Standardization of Lumber Sizes

A recent letter from the Engineering Bureau of the National Lumber Manufacturers' Association concerning the work they are doing in relation to standard sizes of yard lumber, shows progress in this matter and that further efforts need to be made to bring this important work to completion.

The matter of standard sizes for yard lumber is to be discussed at a conference to be held in Chicago the latter part of September. This is in accordance with a resolution in which the Second American Lumber Congress went on record as favoring the standardization of sizes of yard lumber and recommending that the regional manufacturers associations carefully consider the sizes as suggested in Report No. 1 of the Engineering Bureau, National Lumber Manufacturers' Association, and that a further conference be held of representatives of the associations not later than September, 1920.

"We are glad to report that the matter has been actively taken up in some of the associations and our work has been endorsed by the engineers and architects as well as both the wholesale and retail lumber dealers, and the Wholesale Sash and Door Association.

"There are some manufacturers who fail to realize that there is a real demand for standardization. We will be glad to have any comments you may care to make on the needs for standardization from your viewpoint; also suggestions as to the best way to bring the importance of this work to the realization of those manufacturers who are slow to act on this matter."

Helping the Dealer with Suggestions

The Beaver Board Companies have mailed to several thousand reliable job carpenters some suggestions as to methods of securing the most attractive results from applying Beaver board. Plans have been prepared showing three ways of using Beaver board in a living room and these plans are being sent to all who request detailed plans and specification sheets. Incidentally, the name of the retail lumberman in the vicinity who handles Beaver board is given on a separate sheet. These are simply two of the helps the Beaver Board Companies are extending to the retail lumbermen who handle their products. At present over one million square feet of Beaver board is being applied daily.

The Wood Construction in "Shamrock IV."

"The wonderful strength of carefully selected, well-seasoned and properly disposed wood" is emphasized by the designer of Sir Thomas Lipton's challenging yacht, "Shamrock IV" as quoted in an article in a recent "Scientific American" which gives the leading characteristics of this craft. The international yacht races will be held July 15th and will arrest widespread attention, as in former years.

Although "Shamrock IV" is of practically the same displacement as the cup defender "Resolute," it carries 25 per cent. more canvas or 10,800 square feet as against 8,650 square feet for "Resolute." "Shamrock IV" is a boat of great initial stability capable of carrying a huge spread of canvas—its spread of sail reaching 170 feet above the deck—and this ability is due, according to its designer, to the "wonderful strength" of the wood. The hull is sheathed with three layers of mahogany, two layers inch thick, placed diagonally in opposite directions at 40 degrees to the vertical, and an outer layer ⅝ of an inch thick, placed longitudinally, the whole being very thoroughly fastened together with the joints evenly distributed. The deck is of birch veneer, ⅝ of an inch thick and the hull is stiffened against distortion by running birch veneer bulkheads at each web frame from the bilge to the deck along each side of the hull. The hull is also stiffened longitudinally by a series of wood longitudinals, about 2½ inches square in section.

The mast, two feet in diameter, is of wood and hollow, as are the other spars. The topmast truck is 145 feet and the top of the clubtopsail 170 feet above the deck. This means that if Shamrock were afloat on Broadway the topmost point of her clubtopsail would be level with the cornice of a 14-storey building, and this, on a waterline of 75 feet.

Forestry Men Will Visit Montreal

American forestry men will shortly visit Montreal in connection with the gift of Mrs. Harold F. McCormick, of Chicago, a daughter of John D. Rockefeller, who has donated to the city a 17,000 acre tract of land. Part of this gift is to be developed and laid out as a great public zoological garden, which is to occupy hundreds of acres, and will represent a $5,000,000 enterprise.

Mr. McCormick is said to have donated to the people this territory in perpetuity, and it appears that the Forest Preserve District of Cook County, Illinois, will have charge of its development, as a representative committee of that department has been detailed to visit the cities of Cincinatti, Washington, Philadelphia and New York, and in addition, Montreal, for the purpose of collecting data for the best methods of carrying out this large undertaking.

An Improved Rotary Veneer Lathe

The Coe Mfg. Co., Painesville, Ohio, recently published Bulletin No. 221. The company, who adopt the slogan: "The oldest and largest manufacturers of veneer cutting and drying equipment in the world," show their improved rotary veneer lathe. It is the result of many years of experience in building veneer machinery. The firm state that they have received many helpful suggestions and instructive criticisms by friends who use veneer lathes in the production of their product. The Coe veneer lathe has long been widely and worthily known to the industry, and this latest development embodies valuable improvements as a result of progress and development in this branch of engineering. It is announced that the first machines built were subjected to months of actual use under the most critical observers, and any defects which developed were corrected before the firm decided to put the improved rotary veneer lathe on the market.

Where the Teredo Leaves Timber Alone

One of the great basic industries of British Columbia, the manufacture of lumber, finds its natural location on the Fraser River, in and around New Westminster, where there are numerous sawmills, shingle mills and other plants engaged in the manufacture of lumber products, says a recent despatch.

The first includes the plant of the Canadian Western Lumber Company at Fraser Mills, just outside the New Westminster's easterly limit, which has a capacity of 350,000 feet every ten hours.

Plants within and immediately adjoining the Vancouver limits include the Brunette Sawmills, the Bucklin Lumber Company, the Timberland Lumber Company, the Lumber Products, Limited, the Laminated Materials Company. the British Columbia Manufacturing Company, (a concern whose export of boxes has so increased that it is now building a second unit with a capacity double that of the first); the Westminster Mill Company, the Dominion Shingle Mills, the Independent Shingle Mills, and others.

With the almost unlimited timber resources of British Columbia, and the enormous demand for lumber for re-construction, practically all over the world, this industry promises unparalleled expansion in the next few years.

The Fraser River is the logical location for the lumber plants of the lower mainland, for several reasons. It offers sites of sufficient area for this purpose, at a cost not prohibitive as in centres where the industrial areas are already congested with plants requiring less elbow room; and it offers adequate space for booming grounds in fresh water, free from the teredo which infests the salt water of the Pacific. This immunity from the teredo alone is a factor of much importance to mill men.

New Welding and Engineering Company

There has been recently organized in St. John, N. B., a new branch of mechanical industry, the St. John Welders and Engineers, Ltd., who will engage in all classes of oxy and acetylene and electric welding, also machinist and engineers' work.

The personnel of the new company is comprised of three prominent St. John men, J. B .Barrett; president, who has been for twelve years a chief engineer in the British Navy; L. J. Gallagher, managing director and secretary-treasurer, who has been throughout the duration of the war consulting and travelling engineer for the Imperial Munitions Board; also K. J. MacRae, of the firm of MacRae, Sinclair & MacRae, barristers, who is vice-president of the company.

This company are now engaged in the repairing of all parts pertaining to any metals which may become defective. They are also prepared to undertake the manufacture of all classes of steel tanks and containers. This especially pertains to gasoline tanks, water sprinklers, steam traps, air receivers, etc., also portable and stationary boilers requiring manufacture or repairs.

They are also ready to do all kinds of marine and stationary boiler and engine work, as they are equipping their plant with the very latest electric welding unit, and are in a position to operate on vessels requiring work of this nature at the company's own dock, as they have acquired a dock suitable to accommodate vessels up to fifteen hundred tons register. They will look after machiners' jobbing, etc., and as Mr. Barrett and Mr. Gallagher are expert engineers, they will also be in a position to furnish estimates on any work submitted to them.

Calling Another National Conference

Plans are under way at Ottawa for the calling of another national industrial conference, at which both Capital and Labor will be in attendance. The appropriation for this purpose was provided by Parliament in the Department of Labor estimates which passed during the last week of the recent session.

The conference held last year, it is felt, was productive of good results in bringing Capital and Labor together and ironing out many incipient differences. This year it is hoped to continue the good influence started last September.

It is not likely that the conference this year will take place before September or October, but the probable dates are expected to be announced in the near future.

Mr. Drury Scores Timber System

Speaking at a Dominion Day celebration at Strathroy, Ont., Premier E. C. Drury took occasion to refer to the timber policy of the U. F. O.-Labor administration of Ontario and said that "the timber inquiry which has been going on was started because Ontario with ten times the resources of New Brunswick, was receiving only the same income as New Brunswick. It looked rather queer. What was wrong? The inquiry shows that the system was rotten to the core. Sixty per cent. of the returns as to cuts of timber were perjuries. The returns were forgeries. When the amount pilfered is got back, and we will get it back, the people will be shocked.

"The new forest policy includes fire protection for the forests and reforestation in that part of old Ontario where necessary. Proper administration will give us an income never dreamed of.

"The Department of Mines will be the next to be investigated, and we will see if we have been cheated in that department also. We intend to get the right amount and then spend the receipts right.

If It's Home

In a certain town in a certain section of our country there lives a very rich man. His name is—let's see, we'll call him Jonathan Jones.

The name of Jonathan Jones in that city is a synonym for riches,—for the arrived.

"Rich as Jonathan Jones," the by-word goes.

A few months ago a young married couple moved into their newly built home, a little, exquisite home, not costly or elaborate, but containing all that makes a woman's heart burst with choking happiness, and that causes a man to swell his chest and say, "It's mine."

"How do you like your new home?" an acquaintance asked the wife.

She fairly beamed.

"Why," she said, "I feel richer than Jonathan Jones."

* * *

Richer than Jonathan Jones,—richer than Croesus, richer than the man who might find the fabled wealth of the Incas.

Rich in more than money, because money is a sorry solace for an empty life; rich in love, and good cheer, and kind words. Rich in the tender pat on the cheek, in the touch of loving and loved hands, in absolute contentment, and contentment, they say, is the acme of happiness.

* * *

Home.

The houseboat on the great river; the cabin with dirt floors in the wilderness; the narrow fronted strip in the congested town; the four-rooms-and-bath of the moderately successful; or the gold door knobbed abode of the masters of finance.

If it's home, it's an interpreter of Heaven.

Hall Caine on Canada's Pulpwood Supply

G. R. Hall Caine, formerly paper controller and adviser to the Ministry of Munitions, has returned to London, Eng., after a tour of Canada, and says that the alleged paper shortage is nothing more or less than a shortage of wood pulp machinery.

"With reforestation, regrowths and conservation there is, presumably, enough wood pulp to last all the paper mills now in operation in Canada for 100 years, if they were all situated in the Province of Quebec," he said.

According to Mr. Caine, Canada offers a most fruitful field for British capital in connection with increasing wood pulp facilities. "I was assured that any such enterprises would have the wholehearted support of the Dominion Government authorities," he declared.

He quoted the chief forester of Quebec to the effect that he "need have no uncertainty in promising to provide pulp paper mills with raw material in perpetuity, even if all the mills of that province doubled their capacity."

Mr. Caine admitted that there was a world shortage of paper and said that there was nothing hopeful in any recent proposals to find a paper substitute, most of the suggestions submitted to the Ministry of Munitions during the war having been found impracticable.

"Let me explode at once the bubble that there is a shortage of timber for paper making, discussing, of course, neither the Scandinavian nor the Russian situations, but that of Canada, and taking Quebec for the purpose of statistics," he said. "In Qubec alone there are between 70,000 and 80,000 square miles of timber limits, equivalent to 51,200,000 acres of forest. Usually it is reckoned that pulp woods run on an average of between eight and ten cords to the acre. This would mean that in Quebec to-day there are between 450,000,000 and 500,000,000 cords of pulp wood. The annual cutting runs between 3,000,000 and 4,000,000 cords. Therefore, there is a hundred years' supply."

Mr. Caine gave two reasons for the paper shortage. First, the fear of the Canadian forest interests, who, seeing the situation in the United States, where wholesale cutting with no attention to reforestation was going on, were brought to the realization that only fifteen years' supply was left, and, second, the terrific losses as a result of forest fires in Eastern Canada where it was estimated that eighteen trees were destroyed by fire for every one felled. The percentage of these losses was higher in the dry climate of Western Canada, where twenty-three trees were destroyed by fire for every one felled, he said.

Mr. Caine placed the consumption of paper in the United States at 40,000 tons a week. Canada, he said, was supplying the United States with 12,500 tons a week, and meanwhile the Americans are seeking a 25 per cent. increase of this to take care of their consumption, despite the fact that the total Canadian output is only 16,000 tons a week.

"Summing up the situation, I am convinced that the enormous, growing demand in the United States for news print is going to make the European situation increasingly difficult during the next four years or more," he said. "Not only will the United States absorb all the news print that Canada can produce, even including the production of the new machines now being installed, but she will force herself, both for news print and for wood pulp, into the European markets and will become a stern competitor in the British mills.

"What is necessary is to enlarge the present manufacturing capacity of the mills of the world. In this connection Canada offers splendid opportunities. Not only has she timber, but she has the huge water power necessary for cheap production.

"One thing is quite certain, and that is unless something is done in this direction, and is done speedily, the price of paper for news print will go up still further.

Historic Tree Nearly Wiped Out

The cedars of Lebanon, famed in history, are reported to have been almost wholly wiped out during the world war. First the Turks cut them down for fuel to be used on their locomotives, and then the conquerors of the Turks continued the destruction. No doubt military exigency demanded that these celebrated forests should be sacrificed and, since sentiment plays a small part in warfare, the famous trees were regarded with no other eye than that which saw in them common material with which to produce motive power.

A writer in the San Francisco Argonaut deplores the fact that stern necessity led to the disappearance of these trees, some of which were said to be nearly 3,000 years old. They were historic even in the time when the army of Sennacherib, 608 years before the Christian era, laid waste the country, as related in the Psalms of David, Pliny, the Roman historian, said the durability of their wood was everlasting, and the Arabs regarded the trees as endowed with the principle of perpetual existence. Timbers unearthed in the ruins of ancient Assyrian cities have been found practically unchanged after the vicissitudes of 2,000 years and more. The giant growths thrived best in the mountains south of Beirut.

In ancient times the oil of the trees was believed to have curative properties and was applied to the bodies of sufferers from leprosy. The Romans used the oil to preserve their manuscripts.

Individual trees often attained a girth of forty-two feet, and height of ninety feet was common. The spread of the branches, exceeding even the height, made a profound impression upon those who beheld them.

The Farmer and the Yardman

Handling trade with a firm understanding between you and your customers makes lasting friends. They immediately have confidence in you. They will continue to trade with you.

Handle merchandise which you can personally recommend, regardless of the cost as compared with competitive lines. It is well to know what your competitor handles, but when it comes to driving a bargain, talk your merchandise and forget to mention your competitor or his line. Let your trade make reference to your competitor and they will express themselves along these lines if you give them time to do so. Then and there is a good time to be a good listener when it comes to getting pointers.

When the question of cost is raised, reason with him as to the direct benefit he is to derive from the investment. The farmer is in business for himself and knows a paying proposition when placed before him. Prove your point and he will venture with the rest.

Being personally acquainted with your customers will put you in closer touch with farm prospects than any other method I know of. Having confidence in you, they will tell of improvements they contemplate, and also mention what their neighbors intend building. Make note of these facts and get in touch wherever improvements are planned.

Being suggestive and not insistent is a good thing. For instance a farmer will ask for a board or some other material which would be too good or not good enough for the purpose. Upon inquiry as to what the material is to be used for, your suggestions may prove profitable or helpful to him. Be interested—not inquisitive—in your customer and his needs.

Back up your statements, your newspaper advertising and your envelope enclosures by actually stocking the new things. The farmer has modern ideas. He is ambitious and anxious for a modern home; desires modern methods and better outside buildings. machinery, livestock. Money would not buy his right to have his educational system, his telephone and his automobile, which have placed him in direct touch with his fellow workers and town business men. Being so closely linked with his home town and the outside world, he has come to be an important factor in his community.

It behooves every one of us to deal with him in a modern, business like way, showing him the advantages of good building material and new farm buildings. We must be "up and on our toes," with new suggestions and modern methods, or he will go where they can be had without the asking. The farmer is our fellow business man. Let's get acquainted and gain his patronage.

Big Poplar Tree Yielded Huge Sum

The felling of a yellow poplar tree of giant size is a Kentucky incident worthy of narration. For untold years it had been a famous landmark in the hills of the Cumberland Mountains. A large lumber concern in Whitesburg not long ago cut this forest monarch, and about $11,000 was realized from the manufactured product. The tree was sawed into nearly 7,000 feet of first-class lumber, with several hundred feet of second-class stuff thrown in. Not for half a century, we are told, had such a tree been marketed from Eastern Kentucky.

My friend, have you ever heard of the town of Yawn
On the banks of the River Slow,
Where blooms the Waitawhile flower fair
And the Some-time-or-other scents the air
And the soft Go-easys grow?
It lies in the Valley of What's-the-use
In the province of Let-her-slide:
That old "tired feeling" is native there—
It's the home of the listless I-don't-care,
Where the Put-it-off's abide.

Hoo-Hoo Holds Drive Next Month

What the Organization Stands For and How the Membership Will be Largely Increased

The great Hoo-Hoo drive for membership begins on August 9th and will terminate on August 19th. H. R. Isherwood of St. Louis, Mo., secretary-treasurer of the Concatenated Order of Hoo-Hoo, reports that every assurance is being received of support and encouragement from all parts of the country. Every member now in good standing is expected to help increase the membership and anyone who has forgotten to pay his dues, is expected to put his shoulder to the wheel and settle promptly all arrears.

Secretary-treasurer Isherwood, in response to the question of "What is Hoo-Hoo?" says that Hoo-Hoo is an organization recruited from the best elements in all branches of the lumber industry.

H. R. Isherwood, St. Louis, Mo.
Secretary-Treasurer of the Concatenated Order of Hoo-Hoo

Hoo-Hoo is an organization which, unlike most other organizations of business men, takes no direct interest in the making of money and only such indirect interest as may grow out of the connection between money and the furthering of health, happiness and long life of Hoo-Hoo, as well as the advancement, both by practice and encouragement, of education and science relating to the promotion of lumber and the industry.

Hoo-Hoo is an organization founded upon the principles which embody and govern friendship, confidence and brotherly love—the foundation upon which the future and success of all associations depend.

Hoo-Hoo is an organization of international scope whose influence and power for personal good are limited only by the will of its membership.

Hoo-Hoo is an organization that insures every man in its ranks against finding himself without friends when friends are needed.

A few of the Concatenated workers from Aug. 9-19

Hoo-Hoo is the one organization with which every lumberman of sufficient standing (business or personal) who cares for the refinements of life should be affiliated.

Hoo-Hoo is going to be a steadily increasing influence in the life of lumbermen and a growing factor in the relations existing between lumbermen and those with whom they deal, because membership in Hoo-Hoo is going to become more and more a Hall Mark of respect.

Hoo-Hoo is the most powerful influence in the entire lumber industry in the matter of extending acquaintance, building good will and making lasting friendships.

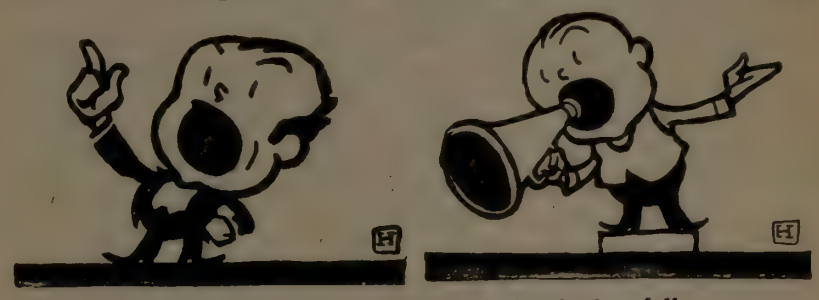
Because Hoo-Hoo is all of these things and more, it becomes important that the order shall enter upon a new Hoo-Hoo year with all of the strength of a revitalized membership, every Hoo-Hoo undertaking a part of the work of extending the Order's welfare.

That this may be accomplished, I am designating the period Aug. 9 to 19, inclusive, for a great Hoo-Hoo drive that will be international in scope and that is expected to enlist the active aid of every loyal member of the order wherever situated.

The Right Balance of Two Factors

Vision is that quality in a man that leads rail-splitters to become presidents; Conservatism is the thing that keeps his mind open to the advice and suggestions that come to him along the way. Vision is that quality in a business that gives us the wireless and the telephone in place of the pony-express; Conservatism is the thing that keeps businesses out of bankruptcy courts as they climb to success, says the "Disston Crucible."

It is Vision and Progressiveness on one hand against Conservatism and Cold Analysis on the other that build business. One furnishes the driving power; the other applies the brakes. Sometimes



Gathering the Hoo-Hoo in by the bag full

a business runs wild until it crashes at a turn; sometimes the brakes are applied so strongly that business comes to a dead stop. Vision is prone to forget that failure is possible; Conservatism forgets that it is necessary to look beyond the present.

No business can be successfully run without both elements—sufficient driving power and adequate braking equipment. Success is attained by the proper balance of the two.

Of the two, perhaps Vision is the thing that is most often lacking. Looking back through business history, it seems that great success has come to those enterprises that had more than common Vision.

Take, for instance, the present question of forest conservation. Our Conservatism tells us it is new, it is untried, it has hundreds of opportunities of "coming a cropper" and injuring our business.

But we must have the Vision to judge forest conservation in the light of future conditions. We must not allow Conservation to condemn or apporve it without first giving attention to Vision's story. The balancing of Vision and Conservatism is a merciless task—a labor that is never finished. But to those who are successful, the rewards are most generous. All great industries enjoying the fruits of world-wide prestige have attained their position because of ability to plan for the future and, at the same time, to recognize their limitations.

Three Ages in Lumber Selling

At one of the retail lumber conventions recently an old-time lumber salesman was called upon for a talk on the subject of selling lumber to the dealer and what the salesman can do to help the dealer, etc., and he declared that in his experience there have been three distinct and definite ages in lumber selling, as follows, says the "Gulf Coast Lumberman."

The hypocritical age.
The price cutting age.
The age of service.

The latter is the present day lumber selling era. The hypocritical age, he said, was back in the good old days that never will or should return, when a man had to buy drinks to get orders, and the size of his order file frequently depended very largely on the size of his drink buying expense account; and the next town he went to he had to go to prayer meeting with the religiously inclined dealer to his interest. It wasn't business, but it was done.

The price cutting age followed that one. In that age you might be all right, and your lumber might be fine, but if you couldn't make at least as good a price as the guy with any old service and any old lumber, you did not get the business.

But this, he said, is the age of service. Personality counts more than ever. Prices still count, of course, and will count until the crack of doom, but the biggest thing of all is what you can give the lumber dealer long after the car of lumber is delivered and stacked in his yard. The lumber dealer to-day is not hard to deal with.

News and Views in the Pulpwood Arena

Pulpwood Cut Will Be Heavy This Fall

There is considerable activity in pulpwood at the present time owing to the high prices prevailing. In some quarters it is believed that there is a speculative element entering the market and that certain parties are on the quiet buying up stocks in the hope of realizing handsomely this fall owing to the ascending value and scarcity of pulp of all kinds. Threre is no doubt that there will be an enormous cut of pulpwood this fall in Northern Ontario and Quebec and at present there is a great deal of poplar being offered. This is due to the growing scarcity of spruce, thus increasing the demand for poplar, while at the same time this is an easy wood to take out, light to handle and remunerative in operation.

E. R. Heyland, of the Thompson & Heyland Lumber Co., Toronto, states that his firm has been offered about 150,000 cords of poplar this season and cannot possibly find a market for all that is available although they will handle several thousand cords. South of North Bay they are paying $13.00 per cord for peeled poplar and $18.00 for peeled spruce and balsam. The peeling season will be over within a short time now and the quantity of wood peeled has been large.

The Thompson & Heyland Lumber Co. have been appointed purchasing representatives in Ontario for the West Virginia Pulp & Paper Co., of New York, in order to supply the mill at Tyrone, Pa., with poplar wood, while the West Virginia company's plant at Mechanicsville, N. Y., will be supplied with spruce.

Owing to the rapid development of the pulp and paper business, its expansion on every side, and the consequent higher prices paid for pulpwood, many settlers and contractors are directing their attention to this branch at the present time. Whether prices will go much higher or not depends largely upon the labor situation. The car shortage is felt at a number of points and the biggest problem in face just now is transportation. Conditions in this respect have not improved within the past few weeks. It is reported that there is a pile of 14,000 cords of poplar along the Gatineau Valley lying there for months owing to lack of cars to get it out.

Will Canada Soon Run Out of Pulpwood?

Lord Atholstan—Canada's "latest and last Peer"—who is at present in London, Eng., making arrangements for the Imperial Press Conference to held at Ottawa in August, was asked the other day for his views on the white paper shortage—one of the most serious problems facing the industrial world in general, and not only the newspaper owner.

"This question," he said, "will undoubtedly be the chief subject for discussion at the conference. The price of paper has gone up, literally, by leaps and bounds. Do you know that Canadian mills are now selling to the United States paper at $210, American, a ton?"

For comparison with this price it may be mentioned that the pre-war price of paper for printing purposes averaged from $45 to $50 a ton.

When Lord Atholstan was asksed if he could state the reason for this tremendous rise in price, he considered for a moment before replying.

"A few American publishers," he continued, "have of late bought in the principal mills of Canada, in some cases to such an extent that they have practically secured control of these mills, and they are now after other mills.

"It is not only the rise in wages which accounts for the increase in prices. There has been another factor.

"The newspapers of the United States and Canada have had fifteen months—since the armstice, in fact—of the most wonderful development in advertising that has ever taken place in the whole history of the two countries. The demand for publicity has, in fact, been insatiable.

"The papers, in consequence, have increased and increased in size until the bulk of them was limited only by mechanical capacity. The result has been a consumption of paper from fifteen, twenty, and up to thirty per cent. over the highest ever recorded.

"This demand has enriched the great papers of the larger cities beyond computation. Even the owners of smaller journals have made fortunes. One New York publisher who, I know, was struggling a year or so ago to make headway, in the last twelve months has amassed a sum of $500,000.

"It stands to reason that this enormous accession of business has enabled the newspaper publishers to pay almost any price for paper, and as the demand increased, up went the price. The paper mills are making up to thirty per cent. on capital.

"But the most serious aspect of the situation is that the supply of wood is within measurable distance of extinction. Indeed, it cannot be very long before a new kind of material for paper-making will have to be discovered, or newspapers will be high in price and also greatly restricted in circulation.

"It is a pity that the English newspaper publishers did not foresee the crisis. If they were to take up the question now, and appoint one, two or three from among themselves to go over to Canada to investigate the situation, there is still time for them to do great things to save the situation for British publishers.

"What is to be done is entirely a matter for private discussion among themselves."

Estimated Resources of Canada's Pulpwood

"We have not reduced the total estimate of 1,000,000,000 cords, but protest vigorously the right of anyone to make the deduction that Canada has 344 years' supply at current rate of consumption," writes Mr. James White, assistant to the Commission of Conservation, Ottawa, to The Wall Street Journal.

The reference is to that part of a Montreal despatch, stating: "It would take 344 years to exhaust the Canadian pulpwood limits at current rates of consumption, if the estimate of the Dominion Commission of Conservation be reasonably accurate. The limits contain at least 1,033,000,000 cords, a third in Quebec."

Mr. White shows the estimate mentioned "covers timber suitable for pulpwood through Canada consisting of spruce and balsam, in Ontario, Quebec, New Brunswick and Nova Scotia; spruce, balsam and popular in the prairie provinces, and Sitka, spruce, western balsam and cottonwood in British Columbia.

"Large quantities of this timber are commercially inaccessible to existing transportation, and of this inaccessible timber, much must remain so far an indefinite period. The extent to which the so-called pulpwood species are being used for the manufacture of lumber and other products is also overlooked.

"A revised estimate by the commission, based upon the best available data from all sources, places the total of spruce and balsam, the species primarily used for newsprint, accessible and inaccessible, at 301,000,000 cords, for eastern Canada. That which is accessible to existing transportation amounts to 421,000,000. With reasonable deduction for diameter limit restrictions, loss and waste in logging and stream driving and for merchantable material left uncut and which will be lost through insects, decay and windfall the total on the basis of potential delivery is 301,000,000.

"This includes 100,000,000 cords in Ontario, 18 per cent. private: 155,000,000 cords in Quebec, 14 per cent. private; 26,000,000 cords in New Brunswick, 46 per cent. private; and 20,000,000 in Nova Scotia, practically all private. As nearly as can be determined from census statistics the total of lumber and pulpwood consumption and pulpwood exports of spruce and balsam from these four provinces was in 1918, 5,500,000 cords, or 55 years' supply in eastern Canada at the 1918 rate of consumption, and the rate of cutting is increasing."

B. C. Paper Mills Face New Obstacle

According to recent reports it would appear as if the paper industry in British Columbia is facing a very serious situation. Practically all of the pulp and paper plants in B. C., and more particularly the larger operations, have oil-burning steam generating plants and are entirely dependent on this fuel for their power. The crude oil to run these plants has been coming from the Standard Oil Co. in California. It would appear as if the Standard Oil Co. are not able to supply the local demand for this fuel, with the result that they are cutting down on the quantities available for export; in fact there is a likelihood that there will be no more crude oil available for shipment to Canada. One reason for this state of affairs is that many new oil-burning steamers are being installed on Pacific Coast runs. The newspapers in Vancouver, Victoria and practically all down the Coast as far as San Francisco and San Diego, are dependent on the

B. C. pulp mills for their newsprint. Should the supply of oil for these plants be entirely cut off, they will be forced to shut down and the result will be a serious blow, not only to the pulp and paper industry but to the whole publishing business of the western coast.

Financial Men Visit Kipawa Plant

A large body of American financial men recently visited the model town of Kipawa, where the new Riordon plant is situated, and expressed themselves as astonished at the progress made on the plant. There is a development involving the expenditure of $15,000,000 in course of execution. The four large American financial concerns of New York and Boston, which had assisted in the financial arrangements were Parkinson & Burr, E. H. Rollins & Co., Coffin & Burr, and William A. Read & Co. The party was directed by officials of the Kipawa company, and Montreal intrests were also represented especially the Royal Securities Corporation. The party spent the whole day in inspecting the plant and learned with pleasure that the estimates of production had been considerably increased.

New Market for Canadian Pulps

The recent sailing of the SS. Maple Court, of the Canadian Government Mercantile Marine. from Quebec opens a new market for Canadian pulps. Some months ago the Spanish paper mills banded together as an organization to arrange for the selling of their products and also to increase their purchasing power. The association sent August Ramoneda to Canada to make a report on the qualities of Canadian pulps and the quantities available and to advise them as to the possibilities of securing their supplies from Canadian producers.

Mr. Ramoneda was so impressed by the possibilities in Canada that he immediately advised his principals to buy as much as possible. On account, however, of the scarcity of pulp only one-tenth has been secured of what is really required. The steamship Maple Court was chartered from the Canadian Government, and the first shipment is now on the way. The Spanish mills, which number 25, make all kinds of paper and consume about 65,000 tons of various kinds of pulp per annum.

Paper Pulp from Papyrus in South Africa

Arrangements for the manufacture of paper pulp from papyrus grass in Zululand are now in progress. A Norwegian company (Walmer Papyrus Pulp Co.) has secured a concession over severa hundred square miles from which to reap all reeds and papyrus grass, which are considered to be excellent raw materials for the manufacture of paper pulp. The company is capitalized at £160,000 ($779,000). A factory capable of turning out 6,000 tons of pulp a year is now being erected at Umfolosi. Most of the machinery and equipment was obtained in the United States.

The company intends at first only to manufacture paper pulp. It is estimated that it will take fully 40,000 tons of raw material to produce the 6,000 tons of pulp, but as the growth of this grass is perennial, and the area where it is found is so extensive, an abundance of raw material is assured each year. The papyrus has to be cut by hand in the same way as sugar cane. The grass is dried, passed through a cutting machine, and then pressed and limewashed. An abundance of cheap colored labor is available. Later on the company intends to extend its operations to the manufacture of paper, textiles, and bags.

Rich Pulp Resources of India

Except in the annual waste growths of tropical and sub-tropical forests, the cellulose expert to the Government of India as quoted in the World's Paper Trade Review, states he has concluded that no permanent settlement of the paper-maker's oft-recurring difficulties of supplies can be found. He has come to this conclusion after 24 years work on this problem in various parts of the world. For many years this expert has been doing exploration and experimental work in bamboo pulp; for the last ten years in the service of the Government of India. After an exhaustive exploration of the coastal belt of Burma, he asserts that there is sufficient bamboo in sight, with the Savannah grasses of Assam, to produce 14,000,000 tons of dry pulp yearly. Bamboo being a grass, its pulp has many qualities in common with esparto and it can be used for all grades of paper. For news print while it does not exactly take the place of strong sulphite, bamboo can be advantageously used to the extent of half the present percentage of sulphite and if mechanical pulp continues to maintain anything like its present value it can be so cheaply produced that it can take the place entirely of mechanical pulp. The total cost of production will not exceed one-half of the present cost of wood pulp.

A plant is being established by the forest Research Institute of India for further experimental work in investigating new sources of paaper making material and for assisting the development of bamboo pulp enterprises. The Indian government is favoring schemes which are being developed for the production yearly of about 70,000 tons of bamboo pulp.

Pulp Cannot be Made from Fine Theories

Editor, "Canada Lumberman."

I notice that the rate of annual growth in our forests must be increasing quite rapidly, as in the issue of the Pulp & Paper Magazine of May 13th, the Vice President of the International Paper Co. claimed a 4 per cent. growth, while in the issue of May 27th he claims it to be 11-3/7 per cent., and that there may be no misunderstanding in connection with these figures I will quote his statement verbatim:

> "As to the 'four per cent. increment,' I desire to quote from the Ninth Annual Report of the Commission of Conservation of Ottawa, and from Professor C. D. Howe of the Faculty of Forestry, University of Toronto. in his monograph entitled 'Forest Regeneration on Certain Cut-over Pulpwood Lands in Quebec.' In this brochure on page ten he states as his conclusion from exhaustive studies made in the St. Maurice Valley, it would take 70 years for a spruce tree, 4 inches in diameter, to attain a diameter of 12 inches.
>
> Let us see exactly what this means in growth percentage. A block of spruce 1 ft. long and 4 in in diameter contains 150.8 cubic inches. A block of spruce 1 ft. long and 12 in. in diameter contains 1357.2 cubic inches. Therefore in 70 years a foot section of a 4 in. spruce tree would gain 1206.4 cubic inches in attaining a diameter of 12 inches.
>
> This is an increase in the 70 years of 800 per cent., or an annual average increase of 11-3/7 per cent. per annum. And in considering this astoundingly large percentage of annual growth, it must be remembered that this is simply circumferential growth, and takes no account whatsoever of altitudinous increment."

The International Paper Company must be very short of wood when it becomes necessary to grow trees at such a rapid rate.

It is much to be regretted that pulp cannot be manufactured from fine theories. If it could be there would certainly be no shortage of paper to-day, but we are faced with a condition and not a theory. The figures quoted by this official of the International Paper Company are the very best evidence that there is positively no net annual growth in our much abused forests as they exist to-day, for if there were an 11 per cent. growth, a 44 per cent. or even a 1 per cent. net growth, there would be more standing wood on the Quebec leased lands to-day than there ever was, as the annual cut on these lands is only 2,000,000 cords, or less than 1 per cent. of the stand of 224,000.000 cords, as quoted by this official.

I am not vouching for any of the above figures, except the annual cut, which is correct. I am merely using his own figures to show that his contention that there is a net annual growth is ridiculous. When the cut only amounts to less than 1 per cent. of the stand of timber and still our supply is diminishing, so very much more than this amount every year, how can there be any net growth?

The fallacy of the contention that there is any such amount of growth lies in a fact that should be perfectly plain to any school boy. We might just as well contend that each child that is born lives to the age of three score years and ten, in which case the world would be as densely populated with human beings as the vice-president of the International Paper Company would have it covered with trees.

If anyone questions the rapidity with which our supply of timber is diminishing, I would ask why it is that some of the larger operators are now cutting in such remote sections that it takes two years to drive their logs to the mills, and why it is that limits have advanced in price from, say, $100 per square mile to $3,500 per square mile? Why pulpwood has advanced from $3.00 per cord to $30 and more, f.o.b.? Why fee land has advanced from $1 per acre to $10, $15 or $30, and over? Also why the size of logs has dropped from six or seven down to sixty or seventy to the thousand feet, and why they are shipping wood out of the country by rail that runs in size from four or five inches down to 1½ inches in diameter, mere poles that have only just begun to grow? Also why are all the larger paper companies in Canada planting seedlings in a large way as fast as they possibly can?

With the above cold facts staring us in the face it must. of course, be perfectly apparent to any man of ordinary intelligence that any claim made as to a net annual growth is simply a "delusion," and that the greatest satisfaction we have in this connection is in the knowledge that all of the people cannot be fooled all of the time.

Sincerely yours,

Frank J. D. Barnjum.

Annapolis Royal, N. S.

The Use, Care and Operation of Band Resaws

The first requisite in band resawing is of course, to have a well-constructed and designed machine. The wheels should be nicely balanced, run perfectly true on their spindles without jar or tremble, and thus the saw while in motion, if properly tensioned and fitted. will run without vibration. This is very important. The wheels should be of such form as to give the requisite strain to the different portions of the saw blade, and the tension device for straining the saw be such as to exert a constant, even force at all times. A machine constructed faultily in either of the above particulars will cause breakage of saws, either from over-straining or from vibration.

Various authorities differ as to the exact form to which the face of the wheels should be ground. They should be as nearly flat as possible and still retain the saw blade in proper position, rendering it capable of withstanding the back-thrust brought against it when re-sawing wide stock, etc.

Another no less important matter is a suitable place for fitting the saw blades, and the proper tools with which to work. The best resawing machine will prove a dismal failure unless the saws are properly fitted, and we wish to emphasize the necessity of providing

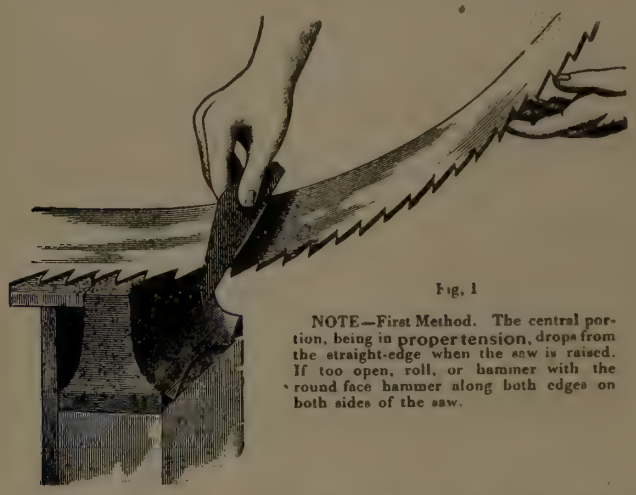


Fig. 1

NOTE—First Method. The central portion, being in proper tension, drops from the straight-edge when the saw is raised. If too open, roll, or hammer with the round face hammer along both edges on both sides of the saw.

a light, roomy filing room, suitably heated and equipped with modern tools.

While saws may be successfully filed and spung-set by hand, it is not profitable to economize too much in the saw-fitter's equipment. The use of the following is recommended: Automatic saw sharpener, anvil, hammers, straight-edges and tension level, swage, pressure side-dresser, brazing table and saw vise.

As the toothed edge of the saw does the guiding, this edge should have the greatest strain, the back edge nearly as much, and the central portions expanded just enough to insure the saw blade doing good work. This is ascertained by actual practice. It is found that when resawing hardwood more tension is required than when re-sawing soft, straight-grained timber, as the more difficult the wood is to cut, necessarily the more inclined the saw blade is to dodge, and thus friction is brought against a certain portion of the saw blade, more especially near the teeth or cutting edge. This heats the blade, expands it, and leaves the cutting edge of the saw slack, so that it will dodge and do poor work.

Adjusting the Tension Required

To provide as much as possible against this occurrence it is found advisable in some cases to leave the back edge of the saw a little longer than the front, and thus, as the saw heats, the upper wheel is free to rise and the cutting edge of the saw will remain taut, while should the back edge of the saw be the same length as the front this would prevent its so doing; hence it will be seen that in re-sawing wide hardwood the saw blade must be fitted somewhat differently from that required when resawing soft-grained material. When the saw blade is in proper tension the central portion of the blade is expanded or opened up, so that when the saw blade is raised the middle will drop away from the straight-edge (Fig. 1). The usual mode of testing for tension is that shown in Figures 1 and 2.

Still, some maintain that it is better to reverse this method, and press the saw down, as in Figures 3 and 4. The former method is usual and most convenient, and in that case the loose places in the saw blade will drop away from the short, straight-edge, and the fast places will be drawn to it.

With band resaws the width of the saw blade varies so much, also the material sawn, that it is difficult to state the exact amount of tension required.

According to the authority above referred to, the tension should be as uniform as possible throughout the entire length of the saw blade. A fast place may cause fracture from undue strain at that point, a loose place from excessive vibration. The tension should be so adjusted that the saw will bear firmly upon the face of the wheel. the principal strain being near the edges of the saw.

To adjust the tension, use only the hammer having a perfectly round face where it comes in contact with the saw, and so nearly flat

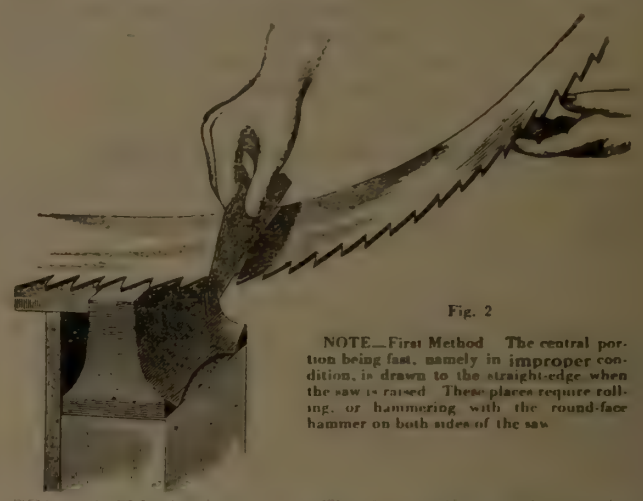


Fig. 2

NOTE—First Method. The central portion being fast, namely in improper condition, is drawn to the straight-edge when the saw is raised. These places require rolling, or hammering with the round-face hammer on both sides of the saw.

that it will not indent the saw with the blow you desire to use. If the face of the hammer is not perfectly round its use will put a twist in the saw.

If the saw is too open—that is. if the central parts drop away too much from the level—hammer the saw with the round-face along the edges lightly and equally on both sides until the proper adjustment is effected. If, on the contrary, the saw does not drop away enough from the straight-edge in its central parts, use the round-face hammer over the central portions lightly and equally on both sides of the saw until the proper tension is obtained. Different portions of the saw will require different treatment, the result to be obtained being uniformity of tension the entire length of the saw blade, and in degree to suit the surface or crown of the wheels.

A trial of the saw with the small straight-edge or tension level from time to time during the process of hammering, with a final test upon the mill, will enable the operator to determine the degree of ex-

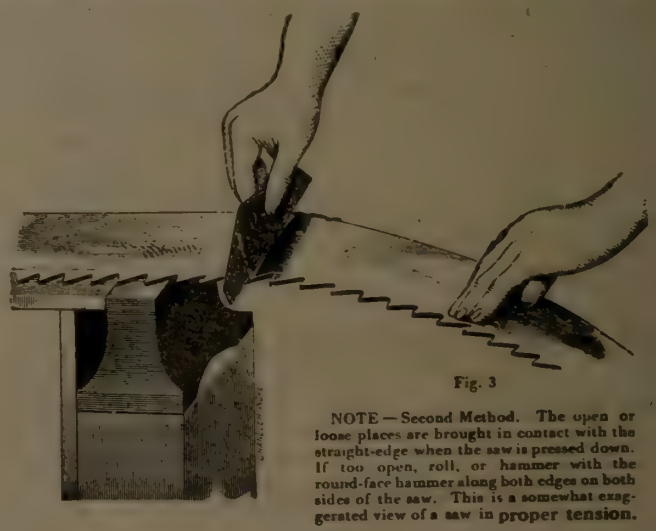


Fig. 3

NOTE—Second Method. The open or loose places are brought in contact with the straight-edge when the saw is pressed down. If too open, roll, or hammer with the round-face hammer along both edges on both sides of the saw. This is a somewhat exaggerated view of a saw in proper tension.

pansion of parts required. It is well to examine a new saw in this manner in order to obtain a proper standard, which, if the saw works well, may be adopted in practice.

Levelling and Straightening

The pein hammer is to be used only in levelling, straightening, and taking out twists. The faces of the hammer should be nearly flat, and the blow light, so as not to indent the surface of the saw. Heavy blows or a sharp hammer will crystallize the steel at the point of contact, and eventually cause fracture. The saw should not show marks of the hammer after hammering.

Lay the saw upon the anvil and levelling table; examine the portion of the saw which lies upon the levelling table by passing the short straight-edge over it at various angles. Whenever ridges ap-

pear, trace their direction or the angle at which they cross the saw with a piece of chalk, draw the part over the anvil and hammer down the ridges with the pein hammer. In hammering down the ridges the pein should always run in the direction of the ridge.

Curves upon the back or toothed edge of the saw are shown by placing the long straight-edge against the back edge of the saw on the levelling table. Mark the extent of the curve and its direction with the chalk.

The back of the saw can be drawn to a true line (see Fig. 5) by using the round-face hammer upon the hollow edge at the point of curvature, carrying the blows into the central portions of the saw sufficiently to prevent unequal expansion. and leaving the centre open as directed previously. Light blows should be used, and both sides hammered equally, care being taken not to give a heavy blow upon the extreme edge, which promotes fracture. If the back edge is rounding, the hammering must be done upon the toothed edge.

The back edge of the saw should be kept straight or a little convex, not to exceed 1/8-in. convex in fifteen feet length. The greater the convexity the greater the strain on the toothed edge. In straightening the back edge, be careful to maintain the tension. Examine the back edge frequently. In Fig. 5 the shaded portion indicates the part to be hammered.

Form of Teeth and Filing

The teeth should be as short as possible and have room to chamber the sawdust. This will add to their strength and prevent their vibrating in the cut. A long tooth is sure to tremble when at work, and thus do rough sawing. The spacing of the teeth depends entirely upon the width of the material sawn and the feed carried. In resawing narrow strips a fast feed is carried, and fine-spaced teeth may be

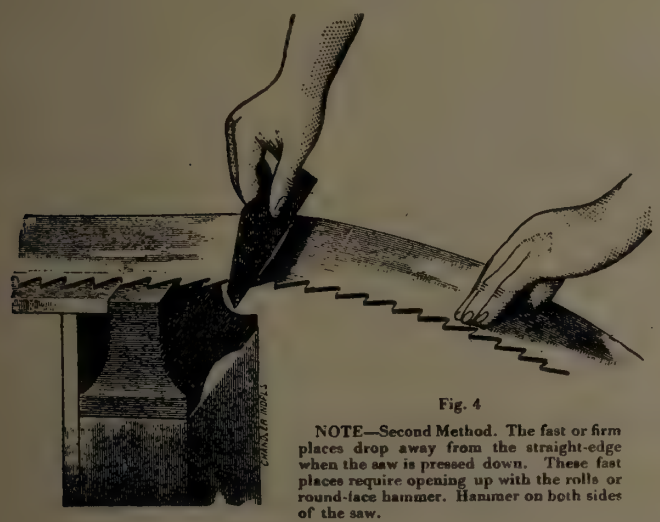


Fig. 4

NOTE—Second Method. The fast or firm places drop away from the straight-edge when the saw is pressed down. These fast places require opening up with the rolls or round-face hammer. Hammer on both sides of the saw.

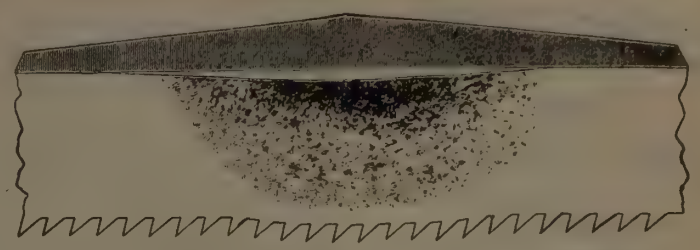
used. For general purposes teeth 1 5/8 inches from point to point give very good service. An 18-gauge saw may have teeth 3/8 of an inch deep; 19 and 20 gauge 5/16 inch; thinner than this 1/4 inch or less. In filing the band saw the teeth must be of one length, so that each does its share of the work. We advise the use of the swage, and the form of the swages point is very important. The only part of the band saw blade which should come in contact with the material sawed must be the cutting edge, and this cutting edge should have clearance both in the direction of the feed and in the direction of the descent of the saw blade. Hence the swage used must form the tooth broadest at the extreme point. Otherwise the tooth must be side-dressed by hand or a pressure side-dresser used. In fact this is a good tool to use in any event, as by its use the swage portion of each tooth may be brought into perfect shape. Do not use a side file.

In filing, an automatic emery grinder should be used, as it will be found a tedious operation, where much resawing is done, to fit the saw blades by hand. It is also difficult to avoid square corners and if these exist fractures will be apt to start from them.

It is probably unnecessary to say anything further about filing, other than to state that it is very essential. after the saw is filed, to examine each tooth and see that it stands perfectly straight, and that it has a perfect swage, namely sharp, keen corners with perfect clearance. If this is done the thinnest saw can be made to resaw perfectly the widest material. The saw blades will also be found to run a long while without resharpening and, in short, any extra pains which are taken in fitting the band resaw blade will be repaid tenfold, both in quality of work done and in the quantity turned out before resharpening.

The matter of the setting, that is, the form of the swage, giving each tooth a keen cutting edge, and of keeping the saw straight in the back, are the most often overlooked, and these conditions have caused the users of band resaws a great deal of annoyance. In conclusion, finish up the fitting of the saw blade before attempting to run it.

The cracking of band saw blades is caused by some of the following conditions: from overstraining or from vibration. Vibration may arise from any of the following causes: if the face of the wheel is out of true; if the wheels are out of balance; if sawdust and gum accumulate on the face of the wheels; uneven tension hammered in the saw blade. Then. too, the saw may be crystallized from too heavy blows with a hammer or from using sharp-faced hammers, or from the swage of the tooth being of such form as to crowd the saw against



Dark portion indicates where to hammer to straighten

the guides. The saw will also vibrate from insufficient strain. It is necessary that as near an even strain should be maintained on the saw blade as possible.

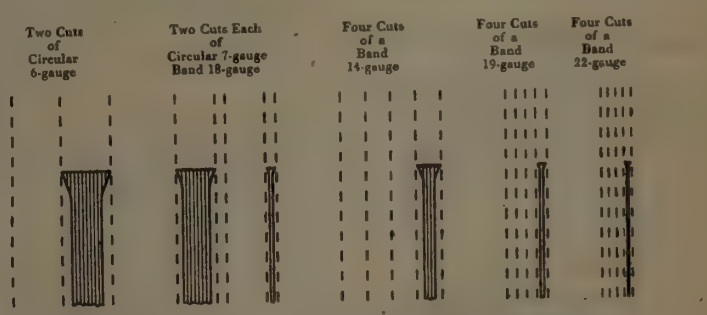
Hanging the Saw on the Mill

See that the upper and lower wheels are adjusted one in line with the other. Place the saw blade in position, the teeth only projecting over the edge of the wheel. Raise the upper wheel and provide the proper strain for the saw blade. Turn the wheels slowly around by hand and train the saw so that it will maintain the proper position, namely the teeth projecting half inch beyond the face of the wheel. Do this by tilting the upper wheel. When the proper adjustment has been made, secure the shaft in this position and do not further adjust it vertically (i.e., tilt) so long as you have this saw in use.

As the saw blade becomes full or tends to crowd back on the wheel, counteract this by the use of the cross-line lever This latter must not be abused. however, as a very slight adjustment is sufficient, "and the saw must not run in a twist." If the pitch or hook of the teeth is suited to the work done, and if the saw has been hammered to the proper tension, it will maintain its position firmly on the wheels with little or no use of the cross-line. A pitch or hook of the teeth which gives good results is about 5 inches to 12 inches in width of the saw.

Directions for Brazing Saw Blades

The ends of the saw blade are first prepared by filing a true taper, commencing back about 1/2 inch from the end and filing the saw thinner as it approaches the end, at which point it should be only the thickness of a knife-edge, one end of the saw being filed from the outside and the other from the inside. This being done the saw should be placed on the brazing table, the back edge being brought against the back of the brazing table. This forms a straight


Two Cuts of Circular 6-gauge
Two Cuts Each of Circular 7-gauge Band 18-gauge
Four Cuts of a Band 14-gauge
Four Cuts of a Band 19-gauge
Four Cuts of a Band 22-gauge

Comparing wood removed by different saws

edge, and will bring the saw blade to a straight line. Now dust some powdered borax on the under edge of the saw blade, and after cleaning a piece of silver solder of the proper size slip this between the ends on top of the borax. Dust some borax as well on the silver solder. The saw now being in proper position, the ends lapping 1/2 inch, the brazing irons should be slipped one over and one under the saw, and the screws adjusted so that the saw blade, when clamped lies in a perfectly level position. Now withdraw the irons, only loosening the screws enough to allow this and no more, heat the irons to a cherry red in a clean fire, again place them in position. and by means of the clamping screws firmly bring them to bear upon the saw blade. Leave in this position until cool, when the saw may be removed and the joint dressed and hammered the same as the rest of the blade. Some filers prefer to use muriatic acid in place of borax; the effect is the same.

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Phone 329
10-15

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13-16

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Two large rope pulleys—one take-up slack rope.
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Mechanical Engineer with good experience in constructing up to date sawmill machinery and with experience as sawmill designer wanted for large lumber company in Canada.

State education, experience, age and salary wanted.

Only first class up to date men need apply. Box 314, Canada Lumberman. 14-15

Foreman Wanted for Circular Saw-Mill. Able to file and hammer saws. Must be good man. State salary and when able to start. Apply Box 301, Canada Lumberman. 13-14

ENGINEER WANTED, second class certificate, to take charge of sawmill engines and steam. Also two good millwrights. Apply Box 260, Canada Lumberman, Toronto. 12-13

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

WANTED—Young man experienced in woods operation and saw mill, to take care as superintendent. Mill cutting one and one-half to two million feet per year. Apply, stating experience, reference and salary expected, to Box 219, Canada Lumberman, Toronto. 9-t.f.

Young man of experience in Stenography and Typewriting wanted as Bookkeeper for Wholesale Lumber office in Toronto. Good salary and opportunity for advancement. Give age, experience and references to Box 244, Canada Lumberman, Toronto, Ont. 10-t.f.

Business Chances

Open for contract to saw by M. Location in New Ontario or Trans Continental preferred. Box 317, Canada Lumberman. 14

Wanted

To Contract with Party who owns good portable mill, or small stationary mill to cut softwood and hardwood logs. To saw year round. Large quantity of timber to cut. For further particulars, apply to Petawawa Lumber Company, Ltd., Pembroke, Ont. 12-t.f.

FOR SALE—TIMBER LIMIT in Haliburton County. 1100 acres. 60% hard maple, beech, black birch, ash, elm, etc., balance spruce, hemlock, basswood and cedar. Timber is tall and thick. Siding 6 miles. For terms and particulars apply to

FRED INMAN,
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Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. 12-t.f.

SAW MILL MACHINERY WANTED—There is a constant demand for second-hand mill equipment of all kinds. If you have a nigger, planer or slab resaw for which you have no further use, advertise it in the Quick Action Section of "Canada Lumberman" and cash in on your original outlay. 12-t.f.

Standing Timber For Sale

We have some very desirable blocks of Timber listed with us for Immediate Sale, located on railways and within easy distance of shipping centres.

Both large and small stands of Hardwoods. Choice block of Basswood, also a large area of Pulpwoods.

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Practically new and modern Saw Mill Plant, capacity about 30 Million feet per annum, located in the Interior of British Columbia on a beautiful inland lake and on the main line of the Grand Trunk Pacific Railway. About 500 Million feet of timber on and adjacent to Lake (about 90% Spruce) and another Billion feet available at reasonable prices. Natural conditions ideal for economical logging, manufacturing, piling and shipping. An advantage of about $4 per thousand feet in freight rates to the Prairie Provinces over Coast shipments.

This property offers unlimited possibilities as a lumber, pulp and paper property. Would consider selling a half interest. Terms reasonable.

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Practically new and modern sawmill with about 2 million ft. of logs ready to saw; mill has a capacity of 35 M ft. per ten hours; for sale on account of owner's illness; is now in operation and a rare opportunity for any one with experience and small capital; best site in Abitibi district. Apply Box 307, "Canada Lumberman." 14

Miscellaneous

Sawmill Wanted

A single band and band resaw sawmill complete including gang edger, planer and matcher, single surface planer, lath machine, bed saw, trimmers, adequate power plant and electric light plant. All must be in good condition.

This outfit is for use in Canada therefore preference will be given to offerings from there. A good steam feed rotary and band resaw would be considered.

Address with full particulars, Box 310, Canada Lumberman and Woodworker. 14-17

British Emissary's View of Pulp Situation

When he was in Canada early in the year, investigating the wood pulp situation, with a view to helping out the paper shortage in Great Britain, Ralph Hall Caine, former British deputy paper controller, did not spend much time in British Columbia. He has returned to England with very little offer of encouragement to the paper trade. In fact, so far as England getting any help, he expressed the opinion on his return to London, that it would be idle to expect any immediate relief. He said: "I don't see the slightest chance of Europe getting any pulp from Canada for at least three years." Though enthusiastic over Canada as a pulp-producing country, he sized up the situation with respect to the United States as a big customer. "In Quebec, Ontario and New Brunswick," he said, "I found the three provincial governments adamant in their refusal to allow the export of wood pulp to the United States or anywhere else. What is wanted," he continued, "is British capital to develop the pulp industry in Canada, otherwise the big interests in the United States, which require paper in the worst possible way, are certain to jump in and do so.

"Canada," said Hall Caine, "offers a splendid opportunity. She has not only timber but the huge waterpower necessary for cheap production. I am convinced there is a fruitful field for British capital in this direction and I am assured any such enterprise will have the whole-hearted support of the Dominion Government authorities. British newspaper owners must realize, as the Americans have, that it is essential they control their raw material supplies. It seems to me that if the provincial governments will not give way on the export question, the only way is for an all-round increase in Canadian production with a percentage of pulp allotted to the two countries"—(Great Britain and U. S.)

New Zealand Systematized Lumbering

In New Zealand a scheme for controlling the disposition of timber supplies was devised and put into operation. An advisory committee, upon which were represented the sawmillers, timber merchants, building trades and users of white pine, was appointed. This committee secured information as to domestic demand for various kinds of timber. At the outset it not only required the retention in New Zealand of lumber for the home market, but restricted the output of the mills. Subsequently, these restrictions were relaxed. The sawmillers undertook not to increase prices without the consent of the board of trade. The increase of supplies for home consumption, moreover, has served, it is reported, to prevent undue enhancement of prices in New Zealand.

Canada's problem is, in some respects, dissimlar to that which confronted New Zealand. Canada, in the first place, has in the United States a convenient market in which is a keen demand for lumber. Moreover, while Canada exports to the United States annually lumber valued at about $50,00,000, she also imports from the United States lumber valued at about $18,000,000. From the United States, for instance, some hardwoods are imported which are necessary for many purposes. United States buyers made contracts at $60 a thousand feet and even higher.

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MacLean REPORTS

Review of Current Trade Conditions

Ontario and the East

July is generally a quiet month in the lumber arena so far as the wholesalers are concerned, and this particular month sees no exception to the general rule. Prices on eastern stuff have been holding firm although hemlock is, perhaps, a little weaker due to the competition of southern pine.

The car situation is one regarding which wholesalers and manufacturers still have many complaints to make. In the mills manufacturing conditions are becoming stabilized, labor is less restless, logs are coming to hand in better shape and in larger quantities and producing conditions are, on the whole, better than they have been for some weeks. Of course there are a few exceptions but, generally speaking, manufacturers have little to complain of.

There is a possibility of a very serious car shortage this fall and it is feared if certain interests hold off buying too long, that they may not be able to secure stock when they want it. One wholesaler expressed the opinion this week that prices would be firmer on all lines of softwoods this autumn, and as conditions in the labor and material market were becoming more normal, next season will witness the greatest building boom ever enjoyed in the Dominion. Another leading representative stated that cull lumber of all kinds is in exceptionally strong requisition and very difficult to get hold of in sufficient quantities at the present time; in fact he intimated that he had a standing order for all the lower grades that he could possibly secure.

Those who are going after business aggressively have little cause to complain in the lumber arena today. The lath market is holding fairly firm and as increased quantities are available, it is predicted that there may be a softening in prices.

Hardwoods are in fair requisition, and, while no heavy buying is going on, the number of smaller orders keeps up, notwithstanding that furniture manufacturers and phonograph firms have somewhat curtailed production since the recent luxury tax came into effect.

According to a Kansas City report southern pine has dropped another ten per cent. Quotations being made there recently were as low as $55.00 a M., a reduction of $5.00. The value of southern pine has descended about 30 per cent. in the last month. Pine lath has been reduced from a high figure to $15.00 in the same period. The hardwood market across the border has shown a slight softening. The fall in pine stock from the high level reached earlier in the season is due largely to the desire of some of the bigger dealers to stabilize the market and increase building. Builders and contractors have been advised not to expect any further drop but that present prices will be maintained throughout the balance of the year, is the word received by a number of Ontario firms.

There has been a slight advance in B. C. shingles which are now on the up grade, the increase being from 30c to 50c per M. The ascension in price is caused by many of the mills in the West being closed down. On western boards, shiplap and small dimension there has been some stiffening of prices and advances of from $3.00 to $5.00 have been made on a number of lines.

Latest advices are to the effect that retailers are buying in fair quantity and representatives of B. C. mills report very good business for this time of the year.

Lath are holding firm in price and there is no surplus, while the building trades are calling for a considerable quantity.

United States

Conditions in the lumber market generally remain quiet although there is a perceptible improvement in some lines. In others a great deal of price-cutting has entered the field but business has not been stimulated to any extent by such methods. The car situation is still causing shippers great anxiety and at many points there is extreme congestion. Building in numerous cities and towns has slowed down to a degree greater than at first anticipated owing to the constant demands of labor and the succession of strikes. This has resulted in a huge number of projected enterprises being held in abeyance. While many cars of lumber have been put in transit, these have been sold at reduced prices.

Speaking of conditions in the building trade, one eastern firm writes:—Labor is gradually getting more stabilized. On account of the lack of transportation, the essentials for building, such as brick, cement, lime, glass and hardware, have not been able to reach the yards, although some slight improvement has been reported this last week. Until money is available for building at a normal rate, we cannot expect to see any revival no matter what prices are. While there has been a slowing up in the volume of orders received at the principal producing districts, the chief difficulty encountered by the mills is in connection with transportation. The car shortage has been pronounced all through the first half of the year, and it is getting worse. The diversion of equipment to the grain and coal trade, for the movement of last year's grain and of coal supplies to points distant from the mines, cut into the supply of cars available for the shipment of lumber; and the approaching harvests in the middle north will demand even more facilities.

If the volume of orders flowing to the mills has been lighter, there has also been a material reduction in the output of lumber, in all sections but the Pacific northwest. Southern pine mills are only producing about two-thirds of normal capacity, and during the month of June the new orders exceeded the amount shipped. Even at that there has been a steady lowering of price quotations, and this has probably contributed to keep the volume of new business lower than it otherwise would have been.

The output of northern pine, hemlock and hardwood mills has been greatly cut down by the timberworkers' strike and, though the men are gradually returning to work and mills are now operating to more nearly capacity, the lost motion cannot be made up this year. This tends to keep prices for these woods on a level close to the high point.

In the hardwood arena there has been a quickening of the market and prices are holding fairly firm. Any buying that is going on is for immediate requirements, and there is no disposition on the part of any large consumers to accumulate stocks. Transportation and money conditions are the chief factors which restrict trade. With their warehouses in many cases filled with manufactured goods which they cannot ship because of their inability to secure cars, not a few are able to undertake larger obligations owing to financial limitations.

The manufacturers of hardwood lumber are commencing to accumulate some stock, but the supply at the mills is not yet menacing, and may not become so. One reason is that the wholesalers seem to have faith in the future of the market and are buying available stocks for future trade. They are not paying the high prices which prevailed a few months ago, and they hardly expect to sell their purchases at the prices they could then obtain. But they are able to buy at values which leave them a margin on what they believe the market will be.

Some factory consumers found themselves with more stock on hand than they can use, and part of this is finding its way back into the market. It is not being sacrificed, however, for there is no present need for that.

In regard to southern pine, there has been a slight turn for the better, and there has been a perceptible increase in the demand during the past few days along with a firming up of prices. Production is, however, much curtailed, many of the smaller mills having closed down recently as a result of the lethargic state of the market. As soon as the market shows signs of definite improvement, these mills will resume activities, as it is felt that the latent demand for lumber is very large and that it cannot remain dammed up as it has been for the last few months.

Referring to the general car situation, an exchange says:—The transportation of the crops is the problem which disturbs the entire industrial and commercial world, and this year the country undoubtedly will wake up to a realization of the insufficiency of its transportation system if it never has before. With the open top cars commandeered for coal hauling and the box cars going to the wheat fields, the lumber industry faces the prospects of being badly crippled for an indefinite time.

Great Britain

During the past two months a note of pessimism has prevailed in certain ranks owing to the continued depression in trade. On the other hand there are several optimists who believe that the present quietness is but temporary and has been caused by factors which will sooner or later disappear, such as the heavy taxation, the liquidation of stocks caused by the tightness of money, etc. Speaking of the trade in general, a recent issue of the Timber Trades Journal says:—The motto for all timber merchants should be patience, for

View of Mills in Sarnia.

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without it there is no chance of success. We have heard of many cases where importers' goods have arrived in London unsold, and where it has been quite impossible to sell the wood at a profit on c.i.f. terms. In all cases, however, the firms in question have wisely decided against forcing sales. Taking the long view, and knowing that in the first place supplies cannot be in excess of the demand, and secondly, that sawn goods cannot be replaced at the current figures, the importers are convinced that spot prices must rise, and they therefore see no necessity for parting with their stocks unless they can secure a fair trading profit. We admit that at the moment the situation seems a little precarious, but a continuation during the present month of the improvement shown in June will put a different complexion on the whole industrial situation.

There is not much improvement in the hardwood market, and there will undoubtedly be some low sales of various American woods in the near future, as the holders of stock will not be able to wait until the consumption increases. That this increase is all that is necessary to keep prices firm seems clear from the fact that new importations cannot be made at the old figures; but new importations are not wanted now, and will probably not be in demand until the autumn. Looking ahead, therefore, the position would appear to be a sound one, but the freight problem may upset all calculations. It may be that in the autumn we shall see Atlantic freights on a very different level, and a heavy reduction would have some bearing on hardwood prices. Although supplies in America are not large, shippers would be glad of some further business, and would sell if they could without endeavoring to secure the full benefit of the lower freights. Just as in softwoods, there is a good demand for prime qualities, and especially for prime oak, but at present the general inquiry is dull and business slack.

From all parts of the country comes the cry that joinery quality wood is almost unobtainable. Inquiries for such goods are numerous, and the fortunate holders of stocks for prompt delivery are getting figures which far exceed anything hitherto paid. For 3 x 11 in. u/s red we have seen quotations at from £72 to £75 per standard ex dock. For 3 x 9 in., 2 x 9 in., etc., the price is anything from £58 to £65; for 3 x 7in. as much as £48 to £50 is quoted, and for smaller sizes in good quality values are almost proportionate. The demand for such wood is strong indeed, and all the fresh arrivals will be sold promptly as soon as they are ready for delivery. For many purposes, of course, commoner quality wood has now to be used, but architects are too particular, and work is often delayed by the insistence on a quality of timber which is simply not available. We are therefore likely to see throughout this year an appreciation in the value of what is known as joinery wood; and this will take place even although a lower level of prices may be current for common unassorted. Formerly the difference between fine quality 2½ x 7 in. and ordinary unassorted was about 20s. to 30s. per standard; now it is frequently from £8 to £10. In deals the disproportion is even greater. It is little wonder, therefore, that the trade is eagerly looking forward to the hundred thousand standards or so which are reported to be available this year from the White Sea ports, provided satisfactory arrangements can be made with the Russisan authorities for the shipment.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Export Business at Quebec Hit By High Rates

The timber and deal trade at Quebec shows no improvement in regard to export to the United Kingdom over conditions that prevailed at the end of June in 1919. Activities in export are hampered by the high prices in freight, 300 shillings per standard of three inch deals, and 450 shillings per standard in shipping of timber to the United Kingdom. There are very little hopes of these freight rates being reduced, which are ten times in excess of the rates which prevailed previous to the outbreak of the war. Quebec exporters and agents of western lumber interests have been hoping that the present rates would be to some extent this month and August but present appearances do not indicate any appreciable change.

One of the reasons advanced for the continuation of the steamship freight rates is the enormous amount of lumber ordered by the Imperial Ministry during the war that is still held for shipment. The wood goods that had been purchased by the Imperial Government in the west and stored at Montreal and its vicinity has been carried oversas. In the present, however, there is a very large quantity of lumber and timber ordered by the Imperial Government stored east of Quebec, including Matane, Miramichi and other centres of the lower St. Lawrence.

In the meantime the movement of Canadian trade in the St. Lawrence has a considerable influence on the freight rates charged by liners, especially in the spring and fall. The amount of grain to be shipped to European markets this fall will have some influence on the rates in freight for the shipments of timber and deals. The Quebec export timber and lumber merchants who ship largely manufactured lumber and white pine from the ports of Montreal and Three Rivers, have had a fairly good season up to date, by the shipment of small parcels of wood as part cargo of almost every European liner, but the shipments of full and part cargoes from Quebec have not up to the present been very active; in fact up to normal on account of the high costs of freight, as well as scarcity of ship bottoms.

The local Quebec lumber business has not been at all active this summer. This is due to the high demand in price for wood, with the result that construction work has been much retarded. The wholesale lumber trade in the Ancient Capital on this account are not doing the business they expected last spring, and although it has been made clear to the contractors that no reduction in the present or near future can be expected, they cannot educate the people to believe that the price of lumber will be maintained, with the result that men who wish to invest in new construction are holding back with the hope that the quotations of material and labor will be lowered.

In a conversation with a leading Quebec firm of manufacturers and exporters your correspondent was informed that the Quebec trade did look forward to a break in the shipping rates to the United Kingdom in July and August, but lately had come to the conclusion that the chances of lower freight rates in the present appearance of things were slight.

Montreal Business Quiet With Prices Firm

Speaking generally, the Montreal lumber market is dull, a condition which is usual at this period of the year. But although business is slack, prices continue to hold firm. Some wholesalers are of opinion that the peak has been reached, and that the tendency in the immediate future will be towards a slightly lower range of values. At the same time the mills it is stated, continue to ask substantial prices for their lumber. In view of the undoubted high costs, it is difficult to see how values can fall to any appreciable extent.

Transportation is a prime factor in the market just now, particularly in relation to United States business. There are complaints that goods are very slow in being moved, and that it is difficult to secure sufficient cars.

The local section is slow, although the building points are very satisfactory. The permits for last month totalled $8.428,595, an increase of $1,697,178; while for the six months' period the total was $8,541,904, a gain of $5,654,480. Very little progress has been made with local scheme for workmen's dwellings, and it looks as if nothing definite will be done this year. The Council originally asked for a loan of $3,000,000, but as the suburbs have been allocated about $2,000,000, this has been changed to $1,000,000, which will not go far in supplying the acute shortage of houses.

Box makers report that there is a brisk demand for their commodity, and the sash and door factories have also some good orders in hand.

The lath market is a little softer, but there is not a great deal on the market.

The demand for lumber for the United States has fallen off, partly owing to the fact that the yards have not yet disposed of the goods ordered earlier in the season and partly to the disinclination to do business in the midst of the Presidential election.

B. C. products are meeting a fair sale, at the lower prices prevailing.

Although the British market is weak, a fair amount of lumber is being shipped. Freight rates are very high, about 300s. per standard, which is militating against very large exports, especially in view of the drop in prices on the other side.

Canadian exporters are now devoting more attention to business with South America, and this season large consignments have been sent to that country.

Pulpwood is in very strong request, but supplies are limited, and

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what is available commands extremely high prices, running from $30 to $45 per cord f. o. b.

Demand Slackens in Ottawa But Prices Hold Firm

Continued firm prices, with a lessened demand, and a most uncertain outlook as to European export, coupled with the continued strike of 450 former employees of the woodworking factories and plants, were the principal events of interest in the Ottawa lumber market, during the opening period of July. Taken all around, though the volume of trade was greater than during a corresponding period a year ago, it was doubtful if the outlook for the future was as good. In some circles of the trade the correspondent of the "Canada Lumberman" has been informed that it will be as long as another six months, before trade begins to really pick up or begin to fulfil the expectations, that lumber dealers had formerly held for it.

The market though it did not show any signs of weakening as to price, slowed up considerably, in both the domestic, and foreign demand to the United States, as compared with the closing period of June. In the early days of July the principal demand from the United States swung from the middle and lower grades, to "twelve inch" stock, indicating that the better grades of lumber were coming back into their own again on the American market. Spruce and pine stocks were principally in demand.

A fair analysis, from the standpoint of a lay mind, of the market was that the trade did not exactly know where it was at. For instance the wholesalers still remained completely in the dark as to what prices the manufacturers still remained completely in the dark as to what prices the mnaufacturers were going to charge for this year's sawmill cut. The retailer was not buying, because he did not exactly see his way to sell, and he was more or less timid about taking a chance on stocking up, with quotations from the manufacturer being held in abeyance. The European export situation while attracting much attention, really remained a case of sixes and sevens, though exporters watched every move in the market with keen interest.

The principal demand, though it was not as great in volume as during late June, continued to come from the United States. The domestic demand though it kept up somewhat was not in proportion to the late June business. Local building conditions, outside of the disturbed labor situation, indicated that lumber sales for consumption at Ottawa should increase. June building permits dropped $120,000 below those of May, but on the two months the total estimated valuation was considerably in advance of that of 1919.

The general impression from the manufacturing and wholesaling end was that quotations would maintain their present levels, and it was further freely predicted that manufacturing prices for this year's sawmill cut would advance. The assumption for the advance was based almost entirely on increased operating costs, and the higher wages being paid to labor.

Pine and spruce stocks commanded the most attention. Labor with the sawmills remained reasonably plentiful. The supply of logs to sawmills in the Ottawa Valley while they were not as great as had been expected or as many as the operators would have liked to have seen, remained sufficient to continue operations. As compared with the middle of June the situation as to logs did not grow any worse, and the water instead of falling to the extent the manufacturers had expected, continued to keep up fairly well. The concensus of opinion of the trade was, however, that with the shortage of logs early in the year, the season's sawmill cut was certain to be reduced. This means that stocks next winter will be still lower than during the winter of 1919-20. The foreign car situation showed some improvement. Cars became more plentiful and the despatch of shipments more prompt.

Official trade confirmation that the demand for stocks for European export had slowed up considerably, in comparison with last August and September, was made. It is declared that the future outlook as to the European market is a great deal more serious and complex than many persons at the present time believe.

One of the first and principal factors that Canadian exporters to England had to look at before selling stocks was the financial situation and the rate of bank discount, which early in July stood at seven per cent. Ocean space became more plentiful, but the rate of 300 shillings per standard did not vary. In this connection lumbermen were playing hide and seek and would not commit themselves as what might or might not occur. The holding of a steamship conference, as announced in despatches from London early in July, was taken in several trade circles to mean that it was for the purpose of ascertaining the extent, tonnage, facilities and operation of the British Merchant Marine, and weigh them off against the American Marine. Rumors were current in the trade that with the passing of the American shipping bill that an American Lloyds was to be established.

Generally the outlook as to future European export trade remained very uncertain. The holding of the Imperial Lumber Conference in London which is being attended by Canadian representatives was regarded in well informed circles as being more for making a general survey of the timber and lumber resources of the British Empire than anything else. Certain cycles of the trade did not look for it to immediately benefit the lumber or timber trade or bring about any readjustment of present ocean shipping facilities or rates.

Conditions with the woodworking plants and factories remained pretty much as they were two weeks ago. The strike of the mill workers continued and the city council and Mayor Fisher unanimously decided to make application to the Department of Labor for the appointment of a board of conciliation. The heads of the woodworking factories were under considerable criticism, inasmuch as they made no general or public statement as to their attitude. The Mayor told the employers that he considered it too late in date for any group of employers to refuse to deal with a union organization. In some circles of the trade it was learned that the heads of the plants were prepared to do so, without any dictation from the chief magistrate of Ottawa or anybody else. The manufacturers stood pat and filled their sash and door, and flooring orders from reserve stocks they had accumulated before the strike began.

Lath remained slow. Shingles were in fair demand, but were not plentiful.

The suit entered by the MacDonald Lumber Co., of Toronto, against the Hendun Lumber Co., of Haileybury, Ont., for nonfulfillment of a contract for supplying 750,000 ft. of merchantable spruce and jack pine was settled out of court recently, the defendants agreeing to pay a stated sum for damages and also the costs of the action.

The MacDonald Lumber Co. have removed from Room 9, 34 Victoria St., Toronto, to Rooms 16 and 17 in the same building.

Alaska Resources Attract Attention

Requests for information are being received by the Alaska Bureau of Publicity from capitalists in all parts of the country who are interested in pulp wood timber, mill sites and water power, presumably as a result of the recent intimation that the Department of Agriculture is about to propose 30 or 35-year leases to those desirous of engaging in the manufacture of pulpwood.

The Tongass National forest, comprising about 15,000,000 acres, approximately one-sixth of which is heavily timbered and abundantly supplied with mill sites and water, is the subject of many inquiries. Those who have closely observed the awakening of interest in the pulpwood industry in Alaska are of the belief that the elimination of the "cash in advance" and "year to year" system of leasing timber lands will result in the development of a great paper-making industry which, they are confident, is bound to attract attention to other natural resources of Alaska which have long awaited the touch of capital.

Newsy Happenings From The West

Michigan interests are reported to have acquired timber limits from the East Kootenay Lumber Company to the extent of 500,000,000 feet, and will operate a pulp and milling business at Wattsburg or Cranbrook, B. C.

The provincial government of Saskatchewan has decided upon an aggressive policy for the development of the natural resources of the province. The possibilities of establishing a pulp aand paper making industry is to be examined into as the preliminary investigation has shown that there are immense resources of pulpwood in the province. The Government will also investigate the lumber industry to ascertain what can be done to prevent forest fires and to find out if they grant enough speculative price as regards the development of lumbering.

The plant of the Lumber Products, Limited, New Westminster, B. C., narrowly escaped destruction by fire. The boiler-house and fuel bin were destroyed entirely and considerable damage was done to the dry kilns. Strenuous efforts on the part of the foremen aided by a favorable wind, were all that saved the plant from total destruction. The fire chief stated that were it not for the wind, nothing in the world could have saved the whole plant.

A recent despatch from Winnipeg says: Directors of a new company, the B. C. Lumber Mills, Limited, incorporated for one million dollars, were here recently. The company will shortly commence construction of a huge lumber mill at Wattsburg, B. C. W. A. Wilson, of Warsaw, Wis., is president of the company, which is backed entirely by American capital. Purchases of plant, machinery and equipment for construction of the mill are already on order and boilers for the plant will be supplied by a company in Winnipeg. The company has acquired extensive timber limits in the Cranbrook district and proposes to establish one of the largest mills in the province. Two portable mills have already been put into cut lumber for the flumes required to bring the logs to the mill. Construction on the mill itself will commence in the near future and will be in operation by the spring of 1921.

MILLMEN

and others interested in Steam Power Plants

Whether you contemplate building a new or repairing your old power plant it will pay you to investigate our recently patented **Steel Water-Jacket Furnace.** This brickless furnace is built of heavy steel plates, spaced apart, forming a water jacket all around, carrying same amount of steam as boiler. Splendidly adapted for use of portable mills as it is easily moved and placed in position. Burns sawdust or mill refuse of any description, while at the same time it generates one hundred per cent. more steam than will any other type of furnace. Conforms to any style or type of boiler, either straight draft return or water tube.

Do you, or do you not want to save half your coal? It's up to you. Ask for particulars.

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Woodstock - New Brunswick

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is prepared to consider offers and to accept Agencies for any kind of Canadian and American lumber on commission basis.

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Special Offer

Realizing the need for a rich liquoring satisfying Tea for camp purposes, we set aside, from time to time, some chests of choice

FANNINGS

which we can offer at a very low price for immediate delivery.

These "fannings" are the small broken pieces of leaf from our standard blends. Infused in a large muslin bag they will be found entirely satisfactory and the most economical form of making tea. Packed in cases of about 120 lbs.

Samples and prices on application, quantity being limited. Please write at once.

"Salada" Tea Company of Canada, Ltd.

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Good Will

—a mighty valuable asset to your business and something that cannot be built up in a few days. It is the result of painstaking efforts to give the customer just a little more than he expects—keeping the quality of your products standard—and backing up every word of your advertisements. In short, it's Service—Real Service—that builds Good Will.

Tudhope-Anderson **Detachable Lumber Trucks**

Unequalled stand-up-ability on tough, rough and soft road-beds are the tests that explain the widespread popularity of these sturdy trucks among lumbermen. Cut shows Front Hauling Gear No. 41 coupled to Hind Gear No. 42. One or more Hind Gears may be attached or detached with ease.

Look at the wide tire steel wheels. They mean easy hauling. We guarantee them. Spokes may be renewed in case of accident—not so with others. Axles are high quality square steel ensuring many years' service. Wood parts are best oak, air-seasoned and kiln-dried. All parts well ironed and braced.

Built to the following specifications;—

No. of Truck	Size of Steel Axle	Tire Inches	Wheels Inches	Frame Length	Width
41 Front Gear	1¾" square	4 x ½	26	.....	.....
42 Hind Gear	1¾" square	4 x ½	42	5 feet	40 inches

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Electric and Acetylene Welding

MACHINISTS and ENGINEERS

BOILERS, DONKEY FRAMES, and all HEAVY MACHINERY, CASTINGS, Etc., treated by our special process.

30-36 Britain Street, St. John, N.B.

General Survey of Lumber Field

The last issue of the "Labor Gazette," Ottawa, gives the following summary of activities in the lumber line from Coast to Coast:

Charlottetown reported some slackening in lumbering activity towards the end of May, but a large quantity of lumber was sawn during the month. The saw and shingle mills in St. John and district ran steadily. The lumbermen in Fredericton district had a successful spring drive, with good prospects of bringing the entire cut to the booms; saw mill workers were steadily employed. Bathurst reported the drives progressing favorably with most of the smaller streams cleaned up, but in some the logs were held up for want of water. Round Quebec river driving was nearly completed, but few saw mills had started operations at the close of the month. Sherbrooke reported the drives continuing and great activity in the saw and shingle mills. At Ottawa and Hull the saw mills were busy but the burning of some lumber yards affected the local labor situation. The two sawmills at Pembroke were very busy, more men being required. Peterborough reported lumbermen very busy rafting and river-driving, and the sawmills were already very busy. At Sault Ste. Marie bush work was opening up again, and many men were required also for loading ties and pulp wood on cars. There was some demand at Port Arthur for river drivers. Winnipeg reported some falling off in the demand for lumbermen in Manitoba. Many of the men who worked in the woods of northern Saskatchewan during winter and spring found employment on farms. Edmonton reported a demand for men for the mills in northern Alberta. At Fernie lumbering activity was at its height, but prospects were stated to be somewhat unsettled owing to market conditions, some companies at this point and also at Cranbrook, after running double shifts for two months, having accumulated large stocks; it was expected, however, that active conditions would be maintained until next fall; the post and pole industry was rather slack. the prairie farmers, who are the chief buyers of this product, being engaged on seeding. Nelson reported the supply of common labor as fair, but skilled labor was scarce and some overtime work was necessary. Vancouver and New Westminster reported the saw and shingle mills working to capacity; loggers were well employed. Victoria and Nanaimo reported lumbering and milling operations active on Vancouver Island, but hampered by shortage of shipping facilities; several new saw and shingle mills started during the month.

Breezy Notes From the East

Since the recent conflagration in the New Brunswick woods other forest fires were reported. One broke out on lands owned by the Miramichi Lumber Company and the New Brunswick Railway Company, at the mouth of the Clearwater, Taxis River. This is said to have been started by a farmer while clearing a section of his land. Another fire was reported from Smith & Dalton's mill at Rollingham, Charlotte County. Fires were also reported on the Blue Bell track and at Three Brooks, Tobique. Six prosecutions for setting fires are to take place on the Tobique and three in Madawaska.

Hawkins sawmill on the Nashwaaksis had a narrow escape from being burned down recently. In the dead of night the watchman noticed a blaze among some sawdust inside the engine room and around the outside of the furnace and he immediately sounded an alarm. Fortunately the mill is supplied with good fire protection and the blaze was extinguished before any great damage was done.

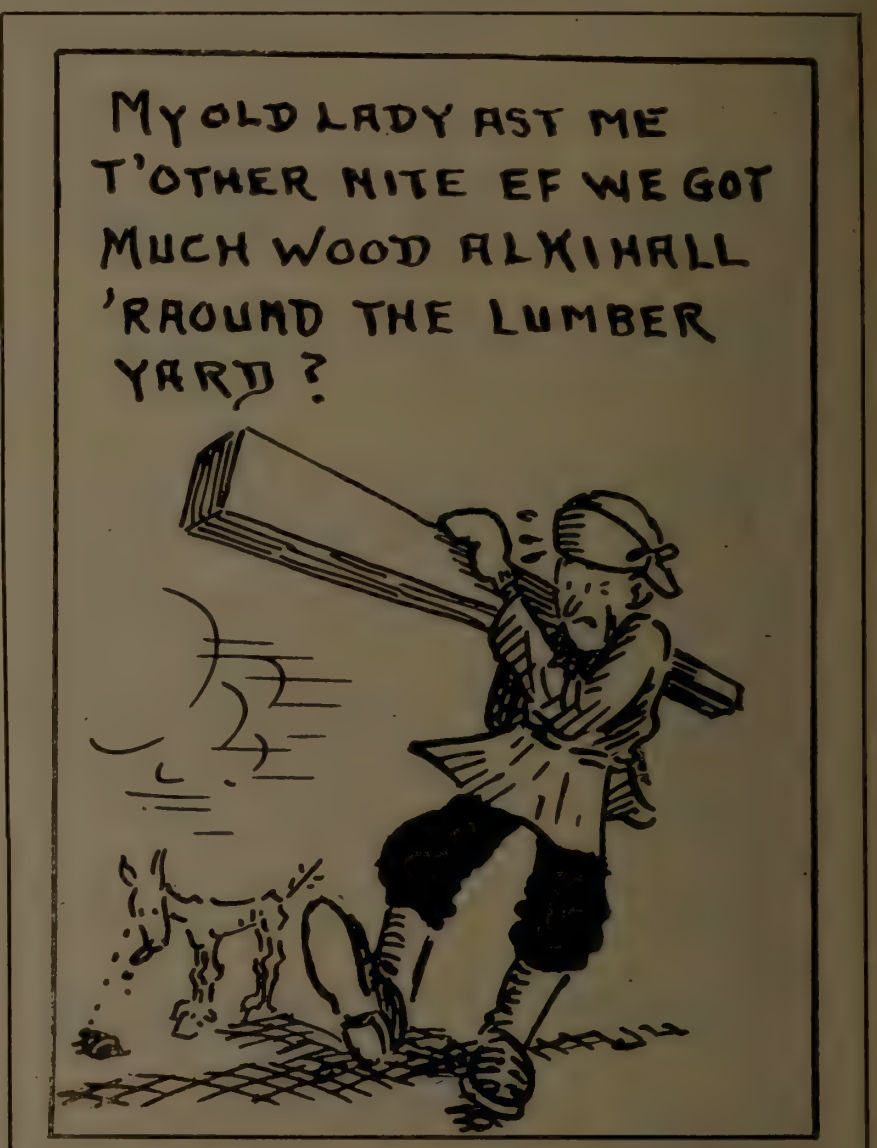
The formal transfer of the Dominion Company's plant and properties to the Fraser Companies Limited took place a few days ago. It is said that a cheque for between $1,000,000 and $1,250,000 was handed over to the British interests. The Dominion mill is situated on the Miramichi river and is known as an easy bleaching sulphite mill. It has a capacity of fifty tons a day. The timber limits being transferred are largely areas under license from the Department of Lands and Mines and consist of about 288 square miles of Crown timber lands. However, it is believed that the source of supply for raw material, which the Frasers are depending on largely for their new plant is the Miramichi portion of the 1,580,000 acres of timber limits they are acquiring from the New Brunswick Railway Company. The Dominion mill will be the second pulp plant operated by the Fraser Companies, their other being at Edmundston, which has a capacity of 110 to 118 tons daily. They also operate ten band saw lumber mills, most of which have shingle mills in connection.

Change Has Come Over Lumber Yard

Time was, not so long ago, when a retail lumber yard was a thing of utility, indeed of necessity, but by no stretch of the imagination could it be called a thing of beauty, desirability or even "tolerability"—if there is such a word—in the neighborhood one happened to live in, says M. E. Bascom in the May edition of "Business." People avoided the yard as much as possible, disliking to walk past it, even on the other side of the street. Its high board fence, generally sagging and slatternly, gave a forbidding look to the whole block, and the sidewalk was usually unclean and in winter covered with ice or snow. It was about the ugliest place in town, and with the exception of a few school boys for whom it held a mysterious fascination, no one ever went near it who could possibly help it.

But a change has come over the lumber yard. It has perked up with a brand new, freshly-painted fence—green mostly—with a neat, clean, well-built office with display windows, sometimes with gay flower boxes, and always with a cheery, clean, homelike reception room where one can sit in comfort and examine samples of hardwood flooring, fancy doors and the like, and plans and pictures of handsome little bungalows and cowsheds and granaries and self-feeders and so on.

The yard itself has changed no less. The long aisles of dirty, slipshod lumber piles have straightened up; have got under cover, in fact, and are no longer dirty or weather-beaten, but shiny yellow and


MY OLD LADY AST ME T'OTHER NITE EF WE GOT MUCH WOOD ALKIHALL 'RAOUND THE LUMBER YARD ?
We haven't much of the aforesaid article on hand, but we can fix you up with most anything else in the line of wood. Talk over your building plans with us. We can show you some kinks that will save you money.
HOME LUMBER CO.
Home Town, N. Y.

A humorous advertisement in the line of wood product

fragrant, just as they came from the mill—all because they have a roof over them and a water-proof foundation under them. And a lot of other things have come to pass which make the retail yard at last a real asset to a community—actually a thing of beauty.

And what has brought this about? The answer is, as in so many cases of industrial rejuvenation—woman.

If some years ago you had suggested to the lumberman that he do something to make his yard attractive to women customers, he would have laughed and spoken somewhat in this wise: "I suppose you want me to tie pink and blue bows on my boards and put a flower pot on each lumber pile? How about lace curtains at the office windows and some bead portieres strung up between the lumber piles? No, we don't want no women coming around here. What do women know about lumber, anyway?"

NEW ZEBRA, WOOD, WESTERN UNION, and PRIVATE CODES USED.

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W. N. HILLAS & COMPANY

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***Head Office:* HULL, England**

To the Lumber Companies of Canada:

You have the Goods. Place your Lists with full particulars in our hands. We are in daily touch with all the Buyers in the United Kingdom.

PLEASE NOTE. We pay cash against all documents, and take the whole of the Delcredere risk on Buyers.

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WHOLESALE LUMBER
SANS DIEU RIEN
MONTREAL - Canada

OFFER FOR IMMEDIATE SHIPMENT;—
Two million feet 1", 1¼", 1½", 2", 3" and 4" BIRCH, No. 3 Common, dry.
Three thousand cords SPRUCE PULPWOOD.

Write for prices.

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Head Office: 90 St. James Street, Montreal, Que.
Mills at Mont Laurier, Que.; Hebert, Que.; Ste. Marguerite, Que.; and Nottaway, Que. Dressing mill at St. Jerome, Que.

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Manufacturers and Dealer
White Pine, Red Pine and Yellow Pine Lumber and Lath
Excellent Planing Mill Facilities. Prompt Shipments

Everything in Spruce

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GOOD STOCKS PROMPT SHIPMENTS SATISFACTION
C. A. SPENCER, LIMITED
Wholesale Dealers in Rough and Dressed Lumber, Lath and Shingles
Offices—McGill Building, MONTREAL, Quebec

EDGINGS

Ontario

The John McChesney sawmill on the Mattagami River, which was destroyed by fire recently, is being rebuilt.

The sawmill of Albert, Marsh, of Arden, Ont., was recently wiped out by fire of an unknown origin. The mill will be rebuilt as it was an important industry in a large section of the district. There was no insurance on the plant.

The Ontario Paper Co. are installing a large new machine in their plant at Thorold, Ont., and are putting up a new fireproof roof on the main building to take the place of the old asphalt one. The company have also moved into their new office building.

The sawmill of Thomas Brisbane, located at Yelverton, Ont., was recently destroyed by fire and several thousand feet of lumber also went up in smoke. The cause of the blaze is unknown but it is presumed to have started by a spark from the fire box.

Canadian Paperboard Co., Limited, Toronto, was recently incorporated to manufacture and deal in lumber, pulpwood, paperboard and all kinds of forest products. The capital stock is $5,000,000. H. H. Davis and J. S. Beatty, of Toronto, are two of the incorporators.

Originating among some lumber in the stable on the premises of the Ontario Wrecking & Construction Company, 1348 Dufferin Street, Toronto, fire caused damage to the company's building and contents estimated at $5,000. The flames spread rapidly owing to the nature of the material.

The Howard Smith Paper Mills, of Montreal, are increasing the sulphite pulp capacity of their plant at Cornwall, Ont., to 60 tons a day, all of which will be bleached. The company are also installing an additional paper machine at their Crabtree Mills division in the province of Quebec.

Dredging for Section 5 of the Welland Ship Canal has rendered the water of the Lake Erie level of the present cancel so roily that it is interfering with the production of a number of the paper mills along the waterway. One company last week had a $10,000 shipment thrown back on its hands as a result of the unfilterable sediment.

The Continental Paper & Bag Co., Montreal, are erecting a new mill at Agate in the district of Algoma which is being fitted with the following Waterous equipment: Log haul up; circular saw frame; carriage with independent friction feed; edger; trimmer; swing saw; sorting table, together with necessary live rolls, conveyors, transfers,, and counters.

The Spanish River Pulp & Paper Mills, Limited, Sault Ste. Marie, Ont., are adding a new paper machine to their Sturgeon Falls mill. Several months will be required to instal this new machine and, with this equipment in operation, the company's capacity will be about 650 tons, distributed as follows: Sturgeon Falls, 175 tons; Espanola, 225 tons; Sault Ste. Marie, 250 tons.

The sawmill formerly owned by the Tudhope Lumber Co., Elk Lake, Ont., was destroyed by fire. The Tudhope Lumber Co. went into liquidation some years ago and the mill was owned by some Toronto parties who had foreclosed a mortgage on it and was leased to a man named Grant. The loss will amount to about $6,000 and it is not likely that the mill will be rebuilt.

In connection with the delivery of all orders in Toronto, the R. Laidlaw Lumber Co. have attached the following slip to their bills: "Owing to the high cost of delivery, we request you to see that our teamster is not delayed longer than is necessary to dump his load on the street in front of your premises. You are expected to furnish sufficient help to unload promptly and to take care of trim, sash, doors, etc."

The agreement between the town of Kenora and the interests headed by E. W. Backus regarding the sale of municipal power to the company for $33,500 and the location of pulp and paper mills at Kenora has been approved and signed by Mr. Backus. The differences have all been arranged and the agreement will now receive the sanction of the City Council of Kenora for submission to a vote of the ratepayers at an early date.

The Kaministiqua Pulp & Paper Co., with a capitalization of one million dollars and composed principally of Toronto people, has leased 16 acres from the Port Arthur Parks Board in the north and industrial section of the city, and will proceed at once with the erection of a 30-ton per day ground wood pulp mill. C. D. Howe has been engaged as engineer in charge. Mr. Howe was in charge of the erection of a number of the large elevators recently and also of the repair work on the big Government plant at Port Colborne.

Arthur Beattie, employed as a foreman in the Ontario Paper Mills at Thorold, died recently as a result of injuries received in a mysterious manner at the plant. He was found lying on the cement floor of the shipping platform and never regained consciousness. It was at first thought robbery was at the bottom of the mystery but as the dead man's money was all found in his pockets, this theory has been exploded. Mr. Beattie was 50 years of age and leaves a wife and six children.

Evidence in the Hamilton Lumber Company's action against a number of Hamilton, Ont., citizens, whom the company alleges subscribed for stock in the company and then failed to pay for the allotted number of shares, is being heard by Judge Gauld. Recently the claim against M. D. Nelligan, who was asked by the company to pay for 500 shares, was dismissed. It was shown by the defendant that he had only subscribed for 400 shares, and had paid in full for those and had received his stock certificate. The 500 shares, the company alleged, were in addition to the paid-up stock.

Judge Gauld, of Hamilton, has given judgment in the matter of Consumers Lumber Company, of Hamilton, against the trustees of S.S. No. 7, Barton, and William Watson and Fred Warrer, contractors. His Honor has found that the Consumers' Lumber Company should rank as lien holders against the property, but are not entitled to any priority over the other liens. William Watson is, according to the judgment, entitled to $585 for

extras and security to lien holders, also ten per cent. interest. The trustees are authorized to hold $6,000 for the other liens. The contract was for $44,000, of this $38,000 has already been expended by the board.

Eastern Canada

The sawmill of Joseph Cote, St. Joachim, P. Q., was recently damaged by fire.

Alf. Baril is rebuilding the sawmill and sash and door factory at Shawinigan Falls, Que.

Joseph Lefrancois Co., Limited, Quebec, lumber dealers, etc., recently suffered a fire loss.

Fraser Bros., Edmundston, N. B., have awarded contracts for the construction of new sawmills.

Henry Holgate, of Montreal, recently exported to Jamaica a complete portable Waterous sawmill.

Fire did considerable damage to the sawmill and lumber stocks of Price Bros. & Co,, Limited, Montmagny, P. Q.

Kemptville Steam Sawmill Co., Kemptville, N. S., intend rebuilding the sawmill which was recently destroyed by fire as soon as the season's cut is completed.

Aime Ally, Grand'Mere, P. Q., is erecting a saw and planing mill. The building will be 1½ storeys high, 80 x 30, and of brick and frame construction, to cost $12,000.

The Rolland Lumber Co., Limited, Montreal, Que., was recently granted a federal charter to operate sawmills and planing mills and to conduct a general lumber business in all its branches. Capital $50,000.

Clarke Brothers Paper Mills, Limited, Bear River, N. S., was recently incorporated to conduct a general business as saw-millers, lumbermen, pulp and paper manufacturers, and other lines of forest products. Capital $5,000,000.

The Belgo Paper Co., Limited, Montreal, Que, have been incorporated to manufacture and deal in lumber, timber, pulp and other forest products. Capital $20,000,000. Two of the incorporators are A. R. Holden, K.C., and C. G. Heward, advocate, both of Montreal.

The town of St. Quentin, N. B., was recently visited by a disastrous fire and the following firms suffered heavy losses: E. C. Frost, sawmill and lumber manufacturer; Lynch & Fournier, lumber dealers; J. E. Michaud, sawmill and lumber; Chas. Roy & Co., sash and door factory and sawmill.

A partnership known as the New Brunswick Pulp & Lumber Co., Eel River, N. B., was lately formed to conduct a general lumber business dealing in logs, lumber and other forest products. J. L. Wootten, of Cookshire, Que, and F. R. Cromwell, of Crompton, Que., are the incorporators.

P. T. Dodge, president, G. F. Underwood and Mr. Reilly, of the International Paper Company, passed through Montreal, recently, on their way to Three Rivers, to look over the company's plant now under construction there. This plant is to turn out 80 tons of sulphite per day, beginning this Fall.

The saw mill and a large quantity of lumber belonging to the Montreal Harbor Commissioners, on Bickerdike Pier, have been destroyed by fire recently. The fire, according to the fire department report, originated in the ceiling of the lumber shed from sparks coming from the furnace, which was being put under steam for the day, and spread rapidly.

The Society of Northeastern Foresters comprising the best known men in the profession in the United States, university professors, and foresters employed by the United States Government, certain states and some railways, will visit the Laurentide Company nursery at Proulx, Que., and look over the forestry operations of the company for three days, beginning July 27th.

Major David T. Mason, of the Timber Section of the Bureau of International Revenue of Washington, D. C., and A. T. Rothery, forest engineer of New York, were in Fredericton, N. B., recently. They were travelling through the province looking into the administration of timber lands and also investigating timber lands owned by American capitalists for the purpose of taxation in the United States.

Western Canada

The Kaukawa Lumber Co., Limited, Hope, B. C., was recently incorporated to manufacture and deal in lumber and lumber products. Capital $25,000.

The Webber Lumber Co. are now cutting at Webster's Corners, B. C., the output being 25,000 ft. a day. The mill is a modern one and operated by electricity. A shingle mill has also started operations at Webster's Corners.

Several large tracts of cedar timber in the Pemberton Meadow district has been acquired by Mr. Stewart and his associates from North Vancouver. They have purchased the mill site on Lillooet Lake where the logs can be floated.

The British Columbia Spruce Mills will construct a large sawmill and planing mill at Wattsburg, B. C. The plants will be the largest in the interior of British Columbia and the cutting capacity will be 250,000 ft. per day. Building operations are now in progress.

Fanned by a gale, a bush fire broke out in the limits of the O'Neil, Irvine & Mann Lumber Co., on Boulder Creek, B. C., in the Salmon Valley, and wiped out Camp No. 3 of Rigg & Wilder, the contractors, who are operating the company's mill, destroying one million feet of logs skidded.

The White Rock Tie & Lumber Co., Ltd., at White Rock, B. C., is ready for operation. The plant will handle dimension timbers, ties, shiplap and lumber. The company lost no time after organization in getting construction advanced. A mill equipped to turn out 20,000 feet per day of finished lumber has been installed.

British Columbia lumbermen are again considering the idea of shipping lumber to Britain in the form of huge rafts. Raftanutes or ocean-going rafts are now being used by the Norwegian lumbermen to place their product on the British market. These are constructed of about 5,000,000 ft. of lumber. Wm. Oleson, a Swedish expert, who has had considerable experience in constructing timber rafts, believes that it is quite feasible to ship lumber from British Columbia in this way, and considers that rafts containing from 15,000,000 to 20,000,000 ft. could be constructed and piloted across the ocean without running any undue risks of heavy loss.

If you want anything sawn, write:—

BECK LUMBER CO.

PENETANG, - ONTARIO

or "ASK MR. HORNING"

PHONE MAIN 2170 - TORONTO

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HEMLOCK and PINE

We Can DRESS, MATCH and RESAW

We Want to Purchase

1", 2" and 3"

Spruce and Pine

also

1½" and 1⅝" x 4' No. 1 Spruce Lath.

In quoting advise full specifications as to grades, widths, lengths and dryness.

CHAS. H. RUSSELL CO.

LIMITED

211 McGill Street, MONTREAL, Que.

H. BOURGOUIN

Dominion Express Bldg., 146 St. James St., Montreal

WHOLESALE LUMBER AND TIMBER

Dressed and Rough

B. C. FIR TIMBERS

Ship Timbers and Planking, Ship Decking, Tank Stock, Bridge Timbers, Fir and Spruce Lumber

Also White and Red Pine, Spruce, Hemlock, Banksian Pine Birch, Maple, Rock Elm, Oak, Yellow Pine, Railway Ties, Fence Posts, Poles and Piling.

DIMENSION OAK CUT TO SPECIFICATION

Prompt shipment Satisfactory stock Good service Write or wire for prices

A. F. B. AUSTIN, Manager

Saw Mill Exhausters

"By-Pass" Blower Systems are Indestructible

"By-Pass" exhausters will handle the green sawdust from your saw mill without clogging or trouble of any kind. Material does not pass through or around fan wheel. Fan is not overhung. Three bearings. No heating or shaking. The best and most economical system made today.

We manufacture and install systems complete

Write for information

Toronto Blower Company

156 Duke St., Toronto

Only the Name is Changed

GOODYEAR
MADE IN CANADA
KLINGTITE BELT

(The New Name of EXTRA POWER BELT)

World-Wide Demand for Goodyear's Quality of Belting and Hose Makes Advisable Some Changes in Brand Names

Example — GOODYEAR { *formerly* —"Extra Power / *now* —"Klingtite"

THE most widely known belting in Canada to-day is "Extra Power."

Now you will buy this same belting as Goodyear Klingtite belting—"Klingtite" — a name adaptable to world-wide use.

In our Sales messages you will read of Goodyear Klingtite instead of Goodyear Extra Power.

Our belting men will talk to you of Goodyear Klingtite instead of "Extra Power."
The familiar brand names of Goodyear belting, hose and packing have been changed so that each of these products may be called by the same name in Australia, Europe, South Africa, India, Japan, China and other countries, as in Canada.

The new brand names are such that they can be used and understood in practically every language and country without change.

Some of the former names designed and reserved for Canadian use do not lend themselves to the complication of languages and conditions prevailing in some of these foreign countries.
Goodyear Belting, Hose and Packing, made in Canada, have become products of world-wide sales.

You will welcome the development of this phase of our business because it means the building up in Canada of another world-wide manufactory. It means increased demand and prosperity for Canadian workers. It means economy and service for you.

Particularly to you, it means that efficient engineers and factory superintendents the world over endorse your choice when you secure belting, hose and packing for your plant. Phone, wire or write the nearest Goodyear branch for a man trained by Goodyear in belting, hose and packing problems to call on you. No obligation.

The Goodyear Tire & Rubber Company of Canada, Limited

Branches:—Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Saskatoon, Calgary, Edmonton and Vancouver. Service stocks in smaller cities.

Only the Name is Changed

GOODYEAR
MADE IN CANADA
KLINGTITE BELT

(The New Name of EXTRA POWER BELT)

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine:		
1 x 4/7 Good Strips	$120 00	$130 00
1¼ & 1½ x 4/7 Good Strips.	120 00	130 00
1 x 8 and up Good Sides	155 00	165 00
2 x 4/7 Good Strips	125 00	135 00
1¼ and 1½ x 8 and wider Good Sides	165 00	175 00
2 x 8 and wider Good Sides.	175 00	185 00
2 x 8 and wider Good Sides.	175 00	185 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	70 00	72 00
1 x 7, 9 and 11 Mill Run	72 00	74 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	45 00	47 00
1 x 10 x 12 6/16 No. 2 Mill Culls	50 00	52 00
1 x 4 and up 6/10 No. 3 Mill Culls	32 00	36 00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	60 00	62 00
2 x 8 Mill Run	62 00	64 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK, No. 1

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	50 00	52 00
1 x 8 in. x 9 to 16 ft.	52 00	54 00
1 x 10 and 12 in. x 9 to 16 ft.	54 00	56 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	54 00	56 00
2 x 4 to 12 in., 18 ft.	58 00	60 00
2 x 4 to 12 in., 20 ft.	60 00	62 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	100 00
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	83 00

(Depending upon widths)

1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	$106 75
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	112 00
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	108 00
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	110 00
1 x 5 & 6 Fir Casing	105 00
1 x 8 & 10 Fir Base	108 00
1¼ & 1½ 8, 10 & 12" E. G. Stepping	112 00
1¼ & 1½, 8, 10 & 12" F. G. Stepping	102 00
1 x 4 to 12 Clear Fir, D4S.	91 50 104 00
1¼ & 1½ x 4 to 12, Clear Fir, D4S	97 00 105 00
XX Shingles 6 butts 1 to 2", per M.	Open
XXX Shingles, 6 butts to 2 in., per M.	Open
XXXXX Shingles, 5 butts to 2 in., per M.	Open

LATH

No. 1 White Pine, 4 ft.	Open
No. 2 White Pine, 4 ft	"
No. 3 White Pine, 4 ft.	"
Mill run white pine, 32 in.	"
Merchantable spruce lath, 4 ft.	"

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include the exchange, or, in other words, are f.o.b., Toronto rate, American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No 1 Com.	No. 2 Com.
1"	$220.00	$160.00	$90.00
1¼"	230.00	190.00	110.00
1½"	230.00	190.00	110.00
2"	250.00	230.00	145.00
2½" and 3"	300.00	270.00	190.00
4"	350.00	320.00	200.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	200.00	140.00	110.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$155.00	$115.00	$75.00
5/4 and 6/4	165.00	125.00	85.00
8/4	170.00	135.00	100.00
10/4 and 12/4	210.00	160.00	120.00
16/4	225.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$140.00	$100.00	$65.00	$50.00
5/4 & 6/4	145.00	105.00	70.00	55.00
8/4	150.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$180.00	$135.00	$ 75.00
1¼" and 1½"	190.00	145.00	80.00
2"	195.00	150.00	85.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

4/4	$105.00	$70.00	$60.00	$48.00
6/4 & 8/4	130.00	90.00	70.00	55.00
12/4	170.00	150.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain		Quartered	
	1s & 2s	No. 1 Com.	1s & 2s	No. 1 Com.
1"	$200.00	$175.00	$230.00	$205.00
1¼"	220.00	195.00	250.00	220.00
1½"	220.00	195.00	250.00	220.00
2"	235.00	210.00	250.00	220.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$110.00	$ 85.00
1¼" and 1½"	130.00	110.00
2"	140.00	120.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$190.00	$140.00	$70.00
1¼"	200.00	150.00	75.00
1½"	210.00	160.00	80.00
2"	220.00	170.00	90.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$115.00	$ 95.00	$ 55.00	$ 35.00
5/4 & 6/4.	125.00	100.00	65.00	....
8/4	130.00	105.00	75.00	....
12/4	145.00	135.00	90.00	....
16/4	180.00	145.00	....	....

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$205.00	$165.00
5/4 & 6/4	215.00	175.00
8/4	225.00	180.00
10/4	275.00	205.00
12/4	275.00	205.00
16/4	295.00	205.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$285.00	$205.00
5/4 and 6/4	300.00	220.00
8/4	305.00	225.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4"	$270.00	$190.00
5/4" and 6/4"	285.00	205.00
8/4"	295.00	215.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:	
1-in. x 7-in. and up	$150 00
1¼-in. and 1½-in., 8-in. & up	190 00
2-in. x 7-in. and up	200 00
No. 2 cuts 2 x 8-in. and up.	95 00
Pine good strips:	
1-in.	125 00
1¼-in. and 1½-in.	145 00
2 in.	150 00
Pine good shorts:	
1-in. x 7-in. and up	135 00
1-in. x 4-in. to 6-in.	110 00
1¼-in. and 1½-in.	135 00
2-in.	140 00
7-in. to 9-in. A sidings	80 00
Pine, No. 1 dressing sidings	95 00
Pine, No. 1 dressing strips	90 00
Pine, No. 1 dressing shorts	75 00
Pine, 1-in. x 4-in. s.c. strips	72 00
Pine, 1-in. x 5-in. s.c. strips	73 00
Pine, 1-in. x 6-in. s.c. strips	74 00
Pine, 1-in. x 7-in. s.c. strips	74 00
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00 76 00
Pine, 1-in. x 10-in. M.R.	78 00
Pine, s.c. sidings, 1½ and 2-in.	75 00
Pine, s.c. strips, 1-in.	65 00
1¼, 1½ and 2-in.	70 00
Pine, s.c. shorts, 1 x 4 to 6 in.	60 00
Pine, s.c. and bet., shorts, 1 x 5	62 00
Pine, s.c. and bet., shorts, 1 x 6	65 00
Pine, s.c. shorts, 6'-11', 1"x10"	68 00
Pine box boards:	
1"x4" and up, 6'-11'	52 00
1"x8", 12'-16'	60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up	55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.	45 00
O. culls r & w p	38 00 40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00 52 00
mill culls out, 1¼-in.	36 00 52 00
mill culls out, 1½-in.	38 00 52 00
mill culls out, 2-in.	40 00 52 00
mill culls, white pine, 1"x7" and up	45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00 52 00
1"x4" and up, 12'-16'	50 00 52 00
1"x9"-10" and up, 12'-16'	54 00 56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00 56 00
1¼ x 10 and up, 12'-16'	54 00 60 00
1½" & 2" x 12" and up, 12'-16'	54 00 60 00
Spruce, 1-in. clear (fine dressing and B)	60 00 63 00
Hemlock, 1-in. cull	35 00 37 00
Hemlock, 1-in. log run	45 00 47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00 58 00
Tamarac	34 00 36 00
Basswood, log run, dead culls out	52 00 56 00
Basswood, log run, mill culls out	54 00 58 00
Birch, log run	48 00 50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00 70 00
Ash, black, log run	62 00 65 00
1 x 10 No. 1 barn	57 00 62 00
1 x 10 No. 2 barn	51 00 56 00
1 x 8 and 9 No. 2 barn	47 00 52 00

Lath per M:

No. 1 white pine, 1½-in. x 4 ft.	Open
No. 2 white pine	Open
Mill run white pine	17 00
Spruce, mill run 1½-in.	15 00
Red pine, mill run	14 00
Hemlock, mill run	12 00 13 00
White Cedar Shingles;	
XXXX, 18-in.	12 00
Clear butt, 18-in.	10 00
18-in. xx	7 00
Spruce logs (pulp)	20 00 28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS

(At Mill)

	Per M. Ft.
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00 $44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00 46 00
3 in. unsorted Quebec, 9 in. wide	50 00 54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.
According to average and quality 55 ft. cube	1 00 1 20

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00 1 20
According to average and quality, 30 to 35 feet	90 1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	50 00 60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110.00
1 in., 8 in. and up wide	110 00
1¼ and 1½ in. and up wide	120.00
2 in. and up wide	125.00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	115 00
8/4 x 8 and up No. 1 and better	115 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100 00
2 in., 8 in. and up wide	105 00
2½ in. and 3 in., 8 in. and up wide	130 00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$73 00 81 00
1¼, 1½ and 2 in., 10/16 ft.	78 00 83 00
2½ to 3 in., 10/16 ft.	81 00 95 00

No. 2 BARN

1 in., 10 to 16 ft. long	68 00 75 00
1¼, 1½ and 2 in., 10/16 ft.	72 00 77 00
2½ in. to 3 in.	75 00 82 00

No. 3 BARN

1 in., 10 to 16 ft. Long	65 00 70 00
1¼, 1½ and 2 in., 10/16 ft.	70 00 75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00 62 00

MILL CULLS

Mill Run Culls 1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up.	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 6 ft.	8 ft.	10 ft.
2 x 4	All prices withdrawn.		
2 x 6			
2 x 8			
2 x 10			

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 74)

Kendall Gang Circular

The Machine that will convert your small logs into more and better lumber, quicker than ever before.

The illustration shows one of the latest designs of gang circular patented by Mr. I. N. Kendall, the well-known millwright, of Ottawa. This machine takes 16-26 in. diam., 10 gauge saws—will cut cants up to 8 inches in thickness, and we furnish with it necessary saw collars for any thickness of lumber desired. It has a hollow mandrel, water cooled saws; each saw has a separate guide; easily accessible and readily adjustable, and the bridge tree is so designed that it can be removed, the saws taken off and a new set put on in 7 to 10 minutes. Safety fingers hung just inside the front press roll prevent a cant flying back off the saws. Lumber cut on these machines is guaranteed to come out absolutely true to size from end to end, and so smooth that 1/16 in. over size is all the allowance necessary for finish.

Read what one user says about it:—

"The machine has given every satisfaction and in many cases far exceeded my idea of sawing lumber; the proof of this being that our customers are paying me $1.00 to $1.50 per thousand more for certain classes of lumber than they can purchase same quality elsewhere—this advantage being purely on account of the uniform and smooth sawing this saw is capable of doing."

We are the original manufacturers of these machines

We have been manufacturing them for the past fourteen years, and the experience gained in all those years is at your disposal. We make these machines in three sizes, as follows, using

26-in. saws for 8-in. cants, as illustrated.
32-in. saws for 10-in. cants.
36-in. saws for 12-in. cants.

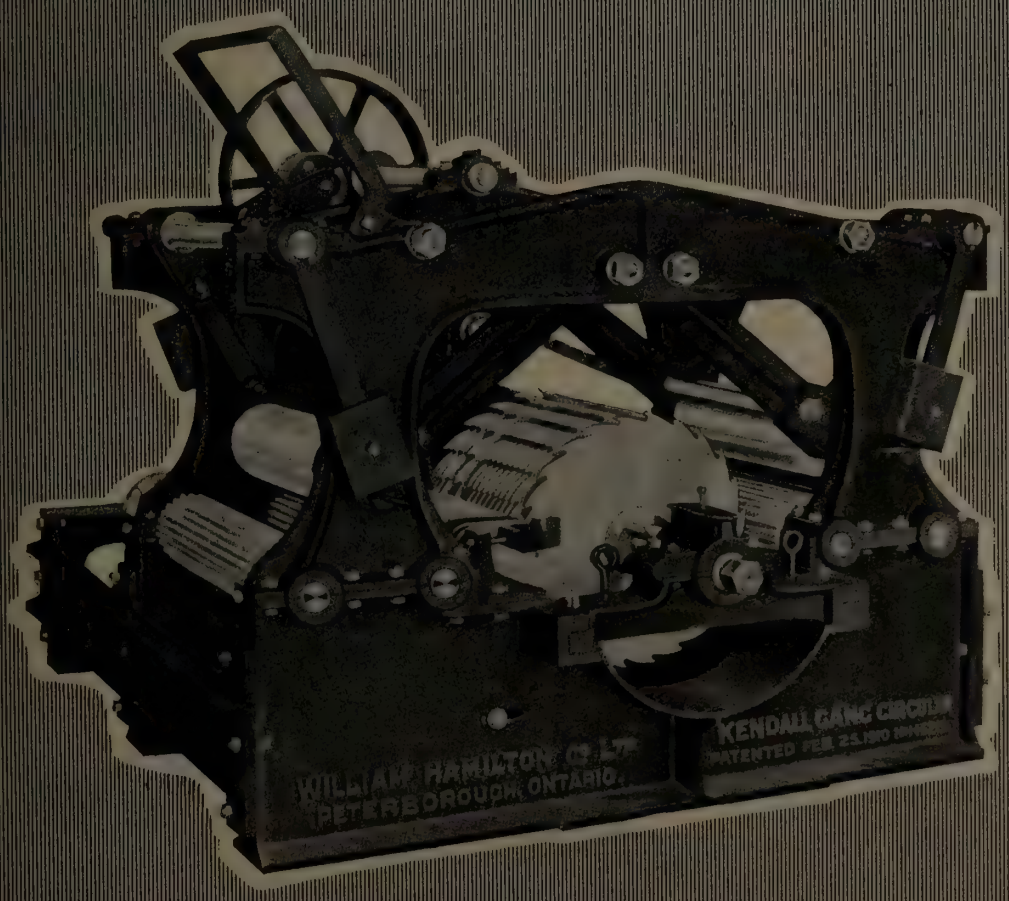
Each size is of the very latest design and up-to-date in every improvement.

May we send you a list of satisfied users?

We also make a complete line of twin circulars with chain or steam feed for slabbing logs for these machines.

William Hamilton Co., Limited

PETERBORO — — ONTARIO



CURRENT LUMBER PRICES—Continued

2 x 12 .. ..

2 x 4 .. ..
2 x 6 .. .. All prices
2 x 8 .. .. withdrawn.
2 x 10 .. ..
2 x 12 .. ..

For 2 inches, rough, add 50 cents
For S1E only add 50 cents
For S1S and 2E, S4S or D&M, add $3.00
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way
For lengths longer than 20 ft., add $1.00 for each additional two feet
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E..	$45 00
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E ...	46 00
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E . ..	44 00
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E ...	47 00
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E ...	49 00
2 x 10, 8 ft. to 16 ft., S1S1E	46 00
2 x 10, 10 ft., S1S1E	47 00
2 x 10, 18/22, S1S1E	48 00
2 x 10, 24/32, S1S1E	50 00
2 x 12, 8 ft. to 16 ft., S1S1E	46 50
2 x 12; 10, 18, 20	48 50
2 x 12; 24, 26, 28, 30, 32	50 50

B. C. COAST FIR

Dimension S1S and E

2 x 4 in., 6 ft.	44 50
2 x 4 in., 8, 12 and 14 ft.	45 50
2 x 4 in., 16 ft.	46 50
2 x 4 in., 18 and 20 ft.	47 50
2 x 4 in., 22 to 32 ft.	49 50
2 x 10 in., 8, 12 and 14 ft.	46 75
2 x 10 in., 16 ft.	47 75
2 x 10 in., 18 and 20 ft.	48 75
2 x 10 in., 22 to 32 ft.	50 75
2 x 12 in., 8 to 14 ft.	48 25
2 x 12 in., 16 ft.	49 25
2 x 12 in., 18 and 20 ft.	50 25
2 x 12 in., 22 to 32 ft.	52 25
3 x 3 and 3 x 4 in., 8 to 14 ft.	48 75
3 x 3 and 3 x 4 in., 16 ft.	49 75
3 x 3 and 3 x 4, 18 and 20 ft.	50 75
3 x 3 and 3 x 4 in., 22 to 32 ft.	52 75
6 x 6, 6 x 8, 8 x 8, 6 to 16 ft.	51 50
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	54 50
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	52 00

Shingles, XXX B. C. Cedar, straight cars on 60c rate .. .. Open
Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	$200 00
Uppers, 5/4 to 8/4	200 00
Uppers, 10/4 to 12/4	220 00
Selects 4/4	180 00
Selects 5/4 to 8/4	180 00
Selects 10/4 to 12/4	200 00
Fine Common 4/4	140 00
Fine Common 6/4	145 00
Fine Common 8/4	145 00
Fine Common 5/4	145 00
No. 1 Cuts 4/4	105 00
No. 1 Cuts 5/4	115 00
No. 1 Cuts 6/4	115 00
No. 1 Cuts 8/4	120 00
No. 2 Cuts 4/4	78 00
No. 2 Cuts 5/4	93 00
No. 2 Cuts 6/4	93 00
No. 2 Cuts 8/4	97 00
No. 3 Cuts 5/4	72 00
No. 3 Cuts 6/4	72 00
No. 3 Cuts 8/4	73 00
Dressing 5/4	90 00
Dressing 5/4 x 10	93 00
Dressing 5/4 x 12	98 00
No. 1 Moulding 5/4	120 00
No. 1 Moulding 6/4	120 00
No. 1 Moulding 8/4	120 00
No. 2 Moulding 5/4	104 00
No. 2 Moulding 6/4	104 00
No. 2 Moulding 8/4	104 00
No. 1 Barn 1 x 12	85 00
No. 1 Barn 1 x 6 and 8	77 00
No. 1 Barn 1 x 10	79 00
No. 2 Barn 1 x 6 and 8	71 00
No. 2 Barn, 1 x 10	73 00
No. 3 Barn 1 x 6 and 8	63 00
No. 3 Barn 1 x 10	65 00
Box 1 x 6 and up	56 00
Box 1 x 10	57 00
Box 1 x 12	58 00
Box 1 x 13 and up	59 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	117-122	99-104	76 - 78
5/4 to 8/4	133-135	106-108	76 - 83
10/4 to 16/4	143-145	118-120	85 - 87

RED BIRCH

4/4	149-151	118-120	79 - 81
5/4 to 8/4	152-164	127-129	88 - 90

SAP BIRCH

4/4	145-149	118-120	79 - 81
5/4 and up	150-153	121-123	82 - 84

SOFT ELM

4/4	129-130	109-111	61 - 65
5, 6 & 8/4 .	137-139	117-119	69 - 71

BASSWOOD

4/4	129-131	114-116	56 - 58
Thicker	133-141	117-124	64 - 67

PLAIN OAK

4/4	166-171	138-142	74 - 76
5/4 to 8/4	177-181	148-152	84 - 87

ASH, WHITE AND BROWN

4/4	147-149	122-126	68 - 71
5/4 to 8/4	163-167	130-132	82 - 74
10/4 and up	190-192	145-148	73 - 78

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

White pine uppers, 1 in.	$206 00
White pine uppers, 1¼, 2 in.	210 00
White pine uppers, 2½, 3 in.	236 00
White pine uppers, 4 in.	246 00
Selects, 1 in.	186 00
Selects, 1¼, 2 in.	190 00
Selects, 2½, 3 in.	225 00
Selects, 4 in.	235 00
Fine common, 1 in., 30 per cent. 12 in. and up	165 00
Fine common, 1 x 8 and up	162 00
Fine common, 1¼ to 2 in. .. 168 00	170 00
Fine common, 2½ and 3 in...	215 00
Fine common, 4 in.	225 00
1 in. shaky clear	90 00
1¼ to 2 in. shaky clear	95 00
1 in. No. 2 dressing	90 00
1¼ to 2 in. No. 2 dressing ...	90 00
No. 1 Cuts, 1 in.	100 00
No. 1 Cuts, 1¼ to 2 in. ...	105 00
No. 1 Cuts, 2½ and 3 in.	125 00
No. 2 Cuts, 1 in.	70 00
No. 2 Cuts, 1¼ to 2 in. 75 00	80 00

Barn Boards, No. 1, 1 x 12 ...		90 00
No. 1, 1 x 10 ...		81 00
No. 1, 1 x 8 ...		79 00
No. 2, 1 x 12 ...		80 00
No. 2, 1 x 10 ...		78 00
No. 2, 1 x 8 ...		77 00
No. 3, 1 x 12 ...		68 00
No. 3, 1 x 10 ...		66 00
No. 3, 1 x 8 ...		65 00
No. 1 Clear		
Can. spruce, No. 1 and clear, 1 x 4 to 9 in.		110 00
1 x 10 in.		110 00
No. 1, 1 x 4 to 7 in.		95 00
No. 1, 1 x 8 & 9 in.		95 00
No. 1, 1 x 10 in. ..		98 00
No. 2, 1 x 4 & 5 in.		57 00
No. 2, 1 x 6 & 7 in.		60 00
No. 2, 1 x 8 & 9 in.	63 00	68 00
No. 2, 1 x 10 in.....		68 00
No. 2, 1 x 12 in.		71 00
Spruce, 12 in. dimension		64 00
Spruce, 10 in. dimension		62 00
Spruce, 9 in. dimension		61 00
Spruce, 8 in. dimension		60 00
2 x 10 in. random lengths, 8 ft. and up	53 00	55 00
2 x 12 in., random lengths . ..	55 00	57 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7	48 00	50 00
3 x 4 and 4 x 4 in.	56 00	60 00
2 x 8 in.	58 00	60 00
All other random lengths, 7-in. and under, 8 ft. and up	54 00	55 00
5-inch and up merchantable boards, 8 ft. and up, p 1s ..		55 00
1 x 2		55 00
1 x 3		53 00
1½ in. spruce lath		10 00
1½ in. spruce lath		12 00

New Brunswick Cedar Shingles

Extras	8 50	9 00
Clears	8 00	8 50
Second Clears		6 00
Clear Whites		5 50
Extra 1s (Clear whites in) ..		4 50
Extra 1s (Clear whites out) ..	3 50	4 00
Red Cedar Extras, 16 in. 5 butts to 2 in.		6 70
Red Cedar Eurekas, 18-inch, 5-butts to 2 in.		10 00
Red Cedar Perfections, 5 butts to 2¼		11 00
Washington 16-in. 5 butts to 2 in. extra red cedar		6 50

Tennessee Aromatic Red Cedar
Band Sawed Southern Hardwoods

For July shipment in dry stock, Oak and Gum, Red and Sap—all grades.

Also Tennessee Aromatic Red Cedar, carloads and less. Can mix to suit your requirements and load with Hardwoods.

Exchange wires, our expense, for additional information and prices delivered your station.

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MAIN OFFICE - MEMPHIS, TENN.

Mills:—PROCTOR, ARK.,—COSGROVE, ARK.,—GRENADA, MISS.

Dunlop "Gibraltar RedSpecial" Transmission Belting

is pulley-gripping, non-slipping, pliable, strong. It cuts down the cost of production by faithfully transmitting every vestige of power. It is in its element on main drives in sawmills and lumber mills, and is just as effective for high speed work on the small pulleys of planers, edgers, etc. Wears long and also serves well.

Dunlop Packing

For all Purposes and Every Condition of Service

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories - Toronto

BRANCHES IN THE LEADING CITIES

To Wholesalers

WE ARE IN THE BUSH; THEREFORE

We can purchase any of the following stocks for you, on a commission basis, from Mills whom we deal with daily. BIRCH, MAPLE, SPRUCE, for this summer's delivery.

Also: PILINGS, RAILWAY TIES, and HEWN BIRCH TIMBERS.

OUR SPECIALTY

We Manufacture SPRUCE LATH AND BOX SHOOKS.

Prompt attention given to your requirements. Let us show you.

D. Blais & Co., Ltd.

Notre Dame Des Anges, Que.

WIRE ROPE

For LUMBERMEN, ENGINEERS and CONTRACTORS

"We have the Right Rope for every purpose"

We solicit your enquiries. Write for our catalogue.

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We make several brands of fire brick made by every known process of manufacture from a selection of various high grade Pennsylvania clays. This enables us to furnish the best adapted fire brick for your boilers, dutch ovens, refuse burners, kilns, etc.

We specialize in fire brick for power plants and if you will advise us whether your boilers are hand fired or stoker fired and kind of fuel used we can then give you the proper brick for your work.

We carry a large stock of our different brands in various sizes and shapes in our Hamilton warehouse, which enables us to ship at once.

We manufacture the following well-known brands:

"Elkco Special," "Elk Steel," "St. Marys," "Keystone" and "Rotex"

Write for copy of our catalogue, "Refractory Efficiency Engineering."

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Sun Life Bldg., Hamilton, Canada

Representatives for Maritime Provinces:
RHODES, CURRY COMPANY, LTD., Head Office, AMHERST, N. S.
Branches at Halifax, Sydney and New Glasgow, N.S.

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Belting Our long experience in the making of Rubber Belts enables us to specialize on this line. "P.M.S.," "Special Drive" and "Lion" are our leading brands for power transmission.

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Hose for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions.

Fire Hose One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion.

Gutta Percha & Rubber, Limited

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
EDMONTON CALGARY LETHBRIDGE VANCOUVER VICTORIA

The Connecting Link

-between Fine Forests and Fine Product

"The Invariable Choice of the Man Who Knows"

Yates

The Connecting Link

Between the raw material and the finished product are many steps in transformation, links in a chain. But one link is always of vital consequence. In the complete chain from saw log to surface finish there is one link that it is expensive to leave out. It is a Yates Type B-2 Surfacer. We have literature setting forth the reasons why. Send for it today.

P. B. Yates Machine Co. Ltd.
HAMILTON. ONT. CANADA

U.S. PLANT, BELOIT. WIS.

LINK-BELT
Saw Mill Chain

FOR elevating and conveying purposes, for medium and high-speed power transmission, for work of a crude nature, and for work requiring the highest possible efficiency and greatest accuracy, we are prepared to furnish types of Chain of such construction and possessing such qualities as make them the most desirable for the service expected of them.

By reason of the long-continued maintenance of such high standards of excellence, insured by rigid tests and careful inspection given to every foot of Chain by a skilled chain-making organization; and our large available stocks; we have developed our line of saw mill chains to a high standard of quality. We solicit your business on the basis of quality and service.

Look for this trade >——< mark on each link. It identifies the genuine Link-Belt—every link of which is guaranteed.

Write for our Saw Mill Chain Catalog No. 260.

CANADIAN
LINK-BELT CO., LIMITED

WELLINGTON & PETER STS., TORONTO

Stock also carried at 1195 St. James Street, Montreal

For Consistent Service

HURLBURT

Motor Trucks

Come First

This is the verdict of users who have tried them out by years of constant heavy work; and by comparison with other makes.

The idea behind the build of every Hurlburt Truck is the best that money and brains can produce regardless of cost. That idea has been realized in actual performance.

No lumberman should buy a truck without first knowing the specifications of the Hurlburt.

Write for further particulars.

MARTEL & GUILBAULT

Distributors of Hurlburt Trucks

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Write for catalogue

Service Station, 279 Visitation Street, **PHONE UP. 9309**

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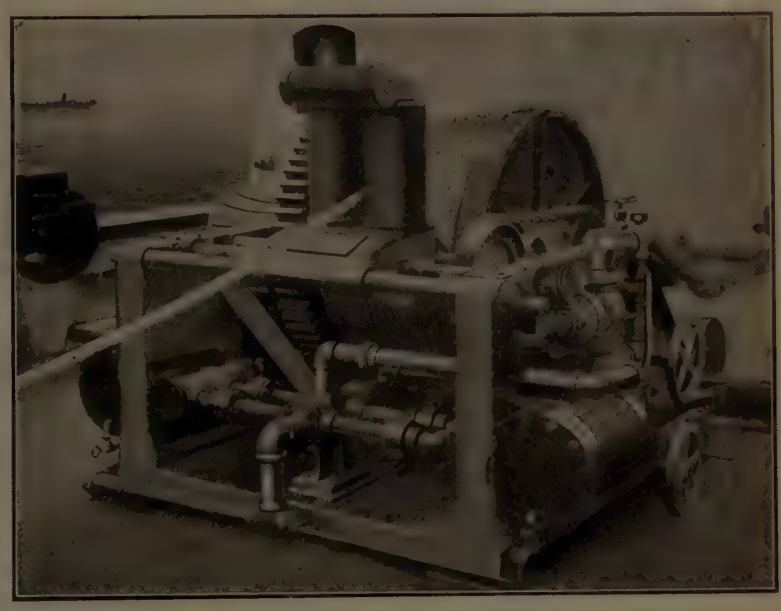

For Towing and Wrecking

Tugs and barges engaged in this work can greatly reduce their operating expenses by the installation of the Corbet Automatic Towing Machine. Equipped with a Flexible Steel Hawser which outlasts Manilla ropes 15 to 1, this machine will enable the work to be done with less men and to do it with greater efficiency. Every machine is thoroughly guaranteed.

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A. R. Williams Machinery Company, Halifax, N.S
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Manufactures Lath Direct from the Round Log

No. 2 Combined
Lath Mill and Bolter

Illustration shows our No. 2 Combined Lath Mill and Bolter—A machine for manufacturing lath direct from the round log. The bolter is automatic and the mandrel carries a 24 in. saw. It is a machine for every modern sawmill and does rapid, continuous and thorough work.

Send for Catalogue

The G. Walter Green Co., Ltd.

PETERBOROUGH, ONT.

The Cook Knows KLIM

He knows that with Klim he can add a wonderful variety of appetizing and nourishing dishes to the camp menu. He knows that the real milk flavor of Klim will give that home taste to pies, puddings, and many other dishes all men long for.

In isolated camps where hardships are many and comforts few, the "Grub" looms big. Allow the cook an ample supply of Klim and you are assured of "Better Food" and happy, contented men.

Klim is pure powdered separated milk. Simply whip it into water in the proportions given in the directions and the result is pure liquid milk as fresh and sweet as when it left the dairy.

Klim will neither sour nor freeze. It is light, compact, and easily transported.

Only by using Klim can you know its genuine milk flavor and convenience. Order your supply now in 10 pound tins—six to the case—from your Supply House or direct from us for shipment through any jobber you may name.

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Proven Satisfaction gives them their reputation; they are

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in the realm of heating and cooking in the camp.

Simplicity and reliability make Adam Hall Limited products an asset to any camp. For both heating and cooking these stoves have earned their reputation through actual service in the bush. Let us send you further particulars and reasons why Adam Hall Limited can best supply your needs for camp Heaters and Cookers. Ask the man who uses one.

Four sizes: 30", 38", 44", 50".

Coal or Wood

ADAM HALL

Limited

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TRY US FOR

TENTS—TARPAULINS—STRAW TICKS
GREY BLANKETS — FEED BAGS
RUBBER COATS—OIL CLOTHING — FLAGS

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New England Chain Works

Established 1867

Clinton E. Hobbs Co., Proprietors.
Established 1906. Incorporated 1913.

Manufacturers of

All sizes Wrought Iron and Steel Chain for Lumber, Quarry and Railroad requirements, Chain Hoists and Lifting Appliances.

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Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without check or splits. Send for catalog and list of users

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FORMERLY PHILA. TEXTILE MACH. CO.
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"Proctor" DRYERS

BRITISH SMELTING & REFINING COMPANY LIMITED
MONTREAL

"PIGS IS PIGS!"

So says a popular fiction writer. Our knowledge of the farmyard variety is limited and we won't argue the point.

Neither will we argue with those who knowingly state "Babbitt is Babbitt — everyone makes the best" — honestly speaking, we sympathize with buyers whose knowledge of Babbitt is so limited.

In every technical industry there are degrees of exactitude, workmanship and processes of manufacture — and metal alloying has reached its highest plane of scientific perfection in the world-famed products—

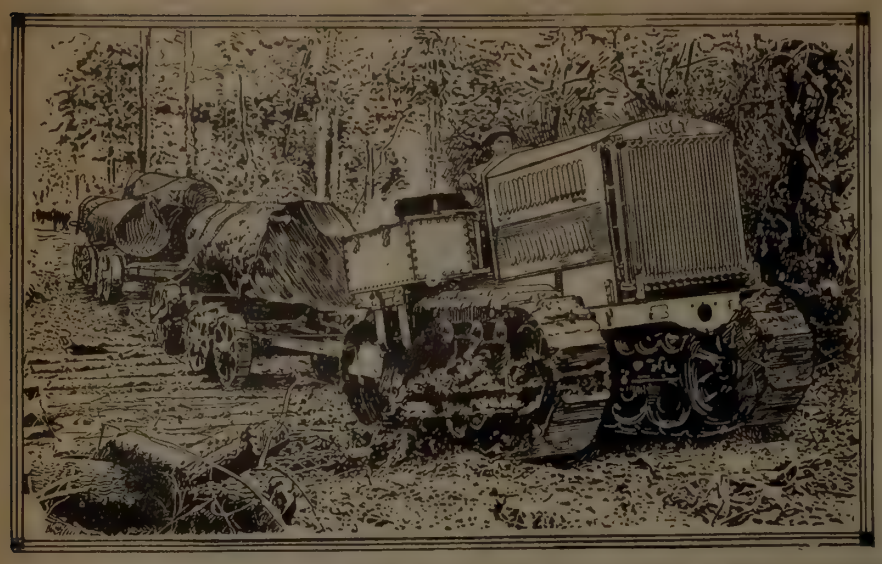
Stanley Process

Babbitts and Solders

Made in Canada

LIONROYAL
for general Service

SOVEREIGN GENUINE
for important Bearings



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"CATERPILLAR"

THE HOLT

for Lumbering, Roadbuilding, etc.

F. H. Hopkins & Co., Limited

Head Office: Montreal Branch: Toronto

Constant Efficiency

The

MOREAU BARKER

A Machine With a Reputation

The name Bertrand upon this machine would be entirely sufficient to recommend it to lumbermen for dependability.

The actual performance of the "Moreau Barker" is **proving** its immense value from the standpoints of speed and economy.

They do their work well with a minimum repair bill. Make enquiries where they are used.

La Compagnie Manufacturiere F. X. Bertrand

ST. HYACINTHE, QUE.

MANUFACTURERS OF STEAM ENGINES AND WOODWORKING MACHINES

Excelsior Cutting Machinery

Manufactured By

The Elmira Machinery and Transmission Co.

Elmira, Ont.

Write for Circular and Prices

New RAILS Relaying

12 to 80 pounds per yard

LOGGING CARS

Jno. J. Gartshore

58 Front St. West, Toronto

The Solution of Your Haulage Problems

A "BELL" LOCOMOTIVE

Strongly built, simple and compact the Bell Locomotive is ably fitted to take care of your lumber haulage problems. And it will do so in the most economical way—because it is so constructed as to be free from frequent repairs and breakdowns—because one man can run it with ease and because it operates on cheap fuel oil.

IN SIZES 2 to 24 TONS

Bell Locomotive Works Inc.

Founded 1908

23 Water St., NEW, YORK, N. Y.

THE GENERAL SUPPLY COMPANY OF CANADA
LIMITED
356-360 Sparks St, OTTAWA Can.
Also at
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

A Splendid Machine For Planing Mill Resaws

This scientifically constructed machine is made throughout of finest materials and with a thorough knowledge of the mill man's requirements.

It has interchangeable heads for use on either cast iron or steel wheels, is easily set up and will do its work three to four times as fast as emery wheels. No belts or line shafting to contend with. The machine swings in a rotating frame and can be adjusted to grind either wheel in a very short time.

A thoroughly dependable machine that will prove its worth many times over.

CATALOGUES ON REQUEST.

GeBOTT MANUFACTURING COMPANY

BIG RAPIDS - - - MICHIGAN

FIRE!

You can't foresee a fire but you can forestall it with a

Northern Electric GAMEWELL Factory Fire Alarm System

This System has an Alarm Box in every department of your plant. At the first sign of fire an employee pulls the nearest box. Instantaneously every man and woman is warned—Automatically the nearest city box trips, summoning the City Fire Brigade quicker than any other method.

Be prepared to meet fire that can ruin your business—cause loss of life which no insurance money can repay.

It is to-day's decision which prevents to-morrow's holocaust. Further information and prices gladly furnished by our nearest house.

Northern Electric Company
LIMITED

Quebec	London	Calgary
Halifax	Winnipeg	Edmonton
Ottawa	Toronto	Vancouver
Montreal		Regina

DUPLEX TRUCKS
BUILT FOR BUSINESS

Careless Truck Buying Makes Transportation Cost Too Much!

The Truck is a Piece of Business Machinery. It Should Represent the Most Economical Method for Doing Its Particular Job. Buy Your Truck on That Basis—And It Will Be a Good Investment

RISING costs and the shrinking value of the dollar to a large extent can be offset by *intelligent buying*.

A steadily increasing number of business men are *getting* the facts and then *buying* their trucks on the basis of the facts.

There are many good trucks on the market. But value in a truck, very much like character in a man, isn't always completely revealed by what the eye can see.

Back of every Duplex Truck are *Fundamental Principles*—of design and of construction—factors that result in the *remarkable degree of service value in Duplex trucks for the man who buys.*

There is Nothing Somebody Else Can Do to Save a Man from Paying the Price of His Own Limitation or His Own Carelessness

Look in the used car columns of your local paper. Note the number and makes of trucks offered for sale and *think about* all the reasons.

In one day in three cities 324 different used trucks were listed for sale—and not one Duplex among them.

Are these trucks for sale because they were not bought right?

There is something significant here when you stop to analyze it.

Why is this tendency to standardize on Duplex so noticeable of late years?

The answer is very likely that trucks are *more and more being bought on the business basis of service delivered and what the service costs over a period of years.*

This is a Time for Intelligent Buying

A truck is just as much a piece of business equipment as any other piece of machinery. Its value is in *what it does and how cheaply it does it.*

Transportation is a necessary part of every business.

A truck gives a business man transportation facilities—at a high or a low price. *It depends on the fitness of the truck for its job.*

Now take a man who buys a truck for his business without getting all the facts first. Later he discovers that his truck is not as economical as it should be. He sells it at a sacrifice and gets another—and so on. Finally he buys the truck he should have selected the first time.

What is the result?

He pays too much for his transportation. His costs for trucking are not right.

The Duplex Users of Today Are Probably the Most Intelligent Buyers and Users of Trucks in America

Think of this—ninety per cent of the Duplex dealers have been distributing Duplex Trucks ever since this company was first organized.

What does this signify? It shows for one thing that their customers have found the Duplex Truck to be a successful truck for them.

The great significance of all this is that *Duplex users stay Duplex users.* Many of them had tried out five or six different makes of trucks before they got their first Duplex.

The whole history of this business shows that when a man buys his first Duplex it is only a little while until *he standardizes* on Duplex.

Get the Facts for Yourself

We have hundreds of letters from users in our offices that show some very remarkable facts. They are not edited. The letters stand just as they were written.

If you are a truck user and want to read these letters write us and we will send them to you for your private perusal. For ethical reasons we do not care to publish them.

What Do You Think?

Duplex 4-Wheel Drive

Many companies in the heavy duty fields say that the Duplex 4-Wheel Drive is the only successful truck they ever owned.

If your kind of work has proved too much for the ordinary truck—you will find that the Duplex dealer near you can give you some really interesting *facts*.

Many owners still seem to be using the *wrong kind* of trucks. Get the Duplex facts.

DUPLEX BUILT FOR BUSINESS

The Duplex Limited

Thoughtful men have entire confidence in the Duplex Limited—feeling that this *high speed* Duplex is a safe investment because of the fact that it *is* a Duplex.

Medium capacity—Pneumatic Tired—Two-Wheel Drive—Full Electrical Equipment—here is a Speed Truck that *lasts*. Strong, rugged, mechanically and constructively *right*—it handles as easily and smoothly as a passenger car—and at a minimum upkeep.

Duplex Truck Company
Lansing • Michigan

One of the Oldest and Most Successful Truck Companies in America

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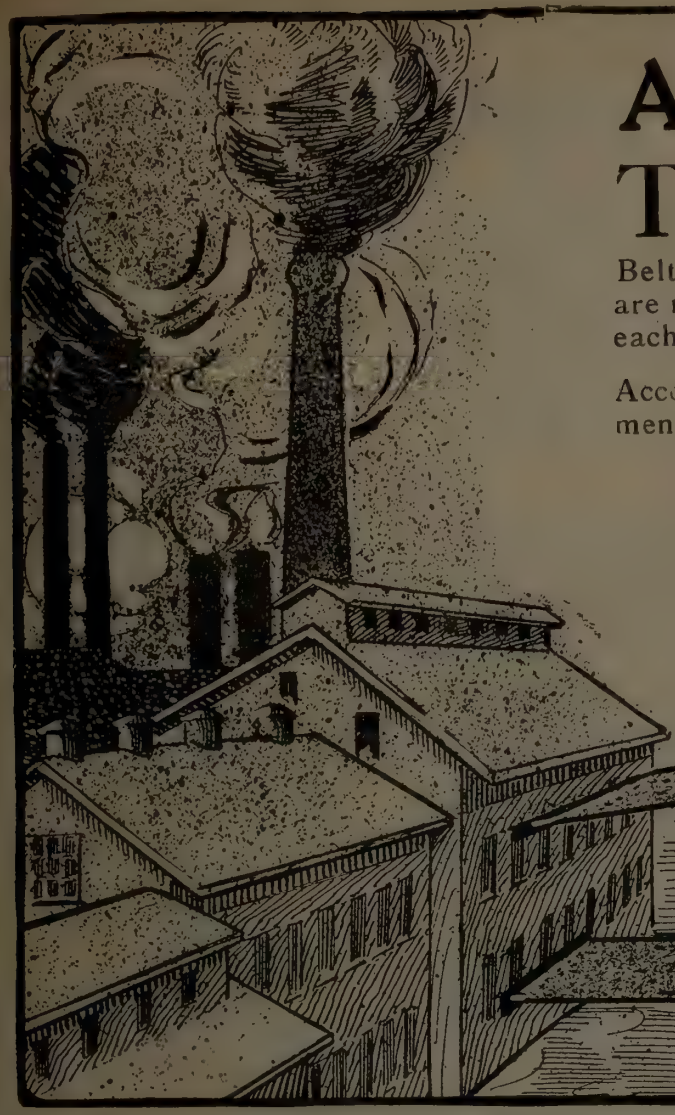

A Good Belt Saves Money

THE money wasted in keeping a stretching belt taut amounts to a surprising figure. If you use "Goodhue Belts" in your mill or factory you can save most of this money because "Goodhue Belts" stretch less by 15 to 25 per cent. than any other belt. They are made from skillfully selected hides with the stretch taken out of each section before it is made up into the belt.

According to the conditions under which the belt is to run, we recommend "Extra," "Standard" or "Acme Waterproof" belts.

Send for further particulars and prices.

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VANCOUVER AGENTS—Fleck Bros., Ltd., 1142 Homer Street, Vancouver, B.C.
Standard Machinery & Supplies, Ltd., Bank of Toronto Bldg., St. James St., Montreal, Que., Agents for the Island of Montreal.

GOODHUE BELTS

J.L. GOODHUE & CO. Limited.

DANVILLE — QUEBEC.

Illustrating portable unit of Mathews Conveyor for unloading cars.

Photo by courtesy of Windsor Lumber Co., Ltd., Windsor, Ont.

Illustrating permanent installation of Mathews Lumber Conveyor, between mill and shipping and distributing platform.

Photo by courtesy of Vancouver Cedar Mills, Roche Point, B.C.

Write for Catalogue L.

CANADIAN MATHEWS GRAVITY CARRIER COMPANY, LIMITED

PORT HOPE - ONTARIO

Original "Dunbar" Machines

We are the original and the only makers of "Dunbar" Shingle Machines, Lath Machines, Clapboard Machines, Steam and Gasoline Logging Engines. Each is the best for its particular work. Are you using the best?

Lath Machine

From our many years of experience we evolved this "Dunbar" Original Lath Machine. Every improvement that could be suggested, every time-tested idea for the betterment of product and for greater speed, has been incorporated in this machine. We believe it has no equal, and there are a great number of mill men throughout Canada who share this belief with us. Carefully constructed of high grade materials and designed to work steadily under the hardest conditions.

Steam and Gasoline Logging Engines

Conditions in Canada necessitate an engine that will stand any amount of strain and hard work in the lumber industry. With this idea in mind we have brought out the "Dunbar" engines perhaps a little stronger than is really needed. They do their work easily and willingly, and stand a great amount of hard usage. Built entirely in Canada for the Canadian lumber trade.

Clapboard Machine

You will need no excuse for the quality of your product if you use the original "Dunbar" Clapboard Machine. Expert in every detail. This machine will give you the very best service under most trying conditions. It will turn out work without delays. It will need practically no repairs and will increase your output. We cannot recommend it too highly because it is giving this very service to lumbermen in all parts of this country.

Send for catalogues of any or all of these machines.

Dunbar Engine & Foundry Co.

WOODSTOCK, N.B.

ONTARIO

Canada's Banner Province

Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

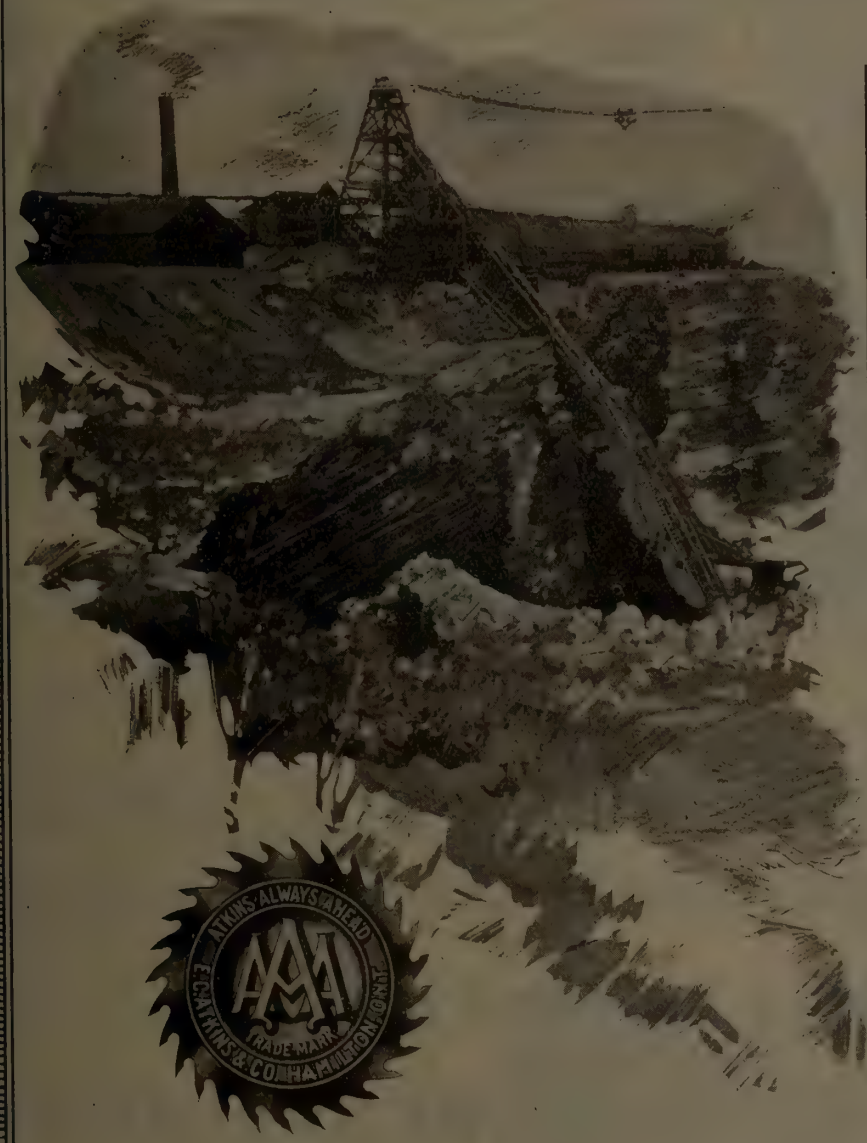
Pine production, 905,442,000 ft. B.M.
Pulpwood, 246,282 cords.
Railway Ties, 5,704,459.

Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent. of lumber used in Ontario's industries purchased within the Province.

Ontario's vast resources offer unsurpassed opportunities to the lumberman.
For maps and full information regarding Ontario, apply to

HON. BENIAH BOWMAN,
Minister of Lands and Forests

ATKINS STERLING QUALITY SAWS



VIRGIN ORE

When Elias C. Atkins began making saws 'way back in 1857 he realized that no steel manufacturer had at that time the correct formula for making as high a grade of steel as he determined to use in *his* saws.

Being an expert metallurgist he prepared his formula, which was based on Virgin Ore This formula contained many important elements that stamped it as the best that had ever been used. Experiments were carried on day by day and month after month, and after a long interval success was achieved—thus "Sterling Quality" saws were born.

This steel—*Atkins exclusive formula*—has the quality of receiving a hard, tough temper, stiff and firm; a quality that takes a keen, sharp cutting edge—a quality as fine as the material in high grade razors—that's "Sterling Quality" and it's not too good for Atkins Saws.

"Sterling Quality" Saws—made from Virgin Ore—are known the world over, and the constantly growing demand demonstrates their quality.

Have you Atkins Saws?
Write for literature!

E. C. Atkins & Company

Established 1857

"The Sterling Quality Saw People"

Canadian Factory: **HAMILTON, ONTARIO** ***Branch:*** **VANCOUVER, B. C.**

Peeling Potatoes

requires much labour—all the way from one to five men or more, according to the size of the camp being assigned to this work—furthermore, there is a great waste in hand peeling—it has been proved from 20% to 30%.

The Cyclone Vegetable Peeler

will peel and wash a bag of potatoes in from three to five minutes, and effect a saving of from 25% to 40% on material alone. Write for circular.

JOHN BURNS & COMPANY, MONTREAL

Established 1865

Western Agents:
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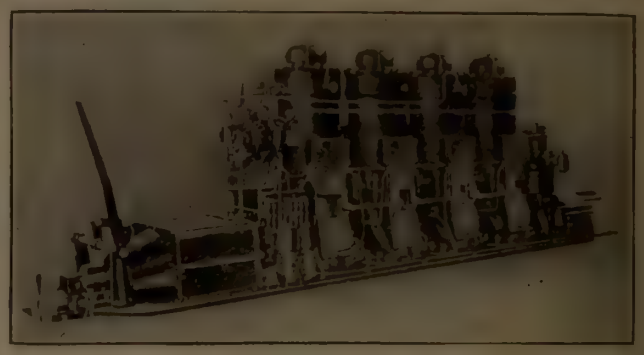
BOLINDER CRUDE OIL ENGINE

Most Efficient and Economical Power Equipment for Tug Boats and Barges



SWEDISH STEEL & IMPORTING CO., LIMITED
SHAUGHNESSY BUILDING MONTREAL

PUT YOUR PROBLEM UP TO US

We are specialists in building locomotives. We build all types and sizes, also all kinds of repair parts for locomotives and tenders.

Our experience puts us in a position to give you expert advice as to what particular type and size of locomotive is best suited to your needs.

Put your locomotive problem up to us.

MONTREAL LOCOMOTIVE WORKS, LIMITED

DOMINION EXPRESS BUILDING, MONTREAL, CANADA.

CLIMAX Improved Geared LOCOMOTIVES FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. Get Catalog "H."

CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.
VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER B. C.

We Can Supply Lumberman

Blue and White PEAS

PROMPT SHIPMENT

HOGG & LYTLE, Limited

1809 Royal Bank Building, Toronto

QUESTION No. 10

Why is it

that so few users of babbitt, give so little consideration to the alloying of the metal!

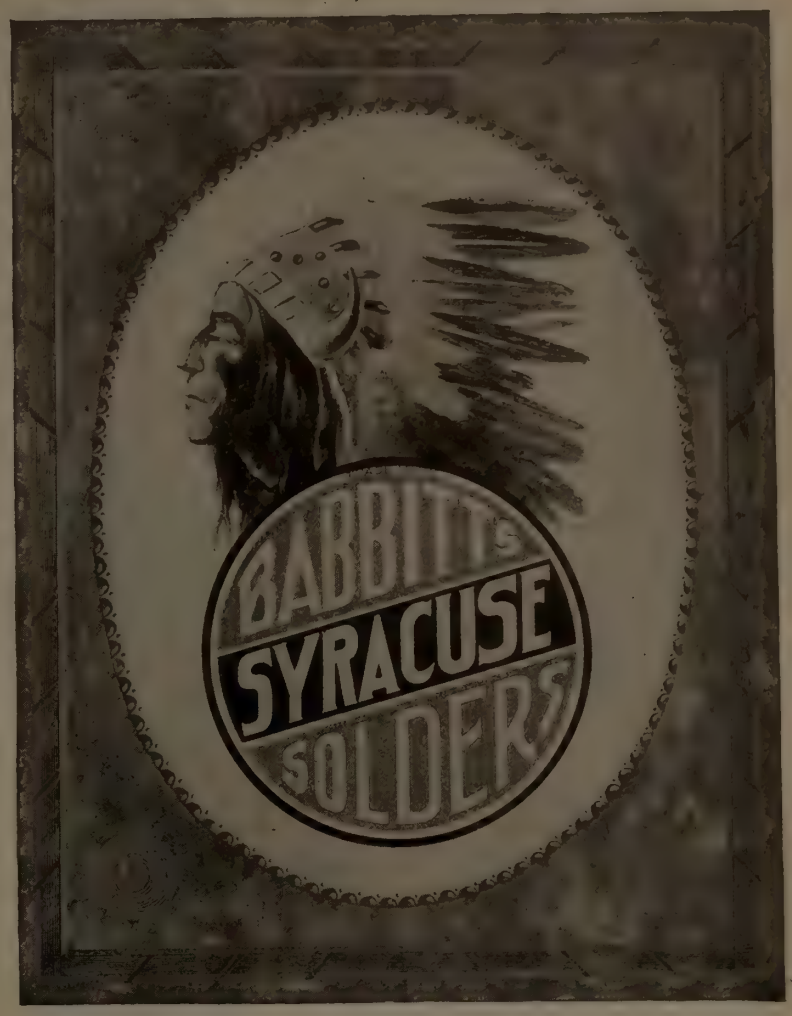
Content is, of course, an important factor in the manufacture of a babbitt, but surely no more so than the alloying. For, a babbitt that is not properly alloyed may lack homogeneity and be the cause of the babbitt squashing or creeping out; or it may contain hard-points that will score the shaft.

In the manufacture of SYRACUSE BABBITTS we alloy **scientifically** and with **exacting care**, assuring a babbitt absolutely homogeneous and free from hard-points.

For your very severest requirements, such as in your gangs, you should use

ALUMINUM GENUINE BABBITT

the babbitt of super-strength—the babbitt that has for years been peer in the lumber industry. Write for a sample.



United American Metals Corp'n

Makers of Syracuse Babbits

Diamond Street & Meserole Avenue, BROOKLYN, N. Y.

Babbitts, Solders, Phosphor Tin, Phosphor Copper, Antimony Tin, Lead, Copper, Spelter, Aluminum, Zinc.

The Machine That Made a Record in a Recent Lath Cutting, 10 Hour Test

Four Hundred Sawmills in the Dominion are to-day using this machine.

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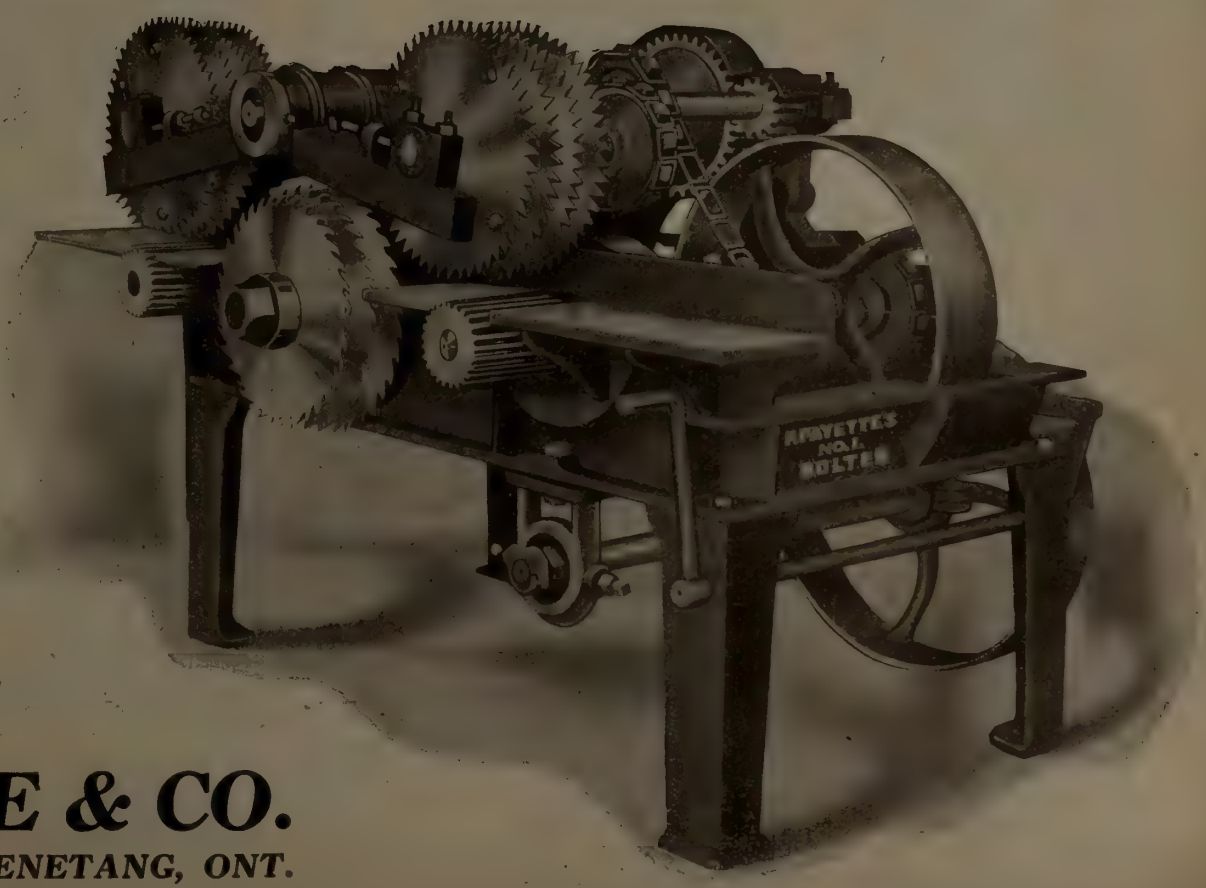

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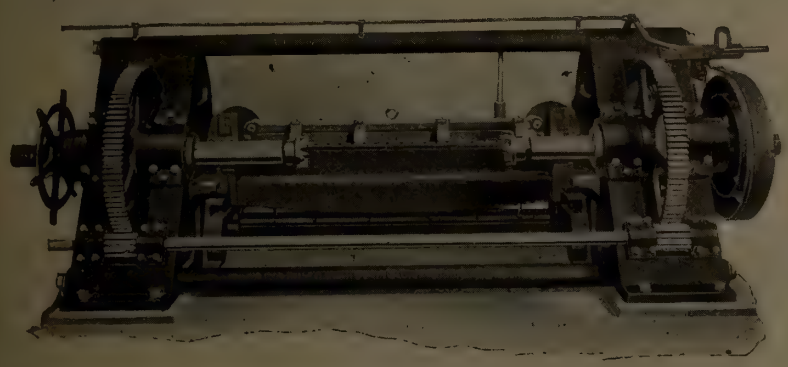

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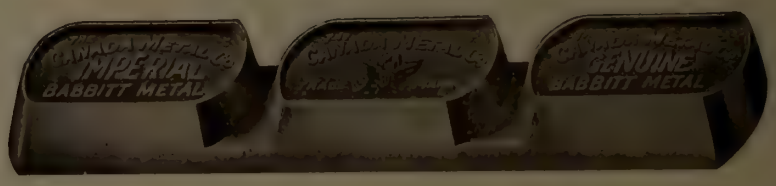

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VENEER MACHINERY
Coe Machinery Company
Garlock-Walker Machinery Co.
Proctor & Schwartz Inc.

VETERINARY REMEDIES
Dr. Bell Veterinary Wonder Co.
Johnson, A. H.

WATER HEATERS
Mason Regulator & Engineering Co.

WATER WHEELS
Engineering & Machine Works of Canada
Hamilton Company, William

WIRE
Laidlaw Bale Tie Company
Canada Wire & Iron Goods Co.

WIRE CLOTH
Canada Wire & Iron Goods Co.

WIRE ROPE
Canada Wire & Cable Co.
Canada Wire & Iron Goods Co.
Dominion Wire Rope Co.

WOODWORKING MACHINERY
Canada Machinery Corporation
General Supply Co. of Canada, Ltd.
Hall & Brown Wood Working Machine Company
Jeffrey Manufacturing Company
Long Manufacturing Company, E.
Mershon & Company, W. B.
Waterous Engine Works Company
Yates Machine Company, P. B.

WOOD PRESERVATIVES
Beveridge Paper Company
International Chemical Company

WOOD PULP
Austin & Nicholson
New Ontario Colonization Co.
River Ouelle Pulp and Lumber Co.

The Home of "CONDOR" Belting

Made of 32 oz. duck and the best grade of rubber procurable.

Manufactured on giant presses weighing 550,000 pounds each, giving the greatest friction of any belt on the market.

The General Supply Company of Canada, Limited

OTTAWA MONTREAL TORONTO WINNIPEG VANCOUVER

Large Stocks Carried in Canada

Now For Your Boiler Order

Lumbering men who want that rare combination of prompt service and best workmanship will get it in generous measure at this time from us. Dutch Oven Boilers—or any type of Boiler—plate work, burners, stacks. etc. Let us know your requirements—you'll be pleased with the results.

ENGINEERING & MACHINE WORKS OF CANADA, LIMITED

EASTERN SALES OFFICES:
HALL MACHINERY CO., SHERBROOKE., QUE. and BIRKS BLDG., MONTREAL

ST. CATHARINES, ONT.

LUMBERMEN'S EQUIPMENT

THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA CANADA

For the Profitable Output of Lath and Pickets

The No. 3 Lath Machine pictured above is undoubtedly the most popular in use in Canada today. As a money maker it has made a name for itself in many of the largest lath mills of the Dominion. In selecting it for your mill you will obtain a machine capable of maximum production free from breakdowns and frequent repairs.

LET US SEND YOU A CATALOGUE AND SPECIFICATIONS

The E. Long Manufacturing Co., Limited

Orillia Canada

Robt. Hamilton & Co., Vancouver
Gorman, Clancy & Grindley Ltd. Calgary & Edmonton
A. R. Williams Machinery Co. of Winnipeg Ltd.
Williams & Wilson Ltd. Montreal

In Big Mills Everywhere in Canada

In Canadian mills where quality and quantity are equally important, Waterous Sawmill Equipment is used as a matter of course.

WATEROUS SAWMILL MACHINERY

As an example, the Spanish Mills Lumber Co., of Cutler, Ont., are using two Waterous 8 ft. New Model Bandmills for handling their daily cut of 125,000 feet in ten hours. More than fifty other large Canadian mills have installed these machines within the past five years.

One of them writes:

"We have sawed 20,000,000 feet this past season—our logs run about 40 to the thousand—and have not broken or cracked a saw."

Only good equipment will show a record like this.

Remember, we build everything for the sawmill. Whether you are running a portable outfit or are cutting 150,000 feet a day, Waterous Equipment is the best for your work.

It Lasts Longer if "Waterous-built."

MOLSONS BANK BUILDING, VANCOUVER, B. C

WINNIPEG, MANITOBA

Waterous

BRANTFORD, ONTARIO, CANADA

Here's Another Letter

Vinton, Que., May 25th, 1920.

McLean Machine Works,
Campbell's Bay, Que.

Dear Sirs:—

Having had fifteen years' experience as sawyer and used several makes of feed works, I must say the feed purchased from you is the easiest operated and without any special attention, giving excellent satisfaction in every way.

I would not use any other, and I recommend your feed works to any who are desirous of securing a feed that gives satisfaction.

We are sawing from 18 to 20 thousand feet per day, and are running 6½ inch feed and 15 gig without any trouble whatever.

THE O. A. LETTS LUMBER CO.,
Per O. A. Letts, Sect. Mgr.

FULL PARTICULARS ON REQUEST.

THE MACLEAN MACHINE WORKS, Campbell's Bay, Que.

Not altogether what we say, but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

West & Peachey - Simcoe, Ont.

Montreal Toronto Winnipeg

The J. C. McLaren Belting Co.
Limited
General Mill Supplies MONTREAL

Pink's Lumbering Tools

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thomas Pink Company, Limited

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO

MADE IN CANADA

It's a Pink anyway, you take it, and it's the best Peavey made.

Canada Lumberman & Wood Worker

MACKENZIE LIMITED

OTTAWA, ONT.

For Lumbermen's Clothing and Supplies

SEND US YOUR REQUIREMENTS

EDGAR D. HARDY JAS. E. REYNOLDS

E. D. HARDY & CO.

INSURANCE

Specialists in LUMBER and WOODWORKING Plants

HEAD OFFICE: OTTAWA, ONT.

A Fast Feed Matcher Head scientifically designed for matching from 200 to 300 lineal feet per minute.

The SHIMER Fast Feed Expansion Matcher Head

With 12 High Speed Bits

The head is built heavy where the strain is and is devoid of all angles or openings, which lessen the wind resistance and cannot block with shavings.
These advantages, combined with the Shimer expansion feature, make a combination that is hard to equal.
The straight knives are long, assuring length of service, while the circular knives can be set back, and the straight knives jointed; in this manner the whole width of the straight knives can be jointed at the one setting.
The circular cutter is then brought to its proper location.

The Cheapest and Best Head on the Market. WRITE FOR PRICES

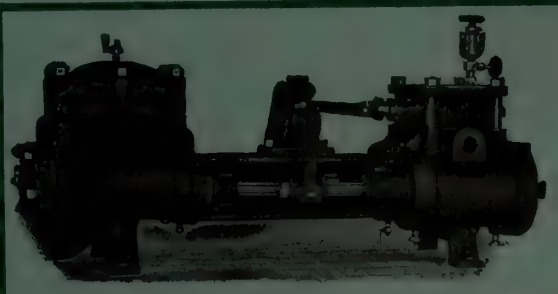
Shimer Cutter Head Co. of Canada, Ltd., Galt., Ontario

ASBESTOS

We manufacture practically every article that can be made of Asbestos—including

Asbestos { Packings, Boiler Gaskets, Pipe and Boiler Coverings

Atlas Asbestos Co., Limited, Montreal



SMART TURNER Steam and Power Pumps

The Pumps for Long, Hard Service

The Smart-Turner Machine Company, Limited

HAMILTON CANADA

BOLINDER'S Automatic Box Board Machine

A machine that converts narrow lumber into high grade box shooks at a minimum cost.
The machine takes rough boards and **Planes, Dovetails, Glues, Joints,** and makes up finished Box Sides and Ends to exact dimensions required.
The entire operation is performed automatically from the time the boards are fed into the machine until the finished box side or end is delivered.
Capacity up to 12,000 S. Ft. finished shooks per 10 hours, with only two men at the machine.

Swedish Steel and Importing Co., Limited

SHAUGHNESSY BUILDING, MONTREAL

Alphabetical Index to Advertisers, Page 82 Classified Directory to Advertisements, Page 94

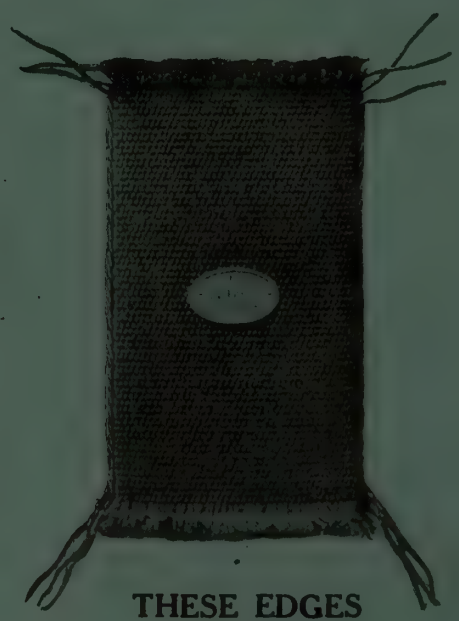
The Last Word in Belting Efficiency

"Gripoly"—a British product, made in a special factory under exacting conditions, sets a new standard as a belting product.

It is constructed to meet the severest tests of friction, strain, general wear and tear, and the many agencies, usually destructive of belting. Its indestructible edges resist every form of friction to which the belt is subjected, and is therefore proof against fraying.

It is impervious to acid, steam or changes of temperature and is absolutely waterproof.

The manner in which it "Grips the Pulleys" and the fact that it is stretchless means that not an atom of power from the pulleys is ever lost. The opinions of not only its makers, but of its users would testify that "Gripoly" is the last word in Belting efficiency.



THESE EDGES
are composed of indestructible strands interwoven with the solid body of the belt.

"Gripoly" is the ideal transmission belt for the lumber mills. No matter how long the drive or how great the strain "Gripoly" belting can give you a better, more continuous and more economical service than you are now getting. Are you interested?

"CAM-FISH" CO., LIMITED

Importers and Distributors of Engineering Supplies

55 BAY ST. - TORONTO, CAN.

Manufactured by

Lewis & Tylor
Limited
In Great Britain

Spruce Lumber Lath Jack Pine

We offer the following (New Sawing):—

Merch. Spruce

1 x 3 x 6/20	2 x 3 x 6/20	3 x 3 x 6/20
1 x 4 x "	2 x 4 x "	3 x 4 x "
1 x 5 x "	2 x 5 x "	3 x 5 x "
1 x 6 x "	2 x 6 x "	3 x 6 x "

Can Resaw and D & M at Shipping Point.

WHITE PINE LATH, MILL RUN

1 Car 1½ x 3/8 x 4 ft.—Green.
1 Car 1½ x 3/8 x 32"—Green.

Bartram & Ball Limited

213 Drummond Bldg. — Montreal, Que.

We Have the Following Material to Offer

Shipments to Commence Immediately

800,000 ft.	1 x 12	Merchantable	and	Better	Spruce	10 to 16 ft.
200,000 ft.	1½ x 12	"	"	"	"	"
200,000 ft.	2 x 12	"	"	"	"	"
300,000 ft.	3 x 12	"	"	"	"	"
250,000 ft.	3 x 11	"	"	"	"	"

The above stock is exceptionally well manufactured and is sawn ⅛" heavy in thickness and ¼" heavy in width so that it will dry out to full thickness. Will be in good shipping condition last of July. Small quantity now ready to ship.

The 1" in gang sawn. The lengths will average 60% 16 feet.

Knox Brothers, Limited

513 DRUMMOND BLDG., MONTREAL

SOUTHERN HARDWOODS Dry Stock at Buffalo for Quick Shipment

BROWN ASH

	Clear 1 & 2	Strips	No. 1 Com.	No. 2 Com.
1 in.	35,900	8,500	40,000	17,000
1¼ in.	55,500	7,300	36,200	15,300
1½ in.	30,500	....	35,000	7,500
2 in.	7,500	....	20,000	2,000

WHITE ASH

	Clear 1 & 2	Strips	No. 1 Com.	No. 2 Com.
1 in.	65,000	800	98,000	110,000
1¼ in.	99,000	7,500	120,000	20,000
1½ in.	18,900	1,200	20,000	41,000
2 in.	56,300	500	68,000	86,000
2½ in.	31,500	....	4,000	16,500
3 in.	87,500	——	62,500	25,500
4 in.	7,000	....	2,000	500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	65,700	1,000	240,000	180,000
1¼ in.	151,300	14,000	235,000	70,500
1½ in.	94,600	....	31,800	15,000
2 in.	60,900	....	13,000	12,500
2½ in.	84,000	....	13,900	15,000
3 in.	13,550	....	10,500	5,900
4 in.	40,400	....	450	....

BEECH

	1 & 2	No. 1 Com.	No. 2 Com.
⅝ in.	.....	.....	.....
¾ in.	41,000	61,000	9,500
1 in.	63,000	254,700	23,000
1¼ in.	50,200	18,600	20,000
1½ in.	80,800	....	2,400
2 in.	6,000	6,000	2,000
2½ in.	.....	....	.....
3 in.	400	.....	4,500
4 in.	225	1,200	475

BUTTERNUT

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	15,300	49,800	20,600
2 in.	8,400	....	2,000
2½ in.	3,000	3,000	...

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	160,500	160,200	60,500
1¼ in.	5,500	7,600	5,500
1½ in.	16,000	18,700	50,300
2 in.	2,100	20,200	52,900
2½ in.	5,500	2,700	2,200
3 in.	31,700	2,500	4,300
4 in.	7,900	....	500

CHESTNUT

	1 & 2	Clear Strips	No. 1 Com.	S.W. & No. 2 Com.
¼ in.	.....	.....	.....	.....
1 in.	15,900	1,500	78,300	319,500
1¼ in.	161,800	2,800	88,200	273,200
1½ in.	116,500	.....	86,000	28,000
2 in.	59,200	.....	69,300	116,200
2½ in.	4,000	.....	1,150	500
3 in.	2,100	.....	1,300	500
4 in.	1,500	.....	300	.....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	29,000	1,200
1¼ in.	3,400	10,800	.....
1½ in.	19,100	5,200	18,000
2 in.	24,000	24,200	4,600
2½ in.	8,000	3,200	.....
3 in.	69,400	28,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,700	8,000	2,800
1¼ in.	41,500	38,200	6,500
1½ in.	10,500	13,300	5,400
2 in.	.....	.....	....
2½ in.	.....	.....	....
3 in.	30,280	1,500	5,000
4 in.	6,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	35,300	28,000	2,500
1¼ in.	.....	15,000	7,700
1½ in.	9,000	10,300	9,500
2 in.	2,500	3,800	7,500

FIGURED RED GUM

	1 & 2	No. 1 Com.
1 in.	2,800	700

QUARTERED RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	1,000	8,000	12,100
5/4	2,100	....	....
6/4	2,900	4,500	4,600
8/4	9,100	5,500	8,600

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	14,400	58,000	.....
1¼ in.	.....	.....	.....
1½ in.	500	8,000	13,500
2 in.	1,490	9,700	10,400

QUARTERED SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	.....	2,500	12,000
5/4	14,000	.....	.....
8/4	1,000	.....	.....

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	8,400	11,600
1¼ in.	1,100	2,500	2,050
1½ in.	5,600	9,300	25,000
2 in.	4,400	14,200	12,200
2½ in.	5,000	11,000	4,700
3 in.	900	7,580	7,200
4 in.	150	....	275

PLAIN RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	24,200	....	.....	.....
¾ in.	45,000	....	48,400	21,200
⅞ in.	.....	....	87,000	53,600
1 in.	140,200	....	47,000	76,400
1¼ in.	110,700	2,400	2,000	1,200
1½ in.	152,500	4,300	45,200	40,000
2 in.	99,100	....	112,800	30,000
2½ in.	69,100	....	14,000	3,100
3 in.	28,800	....	18,500	7,000
4 in.	16,600	....	8,900	....

PLAIN WHITE OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	....	....	....
½ in.	.....	....	.....	.....
⅝ in.	21,150	....	1,000	16,900
¾ in.	57,900	....	152,000	31,000
1 in.	30,300	1,200	45,000	26,200
1¼ in.	55,300	....	2,000	2,000
1½ in.	57,500	....	30,000	9,000
2 in.	73,000	....	100,000	52,000

QUARTERED RED OAK

	1 & 2	No. 1 Com.	No. 2 Com.
¾ in.	300	3,700	400
1 in.	20,200	3,500	400
1¼ in.	3,000	3,000	500
1½ in.	350	500	100
2 in.	1,000	7,400	....

Also Large Stock of BEECH, BIRCH, MAPLE and POPLAR

THE ATLANTIC LUMBER CO., Inc., 310 MANNING CHAMBERS TORONTO

MANUFACTURERS SOUTHERN HARDWOOD LUMBER

Head Office: BOSTON, MASS. Yards: BUFFALO, N.Y. Mills: KNOXVILLE, TENN.; FONDE, KENTUCKY

Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

Immediate Attention Given All Inquiries.

Have for Sale a large quantity of well-selected Lignum Vitae Logs at very attractive prices

We are in the market for

Canadian Ash, Bass, Birch, Maple, Pine, Spruce

The McLennan Lumber Co., Ltd.

OFFICE & YARD—21 DORCHESTER ST W. P.O. BOX 1854 PHONE—MAIN 8656

MONTREAL QUEBEC

Geo. Gordon & Co.

Limited

CACHE BAY - ONTARIO

Manufacturers of

White, and Norway Pine Lumber Lath and Dimension Timber

Write us for Prices.

For Prompt Delivery of

Hemlock, Spruce, Lath, Pulpwood and Hardwoods

The Year Round----In Any Quantity Dressed and Ripped to Your Orders

We specialize in Hemlock and Spruce Timbers. Let us know your requirements. We can assure you of immediate shipment through our splendid transportation facilities. Rail and water delivery.

Fassett Lumber Company, Limited

FASSETT
QUEBEC

Prime Canadian Woods

From Ontario and Quebec

A choice selection of the following products for immediate shipment, White, Red and Jack Pine, Spruce, Hemlock, Lumber, Lath and Shingles.

B.C. Western Pine

In stock for prompt delivery, complete assortment of Western Pine, grades separated, also widths in 1-inch stock. In all even lengths, milled to Ontario standards.

Vancouver Office--
513 Metropolitan Building.
F. W. Gordon, Mgr.

Export Agents--
SPENCER, LOCK & CO.,
27 Clements Lane, London, E.C. 4

TERRY & GORDON

LIMITED
CANADIAN FOREST PRODUCTS
Head Office:
704 CONFEDERATION LIFE BUILDING
TORONTO, ONT.
Cable Address "Terigord"
REPRESENTATIVES IN ONTARIO OF
The British Columbia Mill and Trading Co.
VANCOUVER, B. C.

Exclusive Representatives in Ontario for Nicola Pine Mills, Ltd., Merritt, B.C.

WHITE PINE

1919 Cut for Quick Shipment

25,000 ft. 1" x 8"—10/16 Mill Run White Pine.
20,000 ft. 1" x 7", 9" and 11"—10/16 Mill Run White Pine.
40,000 ft. 2" x 4"—10/16 Mill Run White Pine.
75,000 ft. 1" x 4" and up, 6/16 No. 2 White Pine Culls.
40,000 ft. 1" x 12", 12/16 No. 1 White Pine Culls.
80,000 ft. 1½" x 4", 6", 8" and 10", 10/16 Mill Run White Pine.

This is all good dry stock which we expect to clear quickly. Now is the time to get in touch with us.

HOCKEN LUMBER CO. LIMITED

630 Confederation Life Building, TORONTO

Phone Main 3153

Worth Repeating—

The car shortage is growing more serious each week.

The actual net shortage increased 28 per cent. from the second week in May to June 8th.

You should put your stock in good shape before the grain moving begins, which according to early reports will require all available box cars to handle.

UNION LUMBER COMPANY LIMITED

701 DOMINION BANK BUILDING
TORONTO CANADA

The Fesserton Timber Co., Ltd.

Manufacturers and Wholesalers of

LUMBER, LATH, ETC.

First Rate Facilities
Large Stocks
Quick Shipments

Let us have your inquiries for any of the lumber listed here. Our reputation has been built on quick and satisfactory transactions, and we are in a position to guarantee the right quality, speedy delivery, and proper grading with every order. Don't fail to get in touch with us, if you want real service with your lumber supplies.

White Pine
Red Pine
Spruce
Hemlock
Hardwoods

15 Toronto Street, TORONTO, ONT.
Phone Main 795-796

Western Office:
VANCOUVER, B.C.

DUNFIELD & CO., Limited

Exporters of Nova Scotia and New Brunswick

Spruce, Pine, Hemlock and Hardwood

in 1 in., 2 in., 3 in., 4 in.

Spruce Laths and Railway Ties

Head Office: **8 Prince St., Halifax, N.S.** ***Branch Office:*** **8 Market Square, St. John, N.B.**

U. K. Brokers: Duncan, Ewing & Co., K21 Exchange Bldg., Liverpool. Telegraphic Address: Dunfield, Halifax. Codes: ABC 5th Ed. Western Union

C. E. HILL, Sales Agent, Room No. 667, 200 Devonshire Street, Boston, Mass.

John Harrison & Sons Co.
Limited

Saw and Planing Mills

OWEN SOUND, ONT.

Now manufacturing large quantities of Oak and White Cedar Timbers, Plank, etc., as well as Posts, Ties, side and end matched Hardwood Flooring, Sash, Doors, etc.

Try Us Once—Satisfaction Guaranteed

J H & S Co

J. GEO. CHALIFOUR

93 ST. PETER ST. - QUEBEC

Wholesale Lumber

Spruce Cedar Birch Cedar-Shingles Spruce Lath

B.C. LUMBER AND TIMBER IN TRANSIT AT ANY TIME. *Send us your enquiries*

Fraser Bryson Lumber Co., Ltd.

Office, Castle Building 53 Queen St. Ottawa, Can.

Wholesale Lumber Dealers and Selling Agents for

Fraser & Co.

Mills at

DESCHENES - - - QUEBEC

White Pine
Red Pine
Spruce
Lumber and Lath

Basswood

1 in., 1¼ in., 1½ in., 2 in.,
Dry Basswood

Dry Birch Stock

All thicknesses and grades in

Maple, Birch, Elm, Basswood and **Brown Ash**

Spruce, Hemlock and Pine

Can saw to order at MacDonald's Siding

Let us quote on your requirements

HART & McDONAGH

Robinette Chambers, Cor. Bay and Temperance Sts.
TORONTO, ONT.
Phone Adelaide 44

SPECIALIST in QUALITY B. C. Lumber and Shingles

ANYTHING YOU WANT WHEN YOU WANT IT

A few cars of 2X and 3X Shingles now rolling.

ASK ME FOR PRICES

Jimmy Donovan

2 Tyrrell Avenue, TORONTO

Hillcrest 6097

Milling in Transit

A Well Equipped Mill

C.P., G.T., & C.N. Railway Connections

Special Mill Work *Prompt Service*

J. R. Eaton & Sons, Limited

ORILLIA, ONT.

Anderson, Shreiner & Mawson

WHOLESALE LUMBER

WANTED

ROOM 5-6 PHOENIX BLDG.
43 VICTORIA STREET
TORONTO

We are in the Market for All Kinds of Hardwood and Softwood Lumber

Highest Prices Paid

MILLS AT
KING LAKE and EAGLE LAKE, ONT.

Write or Wire Us, or Phone Main 1604.

Canadian Tie and Lumber Co.

LIMITED

511 Temple Building,
Toronto, - Ontario

Phone Main 1151.

Cedar Ties from One of Our Producers

We ship Ties
every day
in the year.

Cutting Capacity 300,000 Ft. per Day

McFADDEN & MALLOY

Red & White Pine **LUMBER** In Any Quantities

The above is supplied by us in all standard grades and dimensions. All lumber is of guaranteed quality and grade as ordered. Our location and facilities enable us to give our patrons the utmost in service and prompt shipments. Let us quote on your requirements. You will find our prices right, and our product satisfactory.

Mills at: - SPRAGGE, ONT. & BLIND RIVER, ONT.

Rough and Sawn Lumber

WE shall be pleased to give you quotations on the following woods:

Pine, Spruce, Hemlock Hardwoods and B.C. Lumber and Timber all grades all thicknesses.

Excellent mill and transportation facilities coupled with an intelligent handling of your orders assure a service you will appreciate.

Rush Orders a Specialty

G. A. GRIER & SONS

Limited

Toronto
Room 22, 79 Spadina Avenue.

Montreal
Head Office: 1112 Notre Dame St. West

We have absolutely no connection with or interest in any other firm bearing a name similar to ours.

Established 1871.

JOHN McKERGOW, President — W. K. GRAFFTEY, Managing-Director

The Montreal Lumber Co. Limited

Wholesale Lumber

Ottawa Office: 46 Elgin St. — Montreal Office: 759 Notre Dame St., W

H. CARDINAL — O. PAGE

Cardinal & Page
180 St. James St.
Montreal, Canada.
Wholesale Dealers and Exporters of All Kinds of
FOREST PRODUCTS
Cable Address "Carpage"

Lake Lumber Co. Ltd.
Manufacturers of
Fir, Cedar, Hemlock, Spruce
QUALICUM QUALITY LUMBER
Rough Fir Timbers
Any size up to 60 feet long
Select Grades a Specialty
FIR PIPE and TANK STOCK
Market wanted for Rough Cedar Timbers
Inquire for prices
Office and Mills:
Qualicum Beach, V. I., B. C.

WE ARE BUYERS OF
Hardwood Lumber
Handles
Staves Hoops
Headings
James **WEBSTER** & Bro.
Limited
Dock Board Bldgs., Liverpool, Eng.
London Office
Dashwood House 9 New Broad St. E. C.

DR. BELL'S
Veterinary Wonder Remedies
10,000 one dollar ($1.00) bottles Free to horsemen who give the Wonder a fair trial. Guaranteed for Colic, Inflammation of the Lungs, Bowels, Kidneys, Fevers, Distemper, etc. Send 25c for Mailing Package, etc. Agents wanted. Write your address plainly. DR. BELL, V.S., Kingston, Ont.

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Estimator and Valuator
of
STANDING TIMBER
Timber Limit Mapping a Specialty
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Cedar Poles and Posts
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We wish to call your attention particularly to our stock at Victoria Harbor, consisting of about

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1 x 4	5/4 x 4	6/4 x 4	2 x 6	3 x 6
1 x 5	5/4 x 5	6/4 x 6	2 x 8	3 x 8
1 x 6	5/4 x 6	6/4 x 8	2 x 10	3 x 10
1 x 8	5/4 x 8	6/4 x 10	2 x 12	3 x 12
1 x 10	5/4 x 10	6/4 x 12		
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No. 1, 4 foot White Pine Lath.
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200,000ft.4/4 Basswood

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Hard Maple, Birch, Rock Elm, Soft Elm, and if necessary can take green

We are also in the market for—

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Communicate with us before closing

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Liberal Prices Fair Inspection

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Advances to reliable parties if needed, send us list of anything you have to sell.

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Standing Timber

FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Allen, Secord, Falconbridge and Street.

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Stocks of Hemlock, Spruce and Pine

All Grades

Advances made during operations

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125,000 ft. 1 and 2 inch Maple, 3 Com. & Better.
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Will pay highest prices and make prompt shipments

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2 x 4 AND WIDER IN RED PINE AND SPRUCE DIMENSIONS.

Dry White Pine Common Boards

Also BOX and CRATING STOCK in PINE, SPRUCE and POPLAR

We Manufacture White and Red Pine, Spruce and Poplar Lumber, Boxes, Shooks, Lath and Ties.

Saw Mills, Planing Mills and Box Factories at Keewatin and Kenora, Ont.

General Office: KEEWATIN, ONT.

Dry White Pine

The following stock is offered for immediate shipment.

1 car of 1″ x 4/6″—12/16′. Outs of Good Strips.
2 cars of 1¼″ x 7″ & up—12/16′. Outs S.C. Sidings.
1 car of 1″ x 4″ & up—Good short Shorts.

1920 Sawing

Can book orders for WHITE PINE MILL CULLS.
A nice line for Boxes, Crossing Planks or platforms.

3″ x 7″ & up—6/16′
3″ x 11″ —9/16′
3″ x 12″ & up—9/16′

Let Us Have Your Inquiries

J. C. BARTRAM

JACKSON BLDG., - - OTTAWA

The

RideauLumberCompany

LIMITED

Canada Life Building, - Ottawa, Ontario

Can offer for Immediate Sale—

Dry White Pine

1 car 1¼ x 8 and up—12/16′ Good Sidings.
1 car 2 x 7 and up—12/16′ Good Sidings.

100,000′	1 x 6	—12/16′	Small Log M. R.
150,000′	1 x 7	— “	Mill Run.
100,000′	1 x 8	— “	“
50,000′	1 x 10	— “	“
100,000′	1 x 12	— “	“
100,000′	1 x 8 & up	— “	S. C. & Dressing.

Also considerable quantity:—

White Pine Mill Culls

1 x 6/9—10/16′; 1 x 10 & 12—10/16′; 3 x 11—10/16′

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and Company

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Birch Maple Spruce

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That is why we constantly strive to give just a little better service and satisfaction than is ordinarily given. And that is why our customers say they like our way of doing business.

We will welcome your inquiries in regard to any of the items listed below as an opportunity to show you what our Service and Satisfaction policy mean.

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1	"	FAS, No. 1 and 2 Com.			28,990′
1¼	"	"	"	"	52,822′
2	"	"	"	"	79,400′
2½	"	"	"	"	18,033′
3	"	"	"	"	52,654′
4	"	"	"	"	21,788′

Elm (Soft)

1	"	FAS, No. 1 and 2 Com.			28,351′
1½	"	"	"	"	153,019′
2	"	"	"	"	60,520′
2½	"	"	"	"	213,639′
3	"	"	"	"	244,815′
4	"	"	"	"	46,540′

Plain Oak

1	"	FAS and No. 1 Com.			121,231′
1¼	"	"	"	"	5,100′
1½	"	"	"	"	19,985′
2	"	"	"	"	184,895′
2½	"	"	"	"	264,450′
3	"	"	"	"	191,688′
4	"	"	"	"	96,766′
5 & 6	"	"	"	"	1,000′

Hickory

1	"	FAS, No. 1 and 2 Com.			3,000′
1¼	"	"	"	"	17,050′
1½	"	"	"	"	14,119′
2	"	"	"	"	18,057′

Most of the above stock is at our **Logansport Service Yard**, from which it is possible to give the promptest of deliveries

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South Bend, Ind.

Wanted in Any Quantity

4/4" Red and White Oak
Maple Beech and Birch

Send us particulars of your cuts

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Company Limited

Manufacturers of

Beaver Brand Hardwood Floorings—
in
Maple, Birch, Beech, Plain and Quarter Cut Oak

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Yours truly,

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ALWAYS ON HAND

A large quantity of every description

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Lumber Yards, Dry Kilns, Dimension Mill, and Veneer Warehouse at Toronto

Our Dry Kilns have a capacity for drying 200,000 feet per month. We will dry your transit cars.

All Canadian and American Hardwoods

MAHOGANY (250,000 feet all sizes and grades)

THIS WEEK'S SPECIALS

One Car 1" FAS Figured Mahogany.
Two Cars 1" No. 1 Com. Figured Mahogany.
Three Cars 1" high grade Canadian Chestnut.
One Car ½" & ¼" 3 ply Fir Door Panels.
One Car 1" FAS Walnut.
Two Cars 1" x 12" Clear Spruce.
One Car 3/16" 3 ply Birch Panels.
Two Cars 1½" No. 2 C. & B. Beech.
Ten Cars 1" No. 2 & 3 Com. Basswood. (Winter cut).

One Million Feet 1/20" Rotary Cut Poplar, Gum and Birch, very long and wide, cut and inspected for Aeroplanes.

VENEERS Rotary Cut, Sawed and Sliced every description

THREE PLY FIR PANELS

All grades carried in Quarter Sawn White Oak, Gum, Poplar, Walnut, Canadian and Michigan Maple, Birch, Basswood, Elm, Ash, White Maple, Quartered Maple and White Basswood

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This is a good time to conserve your capital by making your purchases in this manner.

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Prompt shipment of Fir timbers in all sizes and up to 100 feet in length

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7,000	ft. 4/4 Sap Gum, No. 1 Com. and Selects.	50,000	" 6/4 No. 2 Com. & Sd. Wormy Chestnut.
9,000	" 8/4 Qtd. Red Gum, No. 1 Com. and Btr.	12,000	" 5/4 FAS Chestnut.
5,000	" 5/4 Plain Oak, FAS.	10,275	" 5/4 No. 1 Com. Chestnut.
30,000	" 6/4 Plain Oak, No. 1 Com.		Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.
30,000	" 6/4 Plain Oak, FAS.	1,847	ft. 3/4 No. 1 Com. and Btr. Qtd. White Oak.
30,000	" 8/4 Plain Oak, FAS.	69	" 4/4 FAS Qtd. White Oak.
50,000	" 8/4 Plain Oak, No. 1 Com.	2,065	" 4/4 No. 2 Com. Qtd. Wht. Oak.
12,000	" 8/4 Plain Oak, Sd. Sq. Edge.	1,000	" 3/4 No. 1 Com. and Btr. Plain White Oak.
1,200	" 4/4 Plain Oak, No. 1 Com.	2,624	" 3/4 FAS Sap-Gum, 13/17".
15,000	" 4/4 Tenn. Red Cedar Boards, No. 1 Com. and Btr.	2,152	" 3/4 Select Sap Gum, 3/12.
35,000	" 4/4 Qtd. White Oak, FAS.	5,573	" 3/4 Select Sap Gum, 12" & up.
35,000	" 4/4 Qtd. White Oak, No. 1 C.	470	" 5/4 Select Sap Gum.
7,000	" 4/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000	" 12/4 No. 1 C. and B. Hard Maple.
23,000	" 5/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000	" 4/4 No. 2 Basswood.

PERCY E. HEENEY, Wholesale Lumber

207 Weber Chambers, KITCHENER, Ont.

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All Grades in White Pine Lath A Specialty

Milling in Connection

E. J. MOORES, Jr.

MIDLAND CANADA

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Planing Mill Stock

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Soft, Dry Stock, Finest Grades—
All Thicknesses— 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

Yellow Pine Finish

Kiln Dried, Soft, Short Leaf Kind

Stock Widths 4/4, 5/4, 6/4, 8/4 by 4", 6", 8", 10", 12"

Also OAK, ASH, POPLAR, GUM

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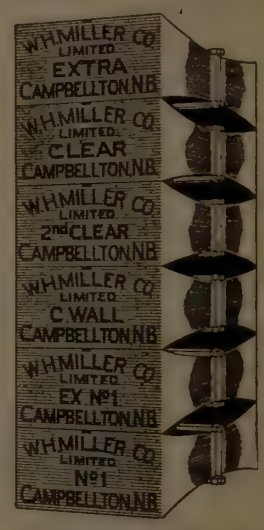

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New Brunswick White Cedar Shingles

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Lumber Lath Pulpwood

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Our new planing mill recently completed.

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For fir yard stock, B. C. or Hemlock Shiplap and Boards, timbers any size and length up to 90 feet.

We also specialize in mixed cars of high-grade fir uppers and mouldings and are also manufacturers of fir doors.

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Mills and Office: FALSE CREEK, VANCOUVER, B.C.

Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

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ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

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Mills at South Westminster, on B.C.E.R.

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HIGH GRADE LUMBER

Large Stocks for Immediate Delivery

Fir Timbers
Lumber, Lath
Cedar, Shingles
Fir Flooring
Ceiling, Finish
Kiln Dried

Our large plant located on the east coast of Vancouver Island, is finely equipped and modern in every way.

We are prepared for all classes of cargo shipment abroad and can make rail shipments to all usual points reached by the C. P. R. and C. N. R.

We specialize on ship building material in the rough, and long timbers.

Let us know your requirements. We have a service that will please you.

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Lumber
Moulding
Cross Arms
Doors
Sash. etc.

GENOA

Genoa Bay Lumber Co.

Genoa Bay, B.C.

GENOA

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Sole Selling Agents for Two Operating Saw Mills and Two Shingle Mills

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We have in transit or ready for immediate shipment several cars of 2x, 3x and 5x, high grade shingles. Write for quotations.

IN TRANSIT:

1 Car Fir, No. 1 Dim., 2" x 4" to 12".
1 Car Fir, No. 1, sized 1, 1s, 2e—1" x 4" & 6" Boards.
1 Car No. 1 and 2 E.G. Fir Flooring, 1" x 3".
1 Car 3X B. C. Cedar Shingles, packed squares.
Fir joisting, 2" x 4" to 12", cut to order, size 1s.1e. ¼ scant, any length.

D. WILLIAMS, 40 Major Street, TORONTO REPRESENTATIVE
WIRE YOUR ORDERS AT OUR EXPENSE

209 Winch Building, VANCOUVER, B.C.

CLEAR RED CEDAR

2 cars 6/4 and 8/4 x 6 inches and wider up to 30 inches wide

CLEAR DOUGLAS FIR

1 car 8/4 x 6 and wider up to 30 inches wide — Kiln dried
1 car 4/4 x 6 and wider up to 12 inches wide—Green or kiln dried

FIR DIMENSION

Cut to order and dressed S&E 1/4 Scant

ARROW BRAND CEDAR SHINGLES

ALLEN-STOLTZE LUMBER CO., LTD.

Vancouver, British Columbia

FIR COMMON LUMBER

Hemlock Boards
Cedar Boards
Federal XXX Shingles

FEDERAL QUALITY

Long Fir Piling
Coast and Mountain Stocks

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If You want the Best Value in Lumber Obtainable in the Mountains, Your Choice Should be

Golden Spruce

GOLDEN AIR-DRIED SPRUCE is unequalled for your requirements in Boards, Shiplap, Shelving, Flooring and Siding, and you can rely upon getting DEPENDABLE GRADES.

EASTERN RETAIL DEALERS will find 1 x 8 GOLDEN EXTRA SELECT SPRUCE BOARDS an exceptionally good seller. Can be worked to any pattern desired. Supplied either 3/4 or 25/32" thickness. Try some.

We also manufacture Fir and Cedar.
Spruce, Fir and Cedar Lath.

Just another reminder—Our stock always comes to you bright, clean, and newly milled, being run through the planing mill at time of shipment.

With a daily nine-hour cutting capacity of 180,000 feet, and a stock of 10 to 20 million feet at all times, we are in position to give prompt shipment. Urgent orders given special attention.

Send Your Enquiries to

Columbia River Lumber Co., Ltd., Golden, B. C.

affiliated with and represented jointly by salesmen of

Canadian Western Lumber Co., Ltd., Fraser Mills, B. C.

Eastern Sales Office—TORONTO—L. D. Barclay and E. C. Parsons

ALBERTA
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Chas. R. Skene

Timms Phillips

DOUGLAS FIR LUMBER

RED CEDAR SHINGLES

FOR IMMEDIATE SHIPMENT

2 x 4
2 x 6
2 x 8
2 x 10
2 x 12
} Any lengths up up to 32 ft.

Sized Ontario Standard.

Clear Fir Rough, green or kiln dried, in any sizes.

No. 1 and No. 2 Common Fir, Spruce, Pine, or Hemlock Boards, dressed as desired.

We specialize in Timbers.

Let us quote on your requirements.

"Organized to Serve"

Cars in Transit

AVOCA. C.P. 31876. Shipped June 4th.
27,000' 1 x 3 No. 3 Clear F.G. Fir Flooring.

EGAN. C.P. 56476. Shipped June 22nd.
19,925' 8 x 8—12/20 No. 1 Com. Fir, Rgh.

EGYPT. C.P. 101350. Shipped June 22nd.
18,250' 6 x 6—10/24 No. 1 Com. Fir, Rgh.

EMORY. C. & N. W. 107881. Shipped June 22nd.
21,408' 12 x 12—24/36 No. 1 Com. Fir, Rgh.

DUSTER. G. T. 304678. Shipped June 5th.
9783' 1 x 6 No. 1 C. B.C. Hemlock, Rgh.
7004' 1 x 8 No. 1 C. B.C. Hemlock, Rgh.
2963' 1 x 10 No. 1 C. B.C. Hemlock, Rgh.
836' 1 x 12 No. 1 C. B.C. Hemlock, Rgh.

EDDY. C.P. 320183. Shipped July 2nd.
11,000' 12 x 12—20/36 No. 1 C. Fir, Rgh.
8,000' 12 x 14—20/36 No. 1 C. Fir, Rgh.

EDGAR. M. C. 28583. Shipped June 21st.
15,000' 1 x 8 B. N. Fir Base, No. 1 & 2 Clear.
12,000' 1 x 5 B. N. Fir Casing, No. 1 & 2 Clear.

EDMUNDS C.P. 215464. Shipped June 10th.
14,000' 5/8 x 4 No. 1 & 2 V. Ceiling.
9,000' 1 x 3 No. 1 & 2 E. G. Fir Flooring.
13,000' 1 x 3 No. 1 & 2 E. G. Fir Flooring.

EDNA. C.P. 295335. Shipped June 25th.
15,000' 1 x 3 No. 1 & 2 F. G. Fir Flooring
5,000' 1 x 3 No. 3 F. G. Fir Flooring.
27,000' 5/8 x 3 No. 1 & 2 Fir V Ceiling.

Timbers
Dimension
Boards and Shiplap
Flooring
Ceiling
Siding
Green & Kiln Dried Clears
Red Cedar Shingles
Fir-Pine-Cedar Lath

Timms, Phillips & Co. Ltd.

Yorkshire Bldg., VANCOUVER

Toronto Office:
33 Canada Permanent Building,
Phone Main 2789 18 Toronto Street.
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CLEAR FIR TIMBERS

OUR SPECIALTIES:

Long Fir Timber Planking Decking

Cutting orders for 2″ in long lengths either Common or Clear (obtained as side cut).

Planer capacity 6″ x 30″. We do not operate dry kiln, but can arrange to air-dry in our yard to requirements.

Our Mill is on Canadian Pacific Railway with Rail Connection (Five Miles) to Tidewater on Alberni Canal. Navigable for all Vessels

BAINBRIDGE LUMBER CO., Limited

Cable Address: Bainbridge Lumber, Victoria. **Bainbridge, B.C.** Telephone and Postal Service at Bainbridge

Cameron Lumber Co., Ltd.

MANUFACTURERS OF

DOUGLAS FIR, HEMLOCK, SPRUCE *and* CEDAR LUMBER

RAIL SHIPMENTS TO ALL PARTS OF CANADA AND UNITED STATES

OFFICE AND MILLS - - VICTORIA, B. C.

Heaps & Sons

Limited

SHINGLES

B. C. LUMBER and TIMBERS

Wire us for quick action

METROPOLITAN BUILDING VANCOUVER, B.C.

H. M. ELLIS, LTD.

Manufacturers of

Long Fir Timbers

Mill: Lombard, B. C. Office: 118 Pacific Bldg., Vancouver

Dry Western Hemlock Boards and Shiplap

Also 4/4 K. D. Hemlock Clears, Rough

IMMEDIATE SHIPMENT

R. P. Shannon Lumber Company

408 Pacific Building - - - VANCOUVER, B. C.

British Columbia Forest Products

The British Columbia Lumber Commissioner

is now located in new offices at

No. 1 Adelaide St. East, Ground Floor

and will be pleased to meet dealers and others interested in

BRITISH COLUMBIA WOODS

PHONE MAIN 6872. NOTE—We do not quote prices.

British Columbia Forest Products

Fir Western Hemlock Spruce

With modern equipment and shipping facilities we are in a position to handle your orders in a satisfactory manner.

Our stock undergoes careful supervision to ensure QUALITY LUMBER.

Daily Capacity 135,000 ft.

Canadian Puget Sound Lumber & Timber Co.

VICTORIA——————LIMITED——————B.C.

Ivan D. Smith Lumber Co.

Wholesale

Pacific Coast Timber Products

FINISH, FLOORING, CEILING, ROUGH CLEARS TIMBERS, DIMENSION, SHIPLAP, BOARDS,

RED CEDAR SHINGLES

Dependable Grades ***Efficient Service***

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Thurston-Flavelle, Limited

MANUFACTURERS OF

British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

Straight or mixed cars with XXX and XXXXX Shingles. Stocks carried at Lindsay, Ont., for quick shipment

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Head Office and Mills, Port Moody, B. C.

New Ontario Colonization Co., Ltd.

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Spruce
Tamarack
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Dressing and Matching Our Specialty.

Will Supply Straight or Mixed Cars

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Sap, Red, Tupelo

(QUARTERED)

4/4 5/4 6/4 and 8/4

IN CAR LOTS ONLY

Mell & Sons Lumber Co.

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BOILERS

The Best and Quickest Way to Repair Mill Boilers and All Wrought Iron and Steel Parts

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ELECTRIC WELDING

We Have Made a Reputation in This Line

CORRESPONDENCE SOLICITED

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OFFER FOR IMMEDIATE SHIPMENT—

AT COE HILL, ONT.:

100,000 ft. 8/4 MAPLE, No. 2 Common and Better.
75,000 " 10/4 " " " " "
25,000 " 12/4 " " " " "

AT MARLBANK, ONT.:

100,000 ft. 4/4 ELM, Mill Run.
15,000 " 6/4 " No. 2 Common and Better.
25,000 " 10/4 " " " " "
5,000 " 6/4 ROCK ELM, Mill Run.
5,000 " 8/4 " " " "

AT UDNEY, ONT.:

100,000 ft. 4/4 SOFT ELM, Mill Run.

The

Powell-Myers Lumber Co.

MANUFACTURERS
Auto and Wagon Rims
also Hardwood Lumber

Main Office: SOUTH BEND, INDIANA

Mills: Argos, Rochester and Wyatt, Indiana

I have the following —

DRY WHITE PINE

at Summit Lake, British Columbia. Same texture as Toronto White Pine

16,000 ft. 2 x 4″ to 12″ No. 2 Common Rough.
40,000 ft. 2 x 4″ to 12″ No. 1 and 2 Rough Shelving.
2,500 ft. 2 x 4″ to 12″ Rough No. 2 Clear and Better
17,000 ft. 2 x 13″ to 12″ Rough No. 2 Clear and Better
4,500 ft. 3 x 10″ and wider Rough No. 2 Clear and Better
32,448 ft. 2 x 12″ and wider Rough No. 2 Clear and Better
47,030 ft. 2 x 10″ and wider Rough No. 2 Clear and Better
87,078 ft. 2 x 8″ and wider Rough No. 2 Clear and Better
51,484 ft. 2 x 6″ and wider Rough No. 2 Clear and Better
4,500 ft. 2 x 4″ No. 1 Common Rough.

Send me a list of the portion you can use and I will quote by return mail.

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Lumber Manufacturer's Agent
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To Wholesalers

WE ARE IN THE BUSH; THEREFORE

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Also: PILINGS, RAILWAY TIES, and HEWN BIRCH TIMBERS.

OUR SPECIALTY
We Manufacture SPRUCE LATH AND BOX SHOOKS.

Prompt attention given to your requirements. Let us show you.

D. Blais & Co., Ltd.
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Limited

Manufacturers and Exporters of

Spruce **Laths**
and
Pine **Box**
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Mill at Inkerman

Write for Prices

Head Office: Chatham, N.B.

Gloucester Lumber & Trading Co.
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Manufacturers and Wholesalers
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SAWN LUMBER
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Carry a Larger Stock and Greater Variety of Hardwoods Than Any Other Market in the World.

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

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Hardwoods of All Kinds
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years Rail or Cargo Shipments

Standard Hardwood Lumber Co.
Hardwoods
Prompt Shipment { From Buffalo Yards or from Mill direct to you
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We Specialize in Brown Ash and Elm
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Our Specialties—QUARTERED WHITE OAK
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SPECIALTIES
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Hardwoods of All Kinds

Buffalo Hardwood Lumber Co.
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We Specialize in—
WHITE ASH AND OAK
We also handle a complete stock of Quartered Oak, Maple, Poplar, Red Cedar, etc.

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Established 1881
All Kinds of Hardwood Lumber
And in addition we carry a full line of
White Pine, Yellow Pine, Spruce, Hemlock and Fir Timber, Lumber, Millwork and Boxes—Maple and Oak Flooring
CAREFUL ATTENTION TO MIXED CAR ORDERS

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain and Quartered Oak, Poplar and Walnut.
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WOOD-MOSAIC CO., Inc.

Main Office, New Albany, Indiana.
Band Mills:—New Albany, Ind., Louisville, Ky., Jackson, Tenn.
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QUARTERED WHITE OAK
30,000' 5/8" No. 1 Common and Better.
24,000' 3/4" No. 1 Common and Better.
150,000' 5/4" No. 1 Common.

QUARTERED RED OAK
30,000' 4/4" 1sts and 2nds.
100,000' 4/4" No. 1 Common.
50,000' 5/4" 1sts and 2nds.
30,000' 5/4" No. 1 Common.
15,000' 6/4" 1sts and 2nds.
30,000' 6/4" No. 1 Common.

PLAIN WHITE OAK
50,000' 4/4" No. 2 Common.

PLAIN RED OAK
25,000' 4/4" FAS.
15,000' 4/4" No. 1 Common.
50,000' 4/4" No. 2 Common.
10,000' 5/4" No. 1 Common and Better.
40,000' 6/4" No. 1 Common and Better.
15,000' 8/4" 1sts and 2nds.
15,000' 8/4" No. 1 C. & B. Red & White.

POPLAR
3,000' 8/4" 1sts & 2nds, Sap no defect.
2,800' 8/4" 1sts and 2nds, 18" and up.
5,000' 12/4" No. 1 Com. and Btr.

WALNUT
60,000' 1/2" No. 1 Common and Better.
65,500' 5/8" No. 1 Common and Better.
10,000' 4/4" No. 1 Common.

BASSWOOD
20,000' /4" No. 2 Common and Better.

HICKORY
15,000' 6/4" No. 2 Common and Better.
20,000' 7/4" No. 2 Common and Better.
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Stock to be advertised in May, 1920.

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Purchasers and Shippers of all kinds of Timber and Lumber

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OATS *Bagged or Bulk*

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Phone, Telegraph or Write

FENCE POSTS That CONFER A COMMUNITY Benefit

The dealer who passes out to his trade a good, serviceable, economical article that fills a real want has done something more than merely sell goods. He has conferred a genuine benefit upon his customer and his community.

This is certainly true of retail lumbermen who sell Long-Bell Creosoted Fence Posts bearing this trade-mark brand.

NOTE – We supply advertising cuts and lantern slides free to dealers in Long-Bell products. The cut reproduced on this page is one of a series available for that purpose. Write our Advertising Department.

It is not difficult to convince the farmer that a wooden fence post which cannot decay and will stand straight and sturdy for a life-time is the most economical fence post he can buy. Once started in a community Long-Bell posts sell rapidly for they strikingly demonstrate themselves as a neat and permanent addition to any place. We can supply them in full round, sawed halves and sawed quarters in suitable sizes and lengths.

SOUTHERN PINE SERVICE ASSOCIATION

The Long-Bell Lumber Company

R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

Southern Pine Creosoted Products Hardwoods
White Pine Standardized Woodwork

W.C. Edwards & Co. Limited

Lumber Merchants & Manufacturers

OTTAWA -:- CANADA

White and Red Pine, Spruce, Hemlock, Lath, Shingles, Boxes,
Box Shooks, Factory Material

Shall be glad to quote on your requirements. **Planing Mill, Ottawa and Rockland**

It Is Not Done!

Advertising the merits of one car of lumber is not usual but we have ready for immediate shipment one of the finest cars of four quarter QUARTER SAWN WHITE OAK ever come over the saw in years.

This stock is dry, plump, well manufactured and shows a good figure. The widths are unusually wide, from 10 INCHES TO ABOUT 19 INCHES WIDE, averaging, we would estimate, about 13 inches wide, and the lengths would run about 75% 16 foot, 10% 14 foot, and the balance largely 12 foot lengths.

The quality is strictly FIRST AND SECONDS, National Hardwood Lumber Association grading.

If you want something real choice buy this car from

The Gall Lumber Co., Ltd.

Foot of Spadina Ave. Toronto, Canada

Long Distance Telephone Exchange ADELAIDE 148

DRESSING IN TRANSIT

Our new and efficient facilities make it possible to do your milling in transit quickly and at low cost. Prompt service is assured by three railway lines.

We are always glad to quote you very attractive prices and show you the quality of our work.

Ask Lumbermen who know and they will tell you to

TRY

Renfrew Planing Mill

Renfrew, Ontario

We offer the following 1920 sawn stock for prompt shipment:

1 Car 1½" and 2" Rock Elm, No. 2 C. & B.
1 " 1" Bay Poplar, FAS.
1 " 2" Hardwood, No. 3 Common, mostly Birch.
1 " 1½" Hardwood, No. 3 Common, mostly Birch.
3 " 2" Red & White Oak, No. 2 & B. (Canadian).
1 " 1" Red & White Oak tie sidings.
8 " 1" Hardwood Crating.
1 " No. 2 & 3 Common Basswood, 1".
1 " 2" Basswood, No. 2 C. & B.
1 " 1½" Hickory, full product of log, rough edge.
1 " 1½" W. Ash, full product of log, rough edge.
1 " 3" White Oak, sawn through heart, 16 ft. long.
5 " Pine Squares, 4 x 4 to 8 x 8.
2 " 3" Hard & Soft Maple, No. 1 & B., 10% No. 2.
1 " 4" Hard & Soft Maple, No. 1 & B., 10% No. 2.

Subject to prior sale. We solicit your enquiry.

PEDWELL HARDWOOD LUMBER CO.

Ft. Spadina Ave. - TORONTO

Gregertsen Brothers Co.

Suite 1560-61 McCormick Bldg. Chicago, Illinois

Phone: Harrison 8610-8611

Yards:——————————Cairo, Ill.

We will have the greatest car shortage this fall we ever had. If you want any CYPRESS buy it now, while you are able to get it. We carry two million feet in our Cairo yard and can make quick shipment but do not know how we will be fixed later when cars become scarce.

BUY Now. Prices will shortly swing upward.

WE ARE THE CYPRESS SPECIALISTS

When in the market for "CYPRESS" remember "GREGERTSENS"

British Timber Importers and Merchants

BROWNING & COMPANY

(Established over a Century)

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ALL KINDS OF

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BRITISH IMPORTERS

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Britain's greatest store-house of timber, Canada, offers the logical market for British importers. The "Canada Lumberman" is the medium through which British importers can reach the complete lumber and timber industry of the Dominion in all its phases. The "Canada Lumberman" will, through the use of its advertising columns, bring you into close touch with the whole trade, which can only be reached by the nationally read lumber journal of Canada.

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FOR EVERY CLASS OF TIMBER

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To the Lumber Companies of Canada:

You have the Goods. Place your Lists with full particulars in our hands. We are in daily touch with all the Buyers in the United Kingdom.

PLEASE NOTE. We pay cash against all documents, and take the whole of the Delcredere risk on Buyers.

COX, LONG & CO., LTD.

ARE THE EXPORTERS OF THE

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BRAND

White Pine Quebec Hardwoods
Red Pine Quebec Spruce

ALSO LOWER PORT SPRUCE

(BEST STOCKS)

LONDON: (Head Office) 17 Sherborne Lane, E.C. 4
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HARDWOOD LUMBER

ANNUAL CAPACITY: 130,000,000 feet.
THIRTEEN BAND MILLS SIX PLANING MILLS ELEVEN FLOORING UNITS

If you would like to know something more of this company,
Its sources of timber supply,
Its facilities for manufacture and distribution,
The character and varieties of its products,
The way it is organized to render service,
Its industrial policies and code of principles, designed to assure to its patrons the maximum of satisfaction,

WATCH THIS SPACE

Its philosophy of business is embodied in the word SERVICE

W. M. Ritter Lumber Company

Columbus, Ohio, U.S.A.

Before the Freight Increase

The freight congestion is getting worse every day, as rolling stocks decrease and demand for freight cars increase. Soon farm districts will ask more cars to move the crops. Then the real difficulty will come.

Merchants who have not yet provided for ample stocks to carry them over that period, will suffer heavily from lost sales. There will be no rush delivery available at that time. Provide for this contingency now by laying sufficient supplies till December.

If your stocks are low in any ofthe following lines, replenish them at the attractive prices, quoted below :

I.C.B. Gallon Apples 6 gallons	**5.50 dz.**
Good Pastry Flour 98	**7.00 bag**
Standard Evaporated Apples 40 lb.	**18½ lb.**
Good Siam Rice 100 lb.	**14.00 bag**
First Choice Chum Salmon 48/1	**7.00 case**
First Choice Chum Salmon 25 cases	**6.75 "**
First Choice Chum Salmon 50 cases	**6.50 "**
Standard Brands Pink Salmon 48/1s	**9.00 "**
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Victor Brand Blueberries 48/1 tins	**1.50 dz.**
Victor Brand Blueberries 96/1/2	**.95 "**

Net 30 days Ex. Store Montreal. Subject if in stock and to change price without notice.

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WHOLESALE GROCERS

584 St. Paul Street West, - Montreal

No. 1 Power Machines

Since January, 1920

Over 25 lumber companies from Nova Scotia to British Columbia have installed

Cyclone Vegetable Peeler

Most of these machines have already more than paid for themselves in economy effected in **labour and material.**

"Cyclone Peelers" which have been in constant use for over 12 and 14 years are still going strong.

We also carry Dishwashing Machines, Bread Slicing Machines, Meat and Food Choppers.

Write for Circular "L"

Established 1865

JOHN BURNS & COMPANY, MONTREAL

Western Agents:

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Phone 521 Box 816

P. L. CANFIELD

WHOLESALE LUMBER

Woodstock - Ontario

Full Assortment

ONTARIO WHITE PINE

WESTERN SOFT PINE

"Manufactured to Eastern Standard"

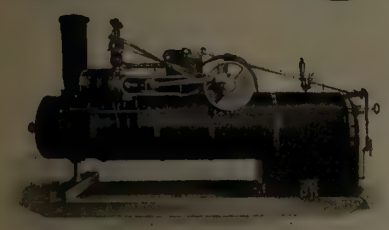
MERCHANTABLE SPRUCE—Dry

13,000′ — 2 x 7

20,000′ — 2 x 4 and wider

"YOUR ENQUIRIES SOLICITED."

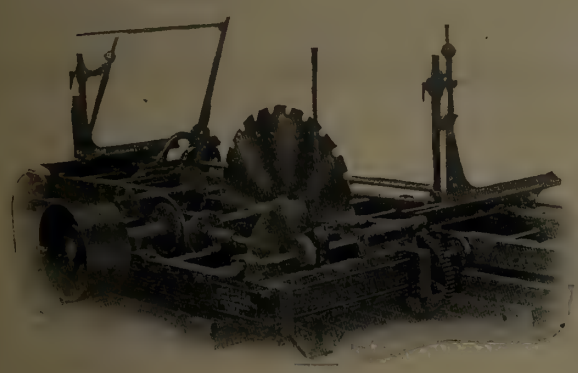
SAWMILLS AND MILL EQUIPMENT



Portable Engines on Skids, 16 to 80 H.P. All special Boilers for B. C., Alberta, Saskatchewan and Manitoba.

Our line of equipment comprehends every need of the lumber industry and has been developed according to modern and practical requirements in the manufacture and haulage of lumber.

Our line includes:—



Variable Feed Mills, Plain and Mounted on Wheels

Portable Saw Mills, Tractors, Edgers, Lath Mills, Shingle Mills, and Mill Equipment.

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MERSHON

BAND RESAWS

A SPECIALTY - NOT A SIDE LINE

Standard Perfected Band Resaw

26 Models for Sawmills, Planing Mills & Box Factories

Wm. B. Mershon & Company

Saginaw, Michigan

Plibrico Jointless Firebrick

Installed without a bricklayer.

There is nothing like it for your

Steamboiler Linings, Dutch Ovens, Woodburners, Etc.

Roofings—Plastic, Liquid and Rubber

Mill Supply Department

Beveridge Paper Company, Limited

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STOCKS FROM COAST TO COAST

Tudhope-Anderson

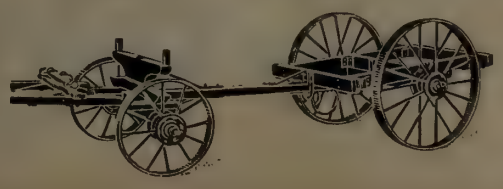
Detachable Lumber Trucks

Unequalled stand-up-ability on tough, rough and soft road-beds are the tests that explain the widespread popularity of these sturdy trucks among lumbermen. Cut shows Front Hauling Gear No. 41 coupled to Hind Gear No. 42. One or more Hind Gears may be attached or detached with ease.

Look at the wide tire steel wheels. They mean easy hauling. We guarantee them. Spokes may be renewed in case of accident—not so with others. Axles are high quality square steel ensuring many years' service. Wood parts are best oak, air-seasoned and kiln-dried. All parts well ironed and braced.

Built to the following specifications;—

No. of Truck	Size of Steel Axle	Tire Inches	Wheels Inches	Frame Length	Width
41 Front Gear	1¼" square	4 x ½	26	.....	.....
42 Hind Gear	1¼" square	4 x ½	42	5 feet	40 inches



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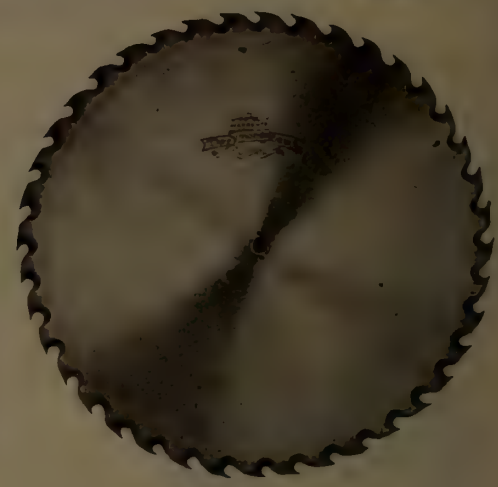

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Canada Lumberman and Woodworker

The National Lumber Journal for Forty Years

Issued on the 1st and 15th of every month by

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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No Exploitation of Public Domain

Performance is preferable to promise. Practice is better than theory and results count for more than remarks. The field of exploitation and promotion has always been crowded; the number who undertake and carry out definite plans and implement pledges are comparatively few.

It is estimated that there are on the licensed Crown lands of Ontario 85,000,000 cords of pulpwood and on unlicensed Crown lands 140,000,000 cords, while on privately-owned property there are 25,000,000 cords, making the total wealth of the province 250,000,000 cords, but only 145,000,000 cords are, according to the best authorities, commercially accessible to existing transportation. This can again be reduced by one-third after deductions are made for waste and losses in logging and driving, for merchantable material left uncut, etc. It is stated that in Ontario the cut in 1918 was 1,116,000 cords, which include quantities consumed or manufactured in the province, as well as exported.

The ascending price of pulpwood, the bright future of the paper industry and the large returns which are now being reaped by all enterprises in this line, have resulted in various individuals and companies seeking to get concessions from the government and in return obligating themselves to carry out industrial enterprises. In February, 1917, the Black Sturgeon River pulpwood limit in the district of Thunder Bay, consisting of 1,000 square miles, was awarded by the Ontario Government to Sam Marks, of Nipigon, who agreed to pay 70c per cord for the wood in addition to the usual fees of 40c per cord for spruce and 20c for other pulpwood. It is understood that this berth some time ago passed into the hands of J. J. Carrick, ex-M.P.P., of Port Arthur, who in December, 1916, was granted the Thunder Bay concession consisting of 1400 square miles, his tender being at 50c for each cord of pulpwood, plus the usual fees. The Spruce Falls Pulp & Paper Company was a year later successful in securing the Kapuskasing River limit, which comprises 1740 square miles in the districts of Temiskaming and Algoma, covering two blocks of land north and south of the Transcontinental Railway. The bid was the highest of any up to that time, a new policy being inaugurated. The company agreed to pay a flat rate of 75c a cord on all kinds of pulpwood (in addition to the usual fees), while for red and white pine the figure was $15 per M. feet. Messrs. Marks, Carrick and the Spruce Falls Company were each to spend $1,000,000 within three years in the erection of groundwood pulp plants, in order to convert the raw material into the finished or semi-finished product and afford employment to many residents of northern portions of Ontario. Recent events have demonstrated that the Spruce Falls Co., which was the last concern to obtain pulpwood concessions from the provincial authorities, means business and is proceeding at once with the erection of a 150-ton pulp plant and a newsprint enterprise of equal capacity. It is understood that extensions were granted Mr. Carrick from time to time owing to complications regarding the hydro-power situation, the control of water-falls, the exigencies created by the war and other causes. These have all passed away, the atmosphere has been cleared and so far as can be learned not one dollar has been spent by him in actual construction work.

There have been many reports emanating from Port Arthur that big plants were to be constructed here and there and that Mr. Carrick was behind them, but all the propositions have apparently got no further than newspaper talk. Now another application is being made to the provincial authorities by interests headed by E. W. Backus, of the Fort Frances Pulp & Paper Co. In 1914 he was awarded the Lake-of-the-Woods limit of 1,860 square miles, upon which a mill was to have been erected according to the terms of the covenant. Not one step has been put forth to build such a structure or carry out the conditions of the contract, yet on top of this Mr. Backus is applying to the Department of Lands & Mines for the English River concession, consisting of 2,500 acres, in order that he may erect a pulp and paper plant at Kenora. It is announced that the application has not been granted and whether it will be or not, it is difficult to foretell.

This brings up the whole question of men who have valuable timber privileges from the Ontario government and agree to erect large enterprises within a stated period of time to convert the pulpwood into the finished material, yet do nothing in this direction but hold their rights for speculative or promotion purposes. It is high time that these agreements were rescinded and awards made to organizations who mean business and will assist in the industrial development of the north. The Drury government has an opportunity to demonstrate its worth and determination by seeing that those who have concessions are made to comply with the conditions. While there may have been some contributing causes during the war for delay or evasion of performance, these have now been removed and th public domain should not be the nursery of stock-promotion or get-rich-quick propositions. What Ontario needs—and what the authorities at Queen's Park should rigidly enforce—is that the long projected mills to be erected by Mr. Carrick, Mr. Backus and others should be constructed at once or the rights which these representatives now hold should be annulled and the hundreds of square miles of valuable pulpwood and other timber handed over to those who will fulfill the conditions imposed. We need men who mean business and have at heart the welfare and prosperity of the community, more than their own individual interests or those of a few select friends. The present is a time for action and performance, not bluff or blather.

Work That Lacks Proper Appreciation

The Tenth Anniversary or Decennial Celebration of the Forest Products Laboratory of the United States has just been observed at Madison, Wis., by appropriate ceremony and delightful association. The programme carried out was extensive and called attention to the work and worth of this institution which has made a name for itself in industrial ranks and research circles all over the continent.

Lest someone should forget the fact, there is in Canada a Forest

Products Laboratory, which is located in Montreal. It is well equipped mechanically, but the plant is lying idle at the present time owing to many resignations that have taken place from the staff. The federal authorities do not pay salaries sufficiently attractive to induce permanency of position. The result is that industrial concerns reaching out for technically-trained men offer inducements to those associated with the laboratories, which, in justice to themselves, the members cannot decline.

To recall the number of thoroughly competent and talented men who have left the institution during the past three or four years, would only be revealing a "casualty list" so far as the record of the Forest Products Laboratory is concerned. Various ways and means have been suggested to overcome the present situation and make the institution the force and factor that it was intended to be at its inception. The work which has been carried on in timber mechanics, wood preservation, timber physics, industrial investigation, laboratory operation, pulp and paper researches. etc., has been referred to time and time again, and to dwell further upon these features would be rehearsing a tale oft told.

The lumber industry and the pulp and paper industry are equally concerned in the maintenance and efficiency of the institution, and unless it is properly manned and continuity of service assured—which state of affairs can only be brought about by greater generosity and appreciation on the part of the government—there is little doubt but that matters will go from bad to worse. The timber age is coming, not going, as many suppose, and the supplies of wood resources of America are being used four times faster than they are being grown or replaced. The work conducted by the Forest Products Laboratory is how to make the most of the existing situation and cause the present supply to last longer.

The elimination or utiliation of waste is only one phase of the great work that is being carried out. Ample funds must be provided in order that the best results may be secured. As long as there is a procession of trained and talented men in and out of the laboratory to take more remunerative posts with progressive industrial concerns, so long will the work at Montreal suffer.

The whole plan is too valuable and important to go on as it has for some years now. It is a time for action. During the few years that the laboratory has been in existence it has done splendid work and revealed improved methods and processes for the better utilization of forest products and for the direct assistance of industries concerned. The operations carried on at Madison have been, to a certain extent, paralleled in Montreal, and, while different phases have received attention, there is, probably, no activity which has been of greater significance than the investigations and experiments having to do with pulp and paper. These include a study of processes in the manufacture of paper pulp, the suitability of various woods for the manufacture of wood pulp. utilization of by-products and wastes, and extension of the use of wood pulp. The importance of utilizing waste from lumbering and milling operations is more apparent when it is realized that at present this waste amounts to more than the total wood requirements of the pulp and paper industry.

Some Editorial Short Lengths

New stumpage rates are to be announced by the Government of New Brunswick before August 1 for lumber to be cut upon the Crown lands in the ensuing year. It is expected that there will be an advance from $3.50 per thousand, on spruce, up to $5, the latter being the amount which was mentioned at the last session of the Legislature.

* * *

The need for international co-operation between Canada and the United States, owing to the shortage of print paper will be discussed at the New England forestry conference to be held at Colby Academy August 24 to 26, it was announced recently. The speakers will include A. L. Dawe, Montreal, secretary of the Canadian Pulp and Paper Association, and Ellwood Wilson, forester of the Laurentide Company.

It may not be possible to make bricks from straw but, according to a western despatch, there is excellent prospect of pulp and even paper being made out of this material. The day of progress and achievement grows brighter with each succeeding year.

* * *

The increasing cost of administration has resulted in the Post Office Department looking around for more sources of revnue, and not only has the postage rate on newspapers been advanced, but it now costs 10c to register a letter or package instead of 5c, as formerly. Another abuse of the mailing privilege is about to be stopped, and that is the practice of members of respective Provincial Legislatures franking their correspondence when the House of Assembly are not in session. Up to the present members have enjoyed this concession, but now it has been cut off and M.P.P's. will pay postage on their letters the same as ordinary business people. The new order also applies to any printed matter of the various provincial governments, such as sessional reports, papers, etc.

* * *

Hon. L. A. Taschereau, who has been elected Premier of the Province of Quebec, in succession of Sir Lomer Gouin, in a recent message to the public said that his Government would seek means to increase the revenue from the forests of the Province of Quebec. "As far as I am concerned," he said, "I propose to continue, as far as possible, the policy inaugurated by Sir Lomer Gouin and predecessors, which have given such good results. Also I will devote myself to the full development of our forestry resources. of our mineral resources, and of our fisheries. The possibilities in these regards are enormous, and they should give to the province as much as can be obtained from these three branches. We have the finest forests in the world. We are leaders in the pulp and paper industry, and there is no reason why the province should not get from these sources a great deal more than in the past."

* * *

Great interest is being aroused in the fuel problem and various bodies are urging upon the federal government the necessity of more rapid development and exploitation of the coal mines of Canada, both in Nova Scotia and the western provinces. The Mattagami Pulp & Paper Co., whose plant is located at Smooth Rock Falls. Ont., some thirty-two miles west of Cochrane on the National Transcontinental Railway, recently secured an all-rail shipment of 2,000 tons of Nova Scotia coal for their sulphite pulp plant. It is stated that when delivered the cost, including freight, was about the same as Pennsylvania coal, plus duty, laid down at the same point. Many are of the opinion that if the duty on bituminous coal remains the Nova Scotia product can be shipped to southern Ontario at a profit, even by rail, and if all-water shipment can be arranged, the advantage would be decidedly in favor of the Maritime coal.

* * *

In a compilation of returns issued at Ottawa on the manufactures of Canada by groups of industries covering the year 1917, it is shown that food products stand first, textiles second, iron and steel products third, and timber and lumber and their re-manufactures, fourth. The number of such establishments in the Dominion is given as 4,463. Sawmills are placed at 2,879 and the remainder of the woodworking establishments are as follows: Artificial limbs and trusses 19, baskets 24, billiard tables 3, boxes, sigar 8; boxes, wooden, 101; coffins and caskets, 25; cooperage, 110; cork, 11; furniture and upholstered goods, 247; lasts and pegs, 8; lumber products, 753; matches, 3; picture frames, 37; pumps and windmills, 63; refrigerators, 11; shooks, box, 5; showcases, 17; wickerware, 12; woodenware, 8; woodpulp, 34; woodworking and turning, 75; all other industries, 10. The total capital invested was $289,169,396, the number of persons on salaries, 6,823, with a total salary earning of $9,689,896. Employees earning wages were 92,139, and the total wages for 1917 stood at $58,759,260. The cost of materials consumed in timber and lumber and their re-manufactures was $87,159,851, and the value of the products aggregated $225,522,189.

Lumbermen Disagree With Railway Officials

No Definite Decision Reached Regarding Car Weighing Regulations — Shippers Contend They Have Been Overcharged in Certain Instances

An important conference of lumber shippers and representatives of the railroad companies was held on July 20th, at the offices of the Canadian Freight Association, Toronto. The meeting was the result of a previous hearing before the Board of Railway Commissioners for Canada, on an application by the Wholesale Lumber Dealers' Association, Inc., in connection with matters relating chiefly to the weighing of cars and the estimated weights used by the railroad companies when they are unable to furnish weighing particulars. Tariff No. 14 of the C. F. A., which became effective on May 25th, deals with these matters and was made the ground of the application. The Board heard evidence on a few of the matters at issue and recommended a conference between the parties interested before a second hearing should take place.

At the conference, the Wholesale Lumber Dealers Association, Inc., was represented by its transportation committee, consisting of Messrs. A. C. Manbert, D. C. Johnston and A. E. Clark, and the secretary. The railway companies' representatives present included G. C. Ransom, chairman of the Canadian Freight Association; H. E. Macdonell. Assistant Freight Traffic Manager of the C.P.R.; F. J. Watson, General Freight Agent of the Grand Trunk Railway; G. A. Fowler, Lumber Agent of the C.P.R.; J. Boyd, Chief Inspector of Weighing of the G.T.R.; I. F. Avard, Chief Inspector of Weighing of Canadian National Railways; W. Macklier, of Montreal, Chief Inspector of Weighing, I.C.R., and others.

The most important matter discussed was the application of the Wholesale Lumber Dealers Association, Inc., for an order of the Board to the effect that when a carload of lumber originates from, or passes by, a track scale, and the railway company is unable to furnish weighing particulars, the company shall be permitted to collect freight charges only on the minimum weight for the car used. The railway respresentatives expressed their opposition to this proposal, basing it chiefly upon the belief that it would be contrary to the express terms of the Railway Act. which requires that the railway companies must charge for the full weight carried. This objection did not impress the lumbermen to any extent and the railway representatives directed the balance of their discussion to a consideration of conditions now prevailing in connection with the operation of weigh scales. They stated that they were doing everything they could, by means of circular letters and surprise inspections, to get the local freight agents to weigh all cars, and they suggested that, if the lumbermen would report to the chief weighing inspectors all failures of the agents to furnish weighing particulars, it would assist the railroads in making their efforts more effective. They asserted also that they were now getting improved service from their employees, as the men were staying with them longer and taking their work more seriously. Altogether, with the co-operation of the shippers, they believed that they would be able to show much better results in future.

Furnishing Weighing Particulars

The lumbermen laid before the railway representatives as vigorously as possible the necessity for placing upon the railways the responsibility for furnishing weighing particulars or accepting payment on the minimum weight. Under present conditions, the failure of the railways to do the weighing or to enter the figures on the freight bill, placed upon the lumbermen the responsibility of accepting the estimated figures used by the railways or proving that they were wrong. The burden of proof and any penalty involved should be upon the railway companies. Mr. D. C. Johnston added a strong argument by pointing out that his company is largely engaged in the export trade and that the steamship companies used the figures furnished by the railway companies as the basis for steamship transportation charges. Whenever the figures used were estimates instead of actual weighing returns, there was a strong probability of the shippers being overcharged and the whole profit of the shipment being eaten up in incorrect ocean freight charges. He instanced a recent case where the estimated weights used by the railway company had been too large. This was in connection with a shipment for export, consisting of a large number of carloads. After much correspondence the railway company had at last been able to furnish weighing particulars on thirteen of the cars in question, showing weights greatly below those which they had estimated and a settlement had then been made on the basis of these thirteen cars. The use of estimated weights was clearly shown in this case to involve a serious loss to the shipper.

The upshot of the discussion on this point was that the two parties were not able to reach a mutually satisfactory agreeent, and it was passed over without the lumbermen announcing either approval or disapproval of the railway company's desire to let matters remain as they are in the hope that they may be able to improve the situation.

Question of Estimated Weights

The conference then took up the question of estimated weights. The weights, as published in tariff No. 14 of the C. F. A.. were gone over one at a time. In connection with hardwoods an agreement was reached that the weights to be used for dry lumber should be as follows:

Basswood	2,500	pounds	per	thousand	feet.
Black Ash	3200	"	"	"	"
Soft Elm	3000	"	"	"	"
Hard Maple	4000	"	"	"	"
Birch	4000	"	"	"	"

The weights for the other hardwoods were agreed upon as those in use by the National Hardwood Lumber Association.

In connection. with softwoods the lumbermen suggested the weights which they believed would be most in accordance with actual conditions. The railway representatives stated that they would continue their investigations into softwood weights and, when completed, would advise the lumbermen of the results, with a view to continuing the conference at a later date and drawing up a complete list.

New Position for Major Seaman

Major L. N. Seaman, Montreal

The Forest Products Laboratories of Canada, Montreal, will lose, in August, the services of Major L. N. Seaman, at presen Chief of the Division of Timber Tests, who has accepted the post of timber testing expert with the Forest Research Institute, Dehra Dun, United Provinces, India. This institute, finding a property of 45 acres too small, has procured a new property of 1,300 acres, and is erecting new buildings, and has secured the services of Major Seaman to organize and take charge of the timber testing laboratory which is to form part of the new establishment.

L. N. Seaman studied engineering at Acadia University and the Nova Scotia Technical College obtaining the degree of M. A. and B. Sc. and is an associate member of the Engineering Institute of Canada. He entered the service of the Forest Products Laboratories of Canada in 1914 as Assistant Chief of the Division of Timber Tests and co-operated with Mr. R. W. Sterns. B.Sc., then Chief of the Division of Timber Tests, in its organization and in the inauguration of the first comprehensive work in testing native timbers to be undertaken in Canada. His work at the Laboratories was interrupted during the war by active military service as a Captain in the Canadian Artillery, and later as a Major in the English Heavy Artillery.

After the war Major Seaman returned to his former position, and was shortly promoted to be Chief of the Division of Timber Tests, succeeding Mr. Sterns, who accepted a post with the Abitibi Power and Paper Company.

Up to the present time timber testing at these Laboratories has covered the mechanical and physical properties of ten species of Canadian timbers, while two additional species have been tested at their Vancouver branch. In addition to this, special tests have been made of Nova Scotia mine timbers and of substitutes for black walnut as gun stocks.

Latest Decree on Federal Sales Tax

Retail Lumber Dealer Selling Material Which Has Not Gone Through His Planing Mill Adds No Levy

Mr. Frank Hawkins, secretary of the Canadian Lumbermen's Association, Ottawa, has sent out the following clear exposition of the new federal sales tax as it applies to the retail lumber dealer. The context follows and virtually means that the retail lumberman does not collect a tax on any product sold in his line—no matter to whom—except such material as passes through his planing mill.

At the meeting of the Board of Commissioners of the Department of Inland Revenue and Customs, held in Ottawa, a deputation consisting of: Mr. J. R. K. Bristol of the Canadian Manufacturers' Association; Mr. E. M. Barrett, Vice-President of the Ontario Retail Lumber Dealers' Association; Mr. J. Clark Reilly, Secretary of the Association of Canadian Building and Construction Industries; Mr. W. W. Humphreys of W. C. Edwards & Co., Ltd.; Mr. Charles Robertson, Manager of the Retail Department of W. C. Edwards & Co. Ltd., Mr. Mayno Davis of McAuliffe Davis Lumber Co., Ltd.; Mr. Alex. Rose of the James Davidson's Sons Co., and Frank Hawkins, secretary of the Canadian Lumbermen's Association, presented the difficulties of the Board which have arisen in connection with the application of the rules of the Board of the Sales Tax recently passed by Parliament, particularly as it effects the retail lumber dealer.

The decision of the Board is that lumber in the possession of a retail dealer which is further manufactured or processed by him in any way must have 2 per cent. added to the total value of such commodity. In all other cases where the retailer disposes of his stock in exactly the same shape in which he received it, whether sold to a contractor or consumer there is no further tax to be added on his invoice.

It is realized by the Commission that this decision creates inequalities and they indicate that the matter will receive the most careful consideration looking towards an amendment of the Act, which would be necessary. In the meantime, however,, the Act must be administered in accordance with the above decision.

It is proposed to issue licenses for manufacturers, wholesalers, and possibly retailers, within the near future, but it is urged upon you in the event of uncertainty that you should consult the nearest collector of Inland Revenue for instructions how to proceed.

The Rules as They Stand

For your fuller information we append repetition of rules up to the present time:

(1) Where a manufacturer of lumber sells to a wholesaler or a jobber the tax to be added is 1%.

(2) Where a manufacturer sells to a retailer, lumber in the rough or further processed, the tax to be added is 2%.

(3) Where a wholesaler sells to another wholesaler, jobber or retailer the tax to be added is 1%.

(4) Where a retailer operates machinery for the further processing of lumber, he is regarded as a manufacturer to this extent, and on all such work must add a tax to his invoices of 2%. In all other cases, that is, where a retailer sells any portion of his stock in exactly the same condition as he received it, whether sold to a contractor or a consumer, no further tax is to be added.

(5) Where a manufacturer sells direct to a railway company or a similar organization, which buys lumber not for its own use in construction purposes the tax to be added is 2%.

(6) A wholesaler selling to a railway company must add a tax of 1%.

Secretary Boultbee of the Ontario Retail Lumber Dealers Association, Toronto, has also sent out information to the members of that body on much the same lines.

British Merchants and Single Buyer

The high cost of timber in this country is due to the exorbitant prices demanded by the Scandinavian exporters. British timber merchants are now debating what action they shall take to obtain cheaper supplies from abroad. Timber has increased in price so greatly since the war ended that our importers are hesitating over making further purchases, says the London, Eng., "Daily Mail."

In 1914 Swedish deals and battens were obtainable f.o.b. at about £11 10s. per standard of 165 cubic feet for deals and £9 10s. per standard for battens. When all purchasing was done by the Government buyer timber rose to about double these prices. Since the Government buying ceased deals have risen to about £42 and battens to about £32 per standard f.o.b. These rates do not satisfy the Swedish exporters, who are asking still higher prices for future deliveries.

British merchants regard these demands as impossible, and are seriously considering the establishment of a single purchasing committee to do the whole of the buying for British importing firms. They realize that the foreign shippers are strongly organized, but think that a co-operative effort on the part of importers in this country will be successful in bringing prices down.

Owing to the continually rising cost of construction many orders for new ships are being withdrawn. Shipyards do not make fixed price contracts now, as it is impossible to foresee what costs will be at any given period in the future. Therefore new ships are built on a system under which the person who gives the order has to pay all charges for labor and material, plus a percentage to the building firm.

Usually an estimate is given founded upon the prices ruling when the order is placed; but this is simply a guide to probable cost. Wages and materials have risen to such an extent that owners now find they may have to pay half as much again for a ship as they had expected. In view of falling freights and heavier operating charges they cannot afford to do this. They see no prospect of ever being able to work these very expensive vessels at a profit, and are therefore withdrawing the orders to build them wherever possible.

Shipyards have so much work in hand that they will not immediately feel any ill effect from these cancellations.

Owing to her difficulty in getting bunker coal Italy is going in largely for building motor ships.

The Belgian glass industry is turning out about 2,000,000 square feet every month, yet cannot cope with the orders pouring in from all parts of the world.

There is a large demand for all kinds of British commodities in Finland.

The Permanence of Creosoted Posts

Many lumber dealers have asked us for concrete examples of where creosoted posts have withstood the test of time, says the Long-Bell Bulletin, which recently contained a photograph of a creosoted fence erected in the plant of the Old Dominion Creosoting Company at Money Point, Va., one of the pioneer commercial treating plants in the United States. The posts were treated with creosote in the year 1882, and the boards treated in 1895. The posts and fencing boards are pine and are perfectly sound. This illustrates the effectiveness of material properly treated.

All of us are fully aware that creosoted fence posts have been used in European countries for many years; however, it is practically a new venture in America. While large users of poles, piling and timbers in the United States have been buying creosoted materials for upwards of forty years, no organization has attempted to fulfill the demand of the farmers in our country with decay proof fence posts, until our company, after years of research and experimenting, and gathering of data in Europe and America, installed huge creosoting plants for the purpose of producing a decay proof fence post.

Creosoted yellow pine fence posts are treated full length by the pressure-vacuum process. The posts ready cut to required sizes with all bark peeled off, thoroughly air-seasoned, are loaded in cages especially constructed for the purpose and run into large air-tight cylinders, after which the cylinder doors are closed and the cylinders filled with creosote from large overhead tanks. Pumps exerting very high pressure are then put into operation and the creosote forced into the wood until the cells are practically filled, after which a powerful vacuum is applied and the surplus oil withdrawn from the wood. By this process the sap-wood is penetrated with the preservative, fitting the posts for many years of service and doing away with replacements and repairs necessary every so often when ordinary fence posts are used.

Every phase of the production of treated posts, from the pine forests to the creosoting plants, and from the creosoting plants to distributor and user, has only one feature as the goal—the complete satisfaction of the purchaser and the consumer.

It is estimated that it costs on an average of $75.00 per farm per year to replace broken and decayed fence posts. By preventing decay, this expense can be saved and the use of creosoted yellow pine posts will enable farmers to keep this money in the bank.

Aside from the practical value of permanent construction on the farm, there is added value of good looks; an asset of the first importance. In the old days it was merely a question of putting up any kind of a structure—any kind of a fence. To-day, ways and methods are changing. This change has been in progress for a number of years; the old is making way for new and better methods, a fact amply proved by the wider realization on the part of the farmers of the importance of building for the future.

A group portrait of the happy company at the Lumbermen's Picnic held at Grimsby Park. The picture is taken in front of the hotel and the central figure in the gathering (just to the left of the big sign) is Mr. Fred H. Big wood, of Toronto, who won the prize for being the best-looking man on the grounds. He is surrounded by a dozen or more female admirers.

Wholesale Lumbermen Gather at Grimsby

First Annual Outing Favored with Fine Weather and Jolly Crowd—Baseball and Other Attractions—Prizes Awarded in Various Events of Interest

The first annual picnic of the Wholesale Lumber Dealers' Association of Toronto, to beautiful Grimsby Beach is now recorded among the outstanding occurrences of 1920. So successful was the event that it has practically been decided to make it an annual institution. Everything passed off with a swing and rhythm, the weather being charming, the associations delightful and the various events carried out with an enthusiasm and heartiness that aroused even the most lethargic excursionists. The steamer "Macassa" carried a jolly crowd from Toronto, while others, who were unable to take the boat, motored to the park from Hamilton, Woodstock, Oakville, Toronto and other points. Among the lumbermen, who are prominent summer residents at this widely-known resort, are A. E. Clark, (former chairman of the Wholesale Lumber Dealers' Association), A. K. Johnson, Toronto, C. M. Wells, Paris, Ont., and others.

The first episode of the day was a baseball match between the dispensers of wood products living east of Yonge St. and those residing west of that commercial artery, including the representatives from Hamilton. Many traditions and records were broken in the titanic struggle. In the first place there were about twenty-five men playing on each side—the regulation infield and outfield being so thickly studded with living pedestals that any hit, which went outside the diamond, could not possibly land on the ground owing to the forest of hands reared to gather in the ball. Duke Johnston, of the Union Lumber Co., did the twirling for the easterners in regal style. Guy H. Long, of Hamilton, was in the box for the westerners. The receivers for the eastern and western contingents were: K. M. Brown, of the Vancouver Lumber Co., Toronto, and Bert Harper, of the Long Lumber Co., Hamilton. C. Schmidt, of the R. Laidlaw Lumber Co., Toronto, was the impartial umpire, and J. B. Jarvis, of Elgie & Jarvis, Toronto, the official tally-keeper. Everybody joined in the fray except three distinguished spectators, who had a seat on the grandstand, in the persons of Hugh A. Rose, J. P. Johnson and Frederick Scherbarth. At the end of the ninth, the score stood 11 to 7 in favor of Duke's disciples or the easterners, then an adjournment was made to the Park House for lunch.

Nearly one hundred sat down to an admirably-arranged repast at which A. E. Clark presided and D. C. Johnston was master of ceremonies. Any man seated next to his wife at the festive board, any two members of the same firm who were together, or anyone coming in late, etc., like W. C. Gall, were all "fined," and the various offenders paid with alacrity. Mr. Clark formly welcomed the visitors to the park and hoped that they would spend a pleasant day. There were various pastimes in which all could engage and he was naturally gratified to see so many present. While this was the first picnic of the Wholesale Lumbermen Dealers' Association, he trusted that it would not be the last. He extolled the beauties of Grimsby as a summer resort and the exceptional facilities that it afforded for passing a splendid holiday.

W. C. Wilkinson, for nearly fifty years secretary of the Board of Education, Toronto, and father of C. W. Wilkinson, (managing director of the Union Lumber Co., Toronto), was introduced as one of the "oldest and most honored residents of the park." Mr. Wilkinson gave a brief history of the early days of Grimsby Beach when the Canadian Chatauqua used to be held within its precincts. On the occasions of visits from noted orators like Rev. Dr. Talmage, Sam Jones and others, as many as seven thousand people would assemble and hang with breathless interest on their eloquent deliveries. Mr. Wilkinson added that the summer colony at Grimsby was growing rapidly, new cottages were being erected and the attractiveness of the famous watering place was never as great as today.

Loren L. Brown, of Vancouver, the new B. C. Lumber Commissioner for Eastern Canada, was introduced to the gathering by the chairman, and received a cordial welcome.

The proceedings were further enlivened by several contests, the most outstanding of which was, perhaps the winning of a silk necktie by Fred. H. Bigwood, of the Canadian General Lumber Co., who was awarded the premium of being the "best-looking man in the company." The judge was Mrs. A. E. Clark, and the verdict was heartily acclaimed. The chairman, Mr. Clark, was barred from the competition by reason of his official position as presiding officer. Mr. Bigwood smilingly accepted the decision and was compelled to mount a chair in graceful acknowledgment of the distinction.

For having the largest family, en block, on the grounds, the prize went to J. F. Wachter (who is associated with R. G. Chesbro, Toronto). The referee was C. W. Wilkinson. The premium for the best-looking family on the grounds was awarded to R. B. Young, (with the Fesserton Timber Co., Toronto) and houshold, the award being a pair of white silk gloves. H. Boultbee, secretary of the Wholesale Lumber Dealers' Association, had to perform the delicate task of rendering judgment.

The Proceedings of the Afternoon

At the close of these contests, which formed an enjoyable feature of the noon-hour, the party assembled in front of the hotel and was photographed in a group, Mr. F. H. Bigwood being the central figure. During the afternoon a number of the boys played baseball for a couple of hours while others engaged in tennis or took part in their first game of lawn-bowling, the new green being in excellent shape. On the site of the former hotel, "The Lakeside,"

AN IMPOSING QUARTETTE

From left to right—D. C. Johnston (Member of Picnic Committee); A. E. Clark (the Lumbermen's Host at Grimsby Park); A. K. Johnson (Member of Picnic Committee), and L. D. Barclay (Chairman of the Wholesale Lumbermen's Picnic Committee)

which was destroyed by fire a year ago, the residents of the park have now admirable lawn tennis courts and a bowling green capable of accommodating eight rinks. The residence of A. E. Clark is the first one east of the tennis grounds and occupies what may regard as the most commanding view of any house at the beach. Such diversions as the mechanical horse races, bowling alleys, roller coaster and other mid-way devices took up the rest of the day. A number remained over in the evening to attend the dance given by Grimsby Beach Women's Improvement Society.

Dinner was served at 6 o'clock at the Park House and brief happy speeches were made by A. C. Manbert, chairman of the Wholesale Lumber Dealers' Association, who was prevented from attending in the morning. Mr. Manbert referred to the success and enjoyment of the first annual outing and thanked the members of the

Fred H. Bigwood, of Toronto, who captured the male beauty award, was the idol of the ladies, who gathered around in an admiring throng

Picnic Committee, Messrs. L. D. Barclay, D. C. Johnston and A. K. Johnson, for their activity and interest. He said they had put their whole heart into the undertaking and deserved the appreciation of all. The gratitude of the company was also due to Mr. and Mrs. A. E. Clark for their splendid welcome and the excellent arrangements made for the entertainment of the visitors.

In responding, Mr. Clark voiced the satisfaction which it afforded Mrs. Clark and himself to have the lumbermen at Grimsby Beach and extended a cordial welcome to the members to make the park their objective point for next year. The suggestion was warmly applauded. Mrs. Harry Burkholder, of Hamilton, president of the Grimsby Beach Women's Improvement Society, also extended a few words of welcome and told what the society was doing, in conjunction with the Grimbsy Beach Bowling & Athletic Association, to enhance the attractiveness of the grounds. A hearty vote of

A gala group on the grandstand at Grimsby Park watching the brilliant plays in baseball at the Lumbermen's Picnic

thanks was also tendered Mr. and Mrs. Brunt, of the Park House, for the splendid manner in which they looked after the comfort of the guests.

At 7.30 o'clock the steamer "Macassa" left for Toronto, and shortly after 10 o'clock the tired but thoroughly satisfied picnickers arrived home, all expressing the opinion that the initial annual picnic of the wholesalers had been a success and its memories would live long in the minds of those fortunate enough to be present. The slogan of the day was, "Hope you had a good time and will be with us again."

News and Jottings of the Picnic

The fat man's race did not materialize owing to lack of time but had the event been pulled off, A. C. Manbert, Horace Boultbee, W. C. Gall and Alf. Clark were barred.

Some of the new exponents of lawn bowling were so delighted with their experience that they are thinking of laying off selling lumber for a couple of months and engaging exclusively in this pastime.

Don Barclay and his associates on the picnic committee, D. C. Johnston and A. K. Johnson, worked diligently for the success of the outing.

A wholesaler in western Ontario, in writing the "Canada Lumberman," refers particularly to the success of the recent picnic at Grimsby and remarks: "This appears to me to be one of the finest outings not only physically, but socially, and it seems remarkable that so many different concerns engaged in the same line of business can get together and enjoy one another's company, as was done at Grimsby. It speaks well for the future of the Lumber Dealers' Association and the lumber trade in general."

There was a wholesaler present from Woodstock who was on the side of the western contingent in the ball game.

"What position do you play?" asked a certain "Guy" who pitched, and the man shot back "Well, I Can-field."

"Duke" Johnston of the Picnic Committee proved to be a whirlwind of a ticket seller. He spent a whole afternoon on the job the day previous and actually disposed of one pasteboard.

Another item which had aroused some interest was the swimming, and the populace were invited to come down and see some of the boys dressed on four sides (d.4s.)

The Close Utilization of Timber

The emphasizing of the wasteful lumbering methods of the past is of little service unless the practicability of better measures can be shown. Where commercial methods are being used they should be given full recognition by all conservationists, and given earnest consideration by operators, says A. V. Gilbert.

An instance of close utilization is evidenced on the limits of a company operating in a modest way in the Parry Sound district. This company secured a block of timber, consisting of mixed hardwoods and conifers, situated near the mill of another company. The first mentioned company let out its woods operations to a sub-contractor and is proceeding to log the area very cleanly.

The thoroughness of the operations is shown in the disposal of the products. The softwood logs go to the neighboring mill; the hemlock ties (hewn) to the railway company; the spruce and balsam pulpwood to a pulp mill at a considerable distance; the basswood logs, as also any good balm-of-gilead logs, go to New Jersey for match stock; the birch logs go to Montreal for export to Europe, for use as veneer, and the other hardwoods, including white oak, ash and elm are also disposed of. In addition, cedar poles are taken out, the hemlock bark is shipped to tanneries near Toronto, and hardwood waste is used as fuel in its camps. This operation, therefore, may be said to represent the maximum of close utilization. This timber license, of course, is close to a railway, but there must be many opportunities for other such intensive operations throughout Ontario.

Close utilization is also adopted by some of the chemical companies. They operate sawmills in conjunction with their wood distillation plants, and have logging railways, one of which is 13 miles long. They saw both softwoods and hardwoods into lumber, carbonize smaller hardwoods for chemicals, and use inferior cordwood and slabs from the mill for fuel to heat their ovens. One company at least is about to experiment with the carbonizing of hardwood slabs.

These examples include the logging of hardwoods, which is necessary to solve present forestry problems. It seems probable that more companies could be operating logging railways and removing hardwoods, when the present prices of finished products are considered. If logging railways are not feasible further experiments with driving hardwood logs might be carried out. Many companies have already succeessfully driven hardwoods for short distances, after leaving the logs in the bush for a year to dry out.

Industrial Expansion of Northern Ontario

Many New Pulpmaking Plants Will be Erected—General Activity Witnessed at Several Points—Settlers Gratified over the Promising Outlook

The North is rapidly coming to its own. It has long been the scene of busy sawmills and lumbering and logging activities. When the sources of timber recede the mills naturally go farther back in order to secure adequate supplies. In New Ontario and along the North Shore there have for years been many flourishing and busy sawmills, but a new arrival is now presenting itself in the rapid multiplication of pulp and paper companies, a number of which own and operate their own sawmills and thus make the fullest and best use of all the timber on their limits.

From time to time there have appeared in the "Canada Lumberman" extended references to the lumbering operations of the north and northwestern parts of Ontario and eastern Quebec. The latter has long been the busiest pulp and paper province in Canada, but, judging from the number of units about to be located in Ontario, the eastern province will have a close rival. It is interesting to record some of the latest propositions along this line. They show the magnitude of the undertaings and the widespread character of the enterprises Northern Ontario should boom, as never before, owing to the high prices prevailing and urgent demand for pulpwood. and many outlets for other forest products.

The newer portions of Ontario, which now have flourishing pulp and paper mills at Iroquois Falls, Smooth Rock Falls, Port Arthur, Dryden, Espanola, Fort Frances and other places, will shortly boast of a number of new industries that will cause greater development of the hinterland than has taken place for many years. Several companies have been formed and the projects which they have in hand are coming along nicely and matters are rapidly taking shape. Towns are vieing with one another in their interest to attract pulp and paper concerns.

The Provincial Paper Mills Co. of Toronto, which turns out about 100 tons a day of book and writing paper, and has plants at Mille Roches, Thorold and Georgetown, recently absorbed the Port Arthur Pulp & Paper Co., who operate a 60-ton sulphite mill. It is the intention of the Provincial Co. to supplement its activities in Port Arthur by the erection of a 40-ton book mill, the plans and specifications for which have been prepared. Next spring actual construction will be begun and. it is expected that the new industry will be in operation within a year. The sulphite pulp of the Port Arthur mill, instead of being sent to the United States, will thus all be utilized at home.

Twin Cities Get New Industries

At the time of reorganization the Provincial Paper Mills was allowed $2,400,000 authorized preferred stock, of which $1,700,000 has been issued; $7,600,000 of common stock, of which $3,500,000 has been issued; and $3,000,000 of bonds, none of which has been issued. It is the present intention of the company to finance the new mill on bonds. if possible, with a supplementary sale of treasury preferred stock, should that be necessary. The bonds would be secured by the company's four other mills at Georgetown, Thorold and Mille Roches.

Another mill which will go up at Port Arthur will be a large pulp plant of the Kaministiquia Pulp & Paper Co., which has a capitalization of $1,000,000, and is composed principally of Toronto capitalists. Sixteen acres have been leased from the Port Arthur Parks Board in the north and industrial section of the city. Construction work will be started on the big enterprise of 250 tons at an early date.

The Fort William Pulp & Paper Co., at the head of which is John G. Sutherland of Dayton, Ont., will proceed with the erection of a pulp and paper mill on the Mission property at the mouth of the Mission River in Fort William. The plant will ultimately cost about $3,000,000, and the pulp mill will be erected first and will be ready for operation in a year.

Another pulp plant of 40 tons a day capacity will be erected at Nipigon by the Nipigon Fibre & Paper Mills, Limited. The location is just one mile west of the village and local and eastern capital are interested, Col. J. A. Little being at the head of the enterprise. The company's offices are located at Port Arthur.

J. H. Black of Toronto, has interested a number of local capitalists from Ontario with the idea of putting up another wood pulp plant at Haileybury.

The Spruce Falls Co., Limited, has been very recently reorganized with a capital stock of $7,000,000 and will put up a 150-ton groundwood and sulphite pulp mill at Kapuskasing on the Transcontinental Railway, 70 miles west of Cochrane. A 150-ton newsprint mill will also be erected and this work is to proceed without delay.

Wants More Pulpwood Concessions

The Lake of the Woods Pulp & Paper Co., at the head of which is E. W. Backus, intend erecting a pulp plant and later on a newsprint mill at Kenora. The town has granted certain waterpower concessions to the company, and it is expected that work on the new undertaking will be proceeded with in the near future. Peter Heenan, Labor M. P. P. of Kenora, was in Toronto recently, with the request for certain waterpower concessions for the company. The Hydro-Electric Power Commission must give its permission before the request for these concessions can be granted. Mr. Heenan said that the new concern would dispose of at least 15 per cent. of its product in Canada. Mr. Backus, in order to further the interests of the new concern, has made application to the Ontario Government for an additional pulpwood concession of nearly 2,500 square miles, and also the waterpower rights on the White Dog Falls. This application is being opposed by the publishers of Ontario daily newspapers who contend that, as Mr. Backus' mill at Fort Frances refuses to sell any of its product to Canadian consumers, even at the price prevailing for newsprint in foreign countries. he should not receive further favors until he changes his personal attitude and the policy of his company. It seems that Mr. Backus has made a pledge to the Ontario Government that if the additional pulpwood limits and waterpower rates are granted for his newsprint mill at Kenora, he will supply his proportion of the domestic newsprint requirement. This, however, is not satisfactory to the Ontario publishers and it is not known yet how the issue will eventuate .

Board Mills are Much Rushed

The Canadian Paper Board Co. was recently incorporated with a capital stock of $5,000,000. This will be the new name of the Canada Boxboard Co. and it is understood that all the plants of the organization will be greatly extended as well as a new mill erected in the not far distant future, A new pulp plant is now nearing completion at Frankford, in Hastings County, which is equipped with four grinders and four wet machines, and will turn out 25 tons of mechanical pulp daily, which will be used at the various units of the company. It is understood another machine will be added to the Frankford mill, which will increase the capacity to 60 tons of board per day. J. G. G. Kerry of Toronto, is the president of the company, and David F. Robertson, of Montreal, general manager. Toronto is likely to have a board mill within its midst, which will be constructed by the company who have for some time been looking at various sites on the waterfront.

Recently the Canadian Paper Board Co. bought the McDougall site next to its plant at Montreal, with a view to making extensions when needed. The board market is decidedly active at the present time and the company produces various lines in the way of strawboard, chipboard, vatlined board, filled-wood board, patent-coated manilla board and patent-coated newsboard.

It is interesting to note that, at last, the big pulp and paper project at Kapuskasing, which has been in the air for some time, is about to materialize and work will be gone on with at once. The Kimberly-Clark Co. of Neenah, Wis., who operate a number of plants in the West and are a widely-known and well-established firm, have become financially concerned in the project and acquired considerable stock.

It appears the shareholders in the Spruce Falls Pulp & Paper Co. were given the option to sell out their stock for cash, accept stock in the new company, or take part stock and part cash. During the past few days officials of the Kimberly-Clarke company were in Toronto, conferring with Premier Drury and the Department of Lands and Forests, with a view to coming to a proper understanding so far as proceeding with the work is concerned. All obstacles have been cleared away and contracts awarded for construction. George F. Hardy, New York City, has been appointed consulting engineer. The groundwood plant and sulphite plant, each having 75 tons daily capacity, will be built first and it is expected they will be in operation early next fall. Those undertakings will be followed later by a three-machine newsprint mill of 150 tons capacity. The name of the new organization is Spruce Falls Co., Limited, and the

capital stock is $7,000,000. F. J. Sensenbrenner of the Kimberly-Clark Co. is president of the organization, and J. C. Kimberly, of Neenah, Wis., secretary. S. A. Mundy, of Bradford, Pa., former president of the old company, is the vice-president of the new concern, and E. Stewart, of Toronto, who is vice-president of the old company, has been made a director, being the only Canadian on the Board. Several waterpowers along the Kapuskasing River will be developed at once, and there is an ample supply of electric energy for many years to come. The company will erect a sawmill to get out the timber for their plants and will carry on extensive pulpwood operations this fall and winter. The site of the new mill is just where the Transcontinental Railway crosses the Kapuskasing River, and it is believed that no better selection of a location could be made. The surrounding territory is heavily timbered and the settlers will welcome the addition of the pulp mill, which will afford them a ready outlet for their pulwood. Kapuskasing is the scene of the Soldier Colonization Scheme, regarding which so much was heard at the recent inquiry.

Unusual Activity in Pulpwood

Three years ago the Spruce Falls Pulp and Paper Co. were awarded the Kapuskasing pulpwood concession of 1,740 square miles at the flat rate of 75c per cord, for all kinds of pulpwood, plus the usual government levies of 40 cents a cord for spruce and 20 cents a cord for other pulpwood. The Ontario Government recently raised these dues to 80 cents a cord for spruce and 40c for balsam and other pulpwood. This, however, is not looked upon as a very serious barrier by any of the pulp and paper companies up north, owing to the fact that peeled spruce wood and balsam is now commanding from $18.00 to $20.00 per cord, f.o.b. cars, and poplar from $13.00 to $14.00. These prices are contracted ones and have resulted in a larger number of settlers than ever going into the pulpwood business on a gigantic scale.

Definite Names for Each Grade of Lumber

Editor, Canada Lumberman:—

With reference to Mr. Haney's article in a recent issue of the "Canada Lumberman" on standardizing grades, I wish to say that I have known Mr. Haney by reputation for a number of years. I believe he can give you some valuable information on the subject as he understands thoroughly what is required by the trade.

However, I am of the opinion that Mr. Haney's letter is more from the point of view of the middleman than the wholesaler or mill owner. As the names of grades in the different markets are based on the way the mill owner puts up his lumber in the yard, my idea would be to arrive at a definite name for those grades and then the middleman could order any certain grade for his particular trade and have it sorted from the grades as they are put up in the yard.

Most mills have a capacity of from twenty to thirty-five grades on their boardways, and, consequently, could not put up all the grades mentioned by Mr. Haney. For instance, a mill owner might be making all his good sides 2 in. and his 1, 2 and 3 cuts 1½ in. and his common or mill run 1½ and 1 and 2 culls 1 in.

Nor for these grades only he would require space on his boardway as follows:—

2 " x 8" & up	10/16'	Good Sides	
2 x 4 & up	10/16	1-2 & 3 Cuts	
2 x 4 & up	6/9	Good Shorts	
1½ x 6 & up	10/16	1-2 & 3 Cuts	
1½ x 12	10/16	Common or Mill Run	
1½ x 10	10/16	"	"
1½ x 8	10/16	"	"
1½ x 6	10/16	"	"
1½ x 5	10/16	"	"
1½ x 4	10/16	"	"
1½ x 7, 9, & 11	10/16	"	"
1½ x 4 & up	6/9	Common Shorts	
1½ x 4 & up	6/16	No. 1 Culls	
1 x 12	10/16	No. 1	"
1 x 10	10/16	No. 1	"
1 x 4 & up	6/16	No. 1	"
1 x 12	10/16	No. 2	"
1 x 10	10/16	No. 2	"
1 x 4 & up	6/16	No. 2	"

You will see that by cutting only one thickness in mill run or common, and two other thicknesses in the upper grades and culls, that it would be necessary to have space for nineteen grades on the boardway and nineteen pile bottoms to start these grades in the yard. Where there is more than one kind of equipment in the mill for turning out lumber, the logs are generally sorted, and one kind of equipment is cutting one thickness while the other may be cutting something else which would require still more boardway space.

Every up-to-date mill tries to cut to grade in the mill as much as possible as this is where the money is made or lost in the product of the log and, in addition to the grades for each size, provision must be made for errors in sawing. On the other hand, every mill owner should know the requirements of the market and put up his grade as much as possible to conform with those requirements, as it saves rehandling at the yard.

Yours truly,
James Charron.

Iroquois Falls, Ont.

New Ship Sails With Big Lumber Cargo

One hundred and twenty days from the time her keel was laid in the yards of J. Coughlan & Sons, Limited, Vancouver, the S.S. Margaret Coughlan put to sea from Bellingham with 4,000,671 feet of railway ties for discharge at Grangemouth, Scotland. The ship was loaded at Chemainus and Bellingham, sailing from the latter port on Thursday. She was loaded slightly under ten days and will arrive at her port of destination on August 5.

The cargo was furnished by the Ocean Lumber Company, and consigned to Price & Pierce, London. The British agents of the steamer are Messrs. Harris & Dixon, Limited, London. The Canadian Western Steamships, Limited, a subsidiary of J. Coughlan & Sons, Limited, is the owner of the ship. She presented a very fine appearance when she put to sea with her full cargo, and both officers and crew are highly pleased with her performance since they took her over.

Intensive Drive Against Accidents

The Ontario Safety League has prepared plans for an intensive drive against accidents, to take place in Toronto the week commencing 26th of September. This week will be known as "Safety Week," and in that period the Safety League and the various organizations co-operating plan a drive against unnecessary accidents and fires.

It has been clearly shown by past experience that a reduction in fatal and non-fatal accidents can be made by teaching the public to "Think Safety." Similar campaigns in other cities have been a great success, the most notable being that in St. Louis, where fatal accidents were reduced from 24 in the same week of the previous year to one in "Safety Week." Cleveland cut its fatalities from 15 in the same week of the previous week to six in "Safety Week," and Pittsburg showed a reduction from 28 to 16. The value to each community of lives saved cannot be estimated.

Sub-committees of the Safety League will cover such subjects as publicity, bulletins, motion pictures, schools for industrial safety, statistics, boy scouts, women, traffic, school and colleges, etc., etc. The various days of the week have been specially designated: Safety Sunday, with special sermons in the churches; Monday is Careful Day for Motorists; Tuesday will be Careful Day for Street Car Men; Wednesday is set aside for School Safety; Thursday will be At Home Day for Safety; Friday is to be called Careful Day for Pedestrians; and the slogan for Saturday will be "Safety for All, All for Safety."

During Toronto's "Safety Week" the various committees plan to teach accident and fire prevention to every man, woman and child in a spectacular educational campaign, in which various forms of publicity will be used. The public will be reached by means of posters, bulletins, bill boards, street car cards, letters, advertisements, meetings and safety shows, and generally given a liberal education in safety.

MY DESIRE

I desire to radiate health, cheerfulness, sincerity, calm courage and good will, I wish to live without hate, whim, jealousy, envy or fear. I wish to be simple, honest, natural, frank, clean in mind and clean in body, unaffected, ready to say "I do not know," if so it be.

To meet all men on absolute equality. To face any obstacle and meet and difficulty unafraid and unabashed. I wish others to live their lives, too, up to their highest, fullest, best. To the end I pray that I may never meddle, dictate, interfere, give advice that is not wanted, nor assist when my services are not needed. If I can help people, I'll do it by giving them a chance to help themselves, and if I can uplift or inspire, let it be by example, inference and suggestion rather than by injuction and dictation, that is to say, I desire to be radiant—to radiate life.

—Elbert Hubbard.

Railways Call for Many More Creosoted Ties

Large Wood Treating Plant Under Construction at Sudbury --Preservative Methods Extended to Other Lines of Timber—Conserving the Supply

A new creosoting plant is being erected by the Canada Creosoting Co. at Sudbury, Ont., and good progress is being made in construction work. In 1912 the Canada Creosoting Co. established a plant at Trenton, Ont., with an annual capacity of about a million and a half of treated railway ties.

The new undertaking at Sudbury will be in operation in July next and will give steady employment to about 200 men. The location is between Sudbury and Copper Cliff on the Soo branch of the C. P. R. The industry will be larger than the one at Trenton and will have an output of two million ties a year, all of which will be used by the C. P. R. The buildings will be 175 ft. long and 40 ft. wide, constructed entirely of brick. There will be two huge cylindrical retorts each 150 ft. long, and 7 ft. diameter, inside measurement. There are yard facilities for 2,094,000 ties, which is over double the storage accommodation of the yard at Trenton. The head office of the Canada Creosoting Co. is at 1006 C. P. R. Building, Toronto, Mr. R. V. Look being the president of the company and W. E. Doan, secretary. The principal kind of ties treated are beech, birch and maple and jack pine.

Canadian railways are every year using more creosoted ties, which treatment, it is estimated, adds from four to five times to the durability of the timber. It may be asked why so many sleepers undergo preservative treatment at the present time, and the answer is not difficult to furnish. Wood is becoming increasingly valuable as those who have to purchase lumber and building materials realize. In the days before the war, an ordinary tie was put down and lasted for four or six years and the work of replacing it was not costly. Labor was cheap and so were ties. To-day all kinds of timber have gone up tremendously and hardwood and softwood ties sell for from five to six times what they brought a decade ago. Then a tie could be taken up and a new one substituted for about 15c. Now it is said that labor costs average something like 60c apiece. Not only is creosoting being resorted to to conserve the tmber but the less track disturbance and delays there are in the operation of replacement, the more traffic there can be handled.

Millions of Ties Used Annual'y

One of the greatest developments of modern times is the increasing use of hardwood ties, which is engaging the attention of the transportation authorities for a long time. There are used in Canada some 20,000,000 ties a year on the 40,000 miles of railway, and the way in which the development of the industry has proceeded, was referred to at considerable length in a recent edition of the "Canada Lumberman."

It is now the aim and object of companies to preserve the strength, life and service of ties as long as possible, and anything that will tend to reduce the expense of renewing railway timbers, is being heartily welcomed. The railways in putting down ties now use tie plates, which are spiked to the ties, with the rails set in place. This is much easier on the timber and causes less expenditure for renewing sleepers.

Recently the Ontario Government doubled the Crown dues on ties and the fee is now 10c instead of 5. In a recent address in Toronto, Hon. Beniah Bowman stated that legislation might be introduced at the next session of the Ontario Legislature to the effect that all ties must be sawn and not hewed; in other words, the pole tie would pass out of business and the squared tie come into exclusive possession of the field. Fully 25 per cent. of the ties taken out in the eastern part of Canada are hewn. If the provincial regulations called for the squared or sawn tie, it would materially cut down production. It is not always easy for the small operator, who desires to take out a limited number, to avail himself of a sawmill or establish a portable mill on his permises. Some men are very expert with the axe and can take out many ties a day, being clever enough to hew up to 100, while the average runs from 30 to 50. There are several tie operators in Ontario, one firm alone taking out 200,000 ties, fully 20 per cent. of these being hewn. It is difficult now to secure sufficient ties for all railroad requirements, and if any rigid regulation was enacted eliminating the hewn tie, a large proportion of the supply would be shut off.

The industry is growing more and more in importance and each year more settlers derive a revenue from cutting ties. It, surely, cannot be the intention of the Ontario Department to insist that all those who take out a few hundred or few thousand ties should convey or drive them to a sawmill in order to have them sawn. Whatever changes may be inaugurated by the officials of Lands and Forests branch, in the interests of the great prosperity of the rural sections of the country, there should be no interference with the way ties are produced, so long as they give satisfaction to the purchasers and render good service. All classes join in the work, such as sawmill operators, portable millmen, jobbers, settlers and contractors.

The Canadian Tie & Lumber Company, of Toronto, are extending their operations and have recently added to their staff of buyers. They now are handling considerably over 2,000,000 ties annually. Other companies also handle growing quantities. Shipments to various points during the past few weeks in spite of the scarcity of cars, have been exceptionally heavy.

One of the greatest developments of the time is the expansion of the treating plants. Creosoting is not only now applied to railway ties, but to many other lines of wood products. The Canada Creosoting Co. reports that it is extended to fence posts of white birch, jack pine and hardwoods. Other woods, which are treated at the plant in Trenton, are,—paving blocks, bridge timbers, telegraph and telephone poles, posts, piling, cross-arms, etc.

Ties dumped off dock or barge at Baptiste Lake, Ont., and loaded on cars by means of chain conveyor

As an aggressive and scientific forestry policy is being adopted and developed by governments and various lumbering and pulp and paper companies to conserve and renew the wooded wealth of the Dominion, so, too, Canadians at the present day are learning to take better care of the timber which they possess. Anything that tends to lengthen its life, adds much to conserve the present resources of the Dominion, reduces the expense of operation and maintenance of railways and other enterprises and produces national thrift in the propagation of the forest products.

No One Must Tamper with Trees

Winnipeg has passed special ordinances to protect trees. It has an offense other than authorized officials to tamper with them. Residential sections of Winnipeg are gradually becoming park-like stretches shaded by large trees. The city records show that 110,000 trees have been planted within the city limits, including the parks. Of this number 75,000 are on the streets. The parks board, which has jurisdiction over the boulevards, has planted 28,000 trees along the 120 miles of street so beautified, the total cost for tree planting being $26,000. Property owners have been responsible for the planting of 447,000 more trees on the boulevards in front of their residences.

Personal Paragraphs of Interest

W. J. Lovering, of Toronto, has been spending the past month in British Columbia on business.

Senator W. C. Edwards, of Ottawa, has been elected one of the two new directors of the Riordon Pulp and Paper Company.

J. F. Wachter of St. Louis, Mo., lately arrived in Toronto, and is now associated with R. G. Chesbro, in the wholesale lumber business.

Sir Lomer Gouin, who recently retired from the Premiership of the Province of Quebec, has been elected a director of the Laurentide Company.

S. Hargreave, of Gibson, Merrick & Lindsay, Limited, Vancouver, was in Toronto, recently, calling upon the members of the lumber industry.

J. L. MacFarlane of the Canadian General Lumber Co., Toronto, is spending his holidays at his summer home, Chemong Park, near Peterboro, Ont.

A. E. Gordon, of Terry & Gordon, Limited, Toronto, has returned from spending his holidays at his summer home "Bannockburn," Muskoka.

George H. Mell, of Mell & Sons Lumber Co., Philadelphia, Pa., was in Toronto recently calling upon the trade. He also visited Ottawa and Montreal.

A Ludlam, of the Ludlam-Ainslie Lumber Co., Leamington, Ont., is spending some time at Battle Creek, Mich., where he is taking special treatment.

Howard Johnson, manager of the Lake Lumber Co., Ltd., Qualicum Beach, B. C., was in Toronto lately and called upon a number of friends in the trade.

C. G. Anderson, of Toronto, and Mrs. Anderson are on an extended trip through western Canada and will spend some time at the Coast before their return.

Carl Riordon, vice-president and managing director of the Riordon Pulp & Paper Co., Montreal, has been elected a director of the Sun Life Assurance Co. of Canada.

W. A. Walker, of Ed. Clark and Sons, Toronto, has returned after spending a holiday at his old home in Hawkesbury and other points in eastern Ontario and Quebec.

John R. Haws, of Toronto, has taken a position with J. R. Summers, wholesale lumberman, 95 King St. East, Toronto, and will cover Ontario in the interest of the firm.

Sir George Bury, for the past year president of the Whalen Pulp & Paper Mills Co., Vancouver, has resigned and associated himself with large interests on the Atlantic seaboard.

The death took place lately in Ottawa of Thomas Mousseau, after a painful illness. He was well known as a lumber contratcor and is survived by a widow, three daughters and four sons.

D. H. McLennan, of the McLennan Lumber Co., Montreal, who is vice-president of the Montreal Lumber Association, spent a few days in Toronto, recently, calling upon the trade.

Alex. Gordon, who for the past year has been associated with Ed. Clark and Sons, Toronto, has joined the staff of Mickle, Dyment and Son, with whom he was previously for a long period.

A. B. Gordon, of A. B. Gordon & Co., Toronto, returned recently from a business trip to the Pacific Coast. He reports that lumber conditions in the west are improving and that prices are growing firmer.

G. B. Nicholson, M.P., of the firm of Austin & Nicholson, Chapleau, Ont., and Mrs. Nicholson have gone on a trip to France where they will visit the grave of their son, Lieut. Lorne Nicholson, who was killed in the Great War.

Wm. Robertson, who for several months past has been acting British Columbia Lumber Commissioner, with headquarters in Toronto, left lately for his home in Victoria, where he will resume his former duties in the Forest branch of the Department of Lands.

John McShane, a well-known timber broker of Vancouver, died recently while cruising some timber limits near Squamish, B. C. He was taken with a sudden seizure and passed away within a short time. Mr. McShane leaves a wife, three daughters and one son.

R. H. Underhill, for several years past sales manager of the Allen-Stoltze Lumber Co., Vancouver, has resigned and formed the Underhill Lumber Co. J. A. Drew, who returned some time ago from overseas, succeeds him as sales manager for the Allen-Stoltze Co.

J. G. Sadd of Maldon, Essex, Eng., who is now associated with Montague L. Meyer, former British timber purchaser, in London, was in Toronto the other dav and will spend several weeks in Canada looking into export and manufacturing conditions. Mr. Sadd leaves shortly for the Coast.

C. A. Westley, of the Toronto office of Geo. A. Grier and Sons, Montreal, who, with Mrs. Westley, has been spending the past few months in the Old Coutnry, has returned home. He reports having had a very pleasant holiday in visiting many of the scenes of former days and renewing old associations.

R. W. McLellan, of Fredericton, secretary of the New Brunswick Lumbermen's Association, recently returned from a trip to Great Britain. He believes that the overseas market offers a bright prospect for Canadian lumber. Ocean freight rates are now lower and there is more tonnage available while the demand is bound to improve.

E. R. Sutherland, manager of the Terminal Mills Lumber Co., Vancouver, B. C., was recently killed by an auto. Mr. Sutherland came to Vancouver ten months ago and previous to that time was a representative of the Victoria Lumber & Manufacturing Co., of Chemainus, with headquarters at Saskatoon. He was 39 years of age.

A. E. Richards, who for the past year has been Prince Rupert representative of Terry & Gordon, Limited, has joined the staff of the Toronto office. Previous to going overseas during the war, he was with John B. Smith & Sons, at Callander, Ont. Mr. Richards has been succeeded in Prince Rupert by George Neilson of Victoria, B. C., who is also a returned veteran.

Henri Dorion, crown timber agent at Montreal, passed away recently in Montreal. Mr. Dorion, who had been ill for several weeks, was a life-long resident of Montreal and was 65 years of age. He was the son of Hon. Justice Wilfrid Dorion, of the Euperior Court, and is survived by his widow and four daughters. A surviving brother is Mr. Justice Dorion of the Circuit Court.

Geo. F. Gray, formerly associated with the A. Sherman Lumber Company in the Metropolitan District, has opened offices in the Grand Central Terminal, New York City, and will do a general wholesale business, handling considerable spruce from the British Columbia, Saskatchewan, Quebec and New Brunswick sections of Canada. This will be news to his many Canadian friends.

J. R. Summers, of Toronto, recently returned after spending a considerable time among the mills of the north which he reports are operating satisfactorily. On the 12th of July Mr. Summers took part in the Orange sports at Sturgeon Falls and entered the fat man's race, which he won hands down. The prize was a bag of flour which he donated to a worthy resident of the town.

J. Bouffard, for many years law officer of the Provincial Department of Crown Lands & Forests, Quebec, died suddenly a few days ago at his summer residence on the Island of Orleans. He was sixty years of age and was one of the best-known officials of the provincial government, having joined the service in December, 1891. He possessed special knowledge regarding the laws concerning the lands, rivers and fisheries of Quebec, which made him a most efficient public servant.

Ellwood Wilson, head of the Forestry Department of the Laurentide Co., was among the Canadian foresters attending the Imperial Timber Conference in London. Mr. Wilson and Brigadier-General J. B. White, (who was the head of the Canadian Forestry Corps during the war, and who is at present woods manager of the Riordon Company), were the only two private foresters invited to be present at the conference, as all the others who attended are Government foresters. Gen. White was unable to go, due to pressure of business. Mr. Wilson represented the Canadian Pulp and Paper Association.

James T. MacLaren recently passed away in Vancouver, his death following a serious operation for appendicitis. He was a well known lumberman and was born at MacLaren's Landing, on the Ottawa River, over 50 years ago. He was a son of the late Mr. and Mrs. Henry MacLaren, and nephew of the late Mr. James MacLaren, of Buckingham, Que. The late Mr. MacLaren was in his early days engaged with his uncle, James, where he learned the lumber business. Next he moved to Strathcona, Alta., and still later to Calgary, where in conjunction with his brother, William he conducted a large timber business. A few years ago he went to Vancouver, where he was also in the lumbering. He leaves a widow and two children.

One of the results of car shortage in some regions is the severe damage done the logs and lumber piled for shipping from exposure to worms and insects. In the Memphis, Tenn., territory there is such a shortage of flat cars that hundreds of thousands of feet of logs are exposed to serious damage from worms, bugs and insects generally. One firm is said to have about 5,000,000 feet that can not be moved because of the scarcity of cars and other firms have large quantities exposed to severe damage. Shippers of hardwood lumber and forest products can not secure more than one quarter of the box cars they need even with the limited business that they are now doing. Many firms are using trucks for handling their logs, one firm in Memphis having about 30 trucks in operation.

Enlarged Service for the Retailer

How He May Cater to the Pressing Need for Houses and Building on the Farms

Building in the country districts has been held back for a number of months, partly because the public has an idea that the cost of construction work and materials is inordinately high, and partly because of a scarcity of the right kind of labor. That there is a great need for housing facilities is demonstrated every day in the larger cities, and probably, only to a lesser degree, in the smaller communities. During the spring and early summer there has been an unprecedented demand for homes, and prices have gone up rapidly. Many families have been sufficiently attracted by good offers to sell their homes, only to find it almost impossible to find a place to live when moving day comes. In some cities rows of new residences of average cost have been built by contractors and sold before the foundations were completed.

That this idea is catching is evidenced by a report from one of the smaller communities, where one of the retail dealers, a line yard concern, has commenced the erection of a number of homes. These homes will not be sold until they are completed and the cost is known, and the price will be as low as it can possibly be made, for the company furnishes all of the material from its own yard.

The enterprise ought to be successful. Few people can tell from plans and drawings just what a building will be like when completed; but when the house is built, provided reasonable attention has been given to make it attractive and convenient, it will sell readily to a family that is in need of a home. This company will also make plans and build homes for people who own vacant property.

Not every retail dealer is able to finance such a project; but it is easier for a retail dealer, with the stock in his yard and not moving, to use it in this way and thus realize on his stock investment. than it is for someone else who must borrow the money for both material and labor. And, the prospect for a fairly quick turnover is such as to make it an attractive method of creating business for the retail yard.

But dealers who cannot see their way clear to enter on a project of this character have other ways open whereby they can market a considerable portion of their stock.

From the present time until some time after harvest, the farmers of the middle north will be very busy in their fields. Crop prospects are so good that they are able to do some building, but they haven't the time to haul lumber, or to use it for some of the smaller buildings needed on the farm. Transportation difficulties during the remainder of the year will be such that a large proportion of the crop yield cannot be moved to market, and the elevators at all points will be filled to such an extent that much of the grain will have to remain on the farms. There will be need for granaries, and there is constant need for hog houses, poultry houses, garages and other small buildings.

Standard plans for such structures can be obtained from state agricultural schools, from associations of lumber manufacturers and other sources, The retail dealer can canvass his community for customers, and can ascertain their needs. He can then cut the material at the yard and haul it out by motor truck to the farm, where he can either supervise the erection by the farmer, or himself employ the workmen to do the job. Many a farmer will buy small buildings of this character if he can see the way to having them erected on his farm without the necessity of visiting the retail yard, having a bill of lumber figured, hauling it out and having to hunt for workmen to do the building.

Paper Company's Case Goes to Appeal

A. W. P .Buchanan, K.C., on behalf of the Canada Paper Company, Windsor Mills, Que., has inscribed in appeal, in the Court of King's Bench, Montreal, the judgment of the Superior Court, rendered by Mr. Justice Maclennan, granting the petition of Albert Joseph Brown, K.C., and ordering the company to perpetually refrain from using sulphate of soda or any other obnoxious compounds calculated to give off objectionable odors, in the manufacture of pulp and paper at the company's works at Windsor Mills, Que.

The company submits that the discharge of gases from the mill in question is not injurious to health or vegetation. The process of manufacture of pulp and paper adopted by the defendants is one of the most modern. Carbonate of soda was used up to 1908, but now the use of sulphate of soda is the only process that enables its mills to compete with imported pulp and also with pulp largely manufactured by this process in this country. It is submitted that there is no known process commercially practicable for removing all or even the major portion of the so-called bad smelling compounds and fumes from the discharged gases of sulphate pulp. If the injunction is allowed to stand, appellants say they will be compelled to close their chemical or pulp mill and also a portion of their paper mill, which gives employment to a large number of the inhabitants of the town.

Business Founded by Canadian Lumberman

The International Paper Company, which has appeared so prominently in the campaign against Canada at Washington, was founded by a Canadian—it was a consolidation, in 1898, of some 30 newsprint mills—the late Hugh J. Chisholm, who was born at Niagara-on-the-Lake. He went to a business college in Toronto and, beginning as a newsboy on the train, his work carried him to Maine, where he became interested in a newspaper and thence in lumbering and paper-making. Probably no man did more to build up these resources in that state than Mr. Chisholm, where he was not only highly regarded during his life-time, but has left a clean reputation behind him. The greatest monument to him is the model town he developed for his employees at Rumford, Me., says the "Financial Post."

A member of "The Post" staff. who knew Mr. Chisholm very well, had a long chat about him with a Maine attorney some months ago. This attorney always represented interests opposed to Mr. Chisholm, and they had many a bitter contest over water and other rights, but he paid a high tribute to his sterling character. He was a hard man with whom to close a deal. He would have so many points to bring up when everything seemed to be settled and days would sometimes be wasted over minor points. But when the matter was finally closed Mr. Chisholm carried out the terms in perfect faith even if they were unfavorable to him. The attorney mentioned one case where, owing to a legal technicality, Mr. Chisholm became entitled to an important share in some pulp lands and water power. He protected this interest through the court proceedings until the matter was finally settled in his favor. The attorney of the heirs then went to him to know what disposition he proposed to make. He at once said: "Now, Mr. ———, the law gives me these interests, but I am not morally entitled to them and I never had any intention of accepting them. My interest will go to the moral heirs not the legal." And so they did.

Mr. Chisholm's son, the attorney said, succeeded to his father's lumbering business in Maine, and, unlike the average successful men's sons, he is making good in a big way. Had he succeeded his father in the International Paper it is safe to assume he would not have adopted Mr. Dodge's unjust attitude towards Canada. The late Mr. Chisholm, though not one of the Canadian families—his father having emigrated from the North of Scotland—never lost an opportunity to praise this country. The writer remembers him on several occasions and particularly one afternoon on the deck of an ocean liner surrounded by a group of American, British and French financiers and investors, including James Speyer, Moncton Trewen, Spencer Trask. He said he believed Canada had the greatest future of any country in the world, because it had the strongest inhabitants physically and mentally. They were descended from the sturdy, honest U. E. Loyalist and Old Country stock, who were accustomed to hard work, who led frugal lives and who expected and loved the hardships in their way through the world.

Many Inaugurate New Timber Policy

It is learned that the whole question of scaling and measurements of logs and timber in Ontario is under consideration by the Ontario Government at the present time and that investigation is bein made at a number of mills and other places with a view to collecting data to assist in arriving at a conclusion as to which would be the best and most practical method to be adopted. Hon. Beniah Bowman, Minister of Lands and Forests, has just returned from a tour of inspection of the western part of the province.

Timber Estimating House Expanding

Mr. James W. Sewall of Old Town, Maine, has made arrangements to open an office for the conduct of timber estimating and mapping work throughout the Southern and Central States. The well-known and established Lumbermen's Bureau, Munsey Building. Washington, D.C., will act as Mr. Sewall's representative for that territory. This expansion has become necessary because of the continued increased demands for reliable work, such as the Sewall organization accomplishes, and so that Southern and Central clients can secure as good, quick service as to Northern ones. Mr. Sewall will be in active personal touch with both offices.

A new sawmill is being erected at Lakefield, Ont., by John Duignan, of Peterboro, Ont. The Lakefield Council recently passed a by-law to give the mill property a fixed assessment of $3,000 for five years and also the privileges of a switch to its property.

A Busy New Brunswick Lumberman

W. S. Richards of the Richards Mfg. Co., Campbellton. N.B., who was reecntly elected vice-president of the New Brunswick Lumbermen's Association, is a quiet, but forceful worker on behalf of this progressive organization. He is an unassuming, energetic gentleman, who believes in adhering closely to the interests of his business. Mr. Richards was born in York County, near Fredericton. When a young man he entered the employ of the Wm. Richards Co., Limited, of

W. S. Richards, Campbellton, N.B.,
Recently elected Vice-President of the N. B. Lumbermen's Association

which his father, the late David Richards, was a member. Upon the death of the latter, in company with his brother, the subject of this reference carried on the business, the name of which was changed to the Richards Mfg. Co., of which D. E. Richards, a brother, was president and manager. Upon the death of D. E. Richards, nearly a year ago, W. S. Richards was appointed general manager. He is industrious in the interest of the company and has many friends throughout the province.

Production Good and Help Efficient

Wm. McLachlan, of Magnetawan, says that he has no trouble in getting help this season in his sawmill and labor conditions are the best since the war commenced. Wages have advanced some, but men are more efficient. The bulk of the sawing this season is for contract work and he will cut a million and a half feet—one-half million more than in 1919. Mr. McLachlan says he has not shipped any lumber as yet and does not think he will have any trouble getting cars. His stock has to be towed some twenty miles before it reaches Burk's Station. The demand for lumber is the best that he has experienced in years and thinks the price compares favorably with other commodities. Mr. McLachlan has been a reader of the "Canada Lumberman" for many years and says he enjoys its contents and obtains from its pages much useful and timely information.

Building Volume Doubles Last Year

The pronounced improvement in building figures for the Dominion for the early months of the year has been well maintained for the month of June, the building totals for the forty-three cities for the past month standing at $13,278,300, as against $7,138.468 for the corresponding month a year ago, says the "Financial Post," Toronto. Building totals for the half year period are double the returns for the corresponding period last year, and total $59,691,699, while the returns for the first half of 1919 were $28,252,203, the returns this year being therefore in excess by $31,439,496. This increase is due in small measure to the higher prices prevailing for practically every form of building material this year, but the returns are a guide to the development in building in this country.

Permits issued for the 28 eastern cities reached a total value of $10,011.277, as against $5,798,763 for June, 1919. There has been an extensive revival in the west also, as indicated by the total of $3,267,-123 for the 15 cities as compared with $1,339,705 last year. Toronto and Montreal are both well in the lead, Toronto's returns totalling $2,656,193, and Montreal's, $2,440,933. Winnipeg also has made a rapid advance, permits reaching a total value of $1,236,450, as against $22.900 last year. Halifax leads in the Maritime provinces with a total of $189,435, as against $213,300 for St. John, and $163,210 for Moncton. The city of Sherbrooke also has entered upon a period of activity, totals standing at $639,703, as compared with $39,000 last year. Other centres in the east which are carrying out extensive building programmes are Quebec city, $332,990; Hamilton, $452,775; and Windsor, $342,290. Ottawa, with a total of $224,600, is considerably behind last year's figures of $856,205. Vancouver has made progress last month, however, with a total of $236,630 as against $62,921 last year. York township continues its steady development with permits totalling $500,000, an increase from the return of $417,800 a year ago. The smallest return is reported by the city of North Battleford, permits issued last month being valued at $625, and for the corresponding period a year ago, $490.

Canada to Forefront in Empire Exhibit

A recent despatch from London, Eng., says: Canada's timber wealth and how she preserves it are prominently before the British public in connection with the Empire Timber Exhibition and the Empire Forest Railway Conference. The exhibit of Canadian timber at the Exhibition is eminently practical, and applies to the building trade rather than to cabinet making. Samples of Canadian wooden houses, the first of which have now been erected in London with success, are shown, and there is a fine exhibition of pulp products, including artificial silk as well as paper. W. B. Stokes, forest products laboratory, Montreal, is in charge, and E. H. Finlayson, of the Forestry Department, is the Canadian representative at the forestry conference. Timber imports into the British Isles this year are expected to reach half a billion dollars, according to the statement of Lord Lovat, chairman of the British Forestry Commission, in opening the conference. "The British race had been the least interested in forestry science, is 25 years behind Turkey even, and has been most active in the destruction of forestry resources," he said.

Action Entered Over Flooded Lands

Claiming that as a result of the construction of the Chaudiere dam at Ottawa, some 12 years ago, lands were damaged through the high-water level, the Scott Estate, of which Dame Janette Louis Scott and Mrs. Fraser Madley are principals, has started an action for the recovery of $84,165. The action names the following firms as defendants: The E. B. Eddy Company, Limited, J. R. Booth, Bronson and Company, the Ottawa Electric Company, Ottawa Electric Railway Company and the Ottawa Power Company.

The defendants make use of the dam for the production of power to operate their mills and to provide raceways for the carrying of logs. The Scott Estate claim that their lands bordering on the Ottawa River from Brewery Creek west to Tetreauville, a distance of about one mile, have been flooded as a result of the construction of the dam. The level of the river has been raised, plaintiffs claim, and they seek the damages mentioned as recompense for the loss of valuable lands.

Valuable Compendium on Ventilation

An admirably illustrated booklet on the Buffalo Fan System of Heating, Ventilating and Humidifying (Catalogue 700) has been issued by the Buffalo Forge Co. of Buffalo, the Canadian end of which is the Canadian Blower & Forge Co. of Kitchener. The new publication is, possibly, the most complete and representative that has ever been produced by the company and practically constitutes a handbook on heating and ventilating inasmuch as it is taken, to a great extent, from the Buffalo Forge Company's handbook on "Heating and Ventilating," which enjoys a wide measure of popularity among heating and ventilating engineers in all parts of the country.

Austin & Nicholson of Chapleau, write that their output will be about equal to last year so far as lumber is concerned, but their production of railway ties will be, perhaps, 20 per cent less. The firm state that labor conditions are acute and men were never so unsettled, and it is still very difficult to carry on. With regard to the output generally, they say that they hear of many plants which may be compelled to close down early on account of a shortage of logs.

The estate of Henry P. Lawson, lumberman, of Georgetown, who died a few months ago, has been filed for administration in the Surrogate Court. The value of the estate is placed at $281,000. Mr. Lawson having died without making a will, the estate is to be divided according to law in the proportion of one-third to the widow and two-thirds equally among the four children.

Keeping Retail Lumber Stock in Good Shape

Advantages of Clean Yard and Well Laid Out Sheds—How to Pile and Handle Various Grades to Impress Patrons Favorably—Practical Pointers

The blazing hot sun at this season of the year occasions a greater need for watchfulness in the care of a yard than at any other time, but from the appearance of the majority of yards it would seem that the disposition exists to give them less care than ordinary. The influence of warm weather is relaxing to both mental and physical exertion, and the tendency of yard men is to follow the line of least resistance, which is found where the sun's rays do not strike them.

The appearance of a lumber yard at this time shows up more distinctly than at any other, for in the winter many things are covered by the snow that offend the sense of order when exposed to view. Uncovered stock remains the same from one day to another, but in hot weather the tops of the piles are changed by the heat every day, and unless properly cared for results in damage to the lumber.

This appearance of the stock is not the only thing that shows. It is not exaggerating to say that 90 per cent. of the country yards and weeds growing in them and in most of them very little is done to remove this vegetation, excepting perhaps in the alleys where the weeds get too thick and high. This is so commonly seen that the dealers themselves are aware of the incongruity of vegetations growing in a business place, for this is the impression given to anyone not accustomed to seeing lumber yards, and I venture to say that even a dealer visiting a neighboring town yard is not wholly exempt from this feeling. At least he will notice it if there are more grass and weeds in it than in his own yard. But should he be fortunate enough to visit a yard where nothing of growing vegetation could be seen anywhere about it, and it showed that efforts were made to eradicate the same, there is no doubt but the comparison between this and his own weed and grass-grown yard would appeal to him, and impress him with a sense of his own lacking in doing what should be done in improving the looks of his yard.

Now, what does this difference between these two yards indicate? Does it not signify the difference in the sense of orderliness in the character of the two dealers who are responsible for these varying conditions? The chances are that a man who is habitually slack regarding his place of business is also careless in his methods of conducting business. There is no question but the psychology of a dirty, disorderly yard is conducive to the forming of loose habits in business matters.

If you want to see this exemplified outside of the lumber yard, go out into the country and visit the places of the farmers you know and see the difference in the way some are kept up, and others lack repairs and are disorderly. Almost invariably you will find the best farmers giving more attention to keeping up their places in good order, and you can't help but being impressed with it when you come to see the ramshackle appearance of the next place, of the farmer you know, is hardly up to the average in good farming.

First Impression Was Verified

An old traveling salesman once told me that when he was going over new territory, his judgment of the new man he was calling on was governed a good deal by the manner in which he kept up his stock and the appearance of the yard. And his first impression, he said, were usually verified by his subsequent acquaintance of the party running the yard. If a dealer is careless about how his yard looks, he is pretty likely to be careless in many of his business ways, for as a rule, the two go together.

This is an important matter for the younger man to consider, for the first year or two in his management of a yard will be in a large measure detriment his general ways of doing in his afterward experience. If when working as second man you have been required to keep the grass and weeds out of the yard, the stock neatly piled and cared for, the rubbish cleared out and the whole yard in order winter and summer, you will find these habits you have formed will unconsciously influence you when you come to have the whole responsibility in running the business of the yard. As you start in, so in all probability you will continue, unless you indefinitely decide to change your habits in this respect. By this time, however, you find it harder to do unless you have a more than ordinary sense of order. A retail business of any kind requires the application of orderly methods and a general sense of appearance in all its details. With the exception, possibly, of a hardware store, I know of no line of stock more susceptable to getting disarranged, out of order and mixed up than the stock of a lumber yard, particularly in the country where it is more of a mixed character than in the cities, and it is no small part of a yard business to keep this conglomerate mass of merchandise in proper order and arrangement, and always having an attractive appearance.

Country yards are usually under-manned so far as help is concerned, and there are periods when little time can be spared for keeping things in order. There is always a tendency, however, to let these things go, and put them off till some future time, and the consequence is that it is not long before the whole yard is in disorder.

Clean Up As You Go Along

One proper way is to keep cleaned up and the stock in order as you go along. When showing out lumber to customers, it takes but a minute to put the piles in as good order as before, and the yard men should be required to go over the yard once a day and pick up the loose litter and broken pieces of lumber, and in hot weather, turn over the stuff on top of the piles that is warping. Ten or fifteen minutes a day spent in doing this will keep the yard in reasonably good appearance when in a busy time.

Have a sharp spade to get under grass sod and weeds. Throw the debris out of the yard. Then get a few loads of cinders and spread them on the surface you have gone over. This will effectually prevent any grass from growing there again. The backs of the piles are the dirtiest places in the yard, and the sash houses too will come under that category. There are many yards that, to the casual eye look clean, but like many dwellings, the out-of-sight places are replete with dirt and disorder. The average shed is so built that it is hard to get back of the piles to clean up. The back of a lumber passage way wide enough for this purpose. The back of a lumber pile costs just as much as the front part, and should have the same care. Where the stock is not fully dry when piled in the shed, the back lacks of sufficient circulation in hot weather. This will produce mildew, especially near the bottom of the pile. You will find more of this in the old sheds built many years ago when they were designed to cover the stock only, and cheapness of construction was the principal thing to consider.

The lower part of the shed may look fairly well, but in most cases the upper tier is something like the attic room of an old dwelling house, and yet, some of the most valuable part of the stock is stored up there. Nobody cares to go up there except when necessary to get something, for it is the hottest, dirtiest and most disagreeable place in the whole yard to be in, and for this reason it is avoided when possible. The fact is with most sheds, the upper part has no floor, the piled stock resting on the bare joists, affording no means for getting to the back of the piles except walking on one that is lower than others, and this inconvenient way of getting around up there causes this part of the shed to be neglected. Moreover, this is where the slow selling stock is usually put; also the odds and ends which is thought may be of use sometime or other. They go up there and are generally forgotten and not noticed till the time for the annual inventory comes around. There is a lot of good stuff in the back corners and out-of-the-way places in the average yard which might be made saleable if proper effort is made to bring them to the attention of customers. The stairs and runway should be made easy for customers to go up and see the stock on the upper floor, as these are generally constructed few people care to go up there and see for themselves the things the dealer is trying to sell them.

Properly Built Sheds Are Scarce

With some few exceptions, the retail lumbermen have not yet learned to build a shed as it ought to be. They are nothing but sheds when they ought to be warehouses where a customer can go anywhere about them with a feeling of freedom from liability of falling, and where, also, the dealer can inspect any part of his stock at all times. No line of business men in the country spend so little caring for their stock of goods, excepting perhaps the farmer whom the retail dealer is constantly hammering at to get him to build more shelter for his stock and machinery, while at the same time the farmer can see thousands of dollars worth of stock lying in the yard

exposed to the dirt and all kinds of weather. A farmer, or anyone else, of orderly habits, can't help but take notice of a grass-grown and disorderly yard, and they have their opinions of the dealer accordingly. They perhaps don't say it when he is trying to sell them a bill of paint, but they can't help but think, "Why don't he paint the buildings of his yard?" The lumber dealer is a great preacher in urging other people to spend their money for improvements, but he takes care to spend as little as he can for the same purpose.

I said to a shabbily dressed Jew storekeeper the other day, "Why don't you wear yourself some of the clothes you are trying to sell to other people?" You want to know the result? Well- the next time I went arounr there, the old man had taken my advice and looked much more respectable.

One closed shed is more common now than it used to be. The future will see the whole stock under cover, which is as it should be. The closed shed is comparatively warm in winter, and it is the coolest place in town in the hot season, while the open-face yard is the hottest place in the town. But while it is the coolest, the closed shed is the dirtiest when the winds blow, and beyond the Missouri this means more or less of it every day of the year. People out there don't mind it when in the open, for it is accepted as a feature of their living conditions which cannot be gotten away from. In a closed shed, however, it is partcularly annoying when the winds comes from the right direction to make it so. As the dust is blown in it stays there. You never see the wind blowing it out again, and practically all of it remains on, in, and about the lumber piles, and stays there. Probably a ton of dust is blown into such a shed during the year.

Keeping Dust Out of Sheds

In dry weather, its effect on the lumber is only to stain it, which is no injury, except perhaps to portions of the finish stock that is slow moving. But when damp weather comes the lower parts of the piles having a larger accumulation of dust, are prevented by it from drying out, for it closes the pores of the wood and remaining long enough in this condition decay begins. This is the reason why the bottom layers in piles of slow moving stock are found to be damaged when taken out. The piles of such stock should be moved before they get black, and the bottom layers put on the top part of the pile. A good deal of dust can be kept out of these closed sheds by exercising a little care in keeping the doors closed on those days when the wind is more direct to the ends of the shed where the doors are. A plank driveway should be frequently swept, but this is hardly practical with a dirt floor. In this case an application of common salt scattered over it will keep the dust down materially. When it is possible to obtain the crude oil that is used in surfacing hard roads, a coating of this will be better than anything else.

I was in a country yard last summer that has all its alleys and shed driveways paved with hard brick. It was a warm day and one of the yardmen was using the hose for flushing them. This was a daily practice, serving to keep them clean and cooling the atmosphere in the shed on a warm day. I noticed, too, at this yard that the shingles were piled on end and in spells of dry weather the hose was turned on them to keep them in better condition for use.

Many country towns now have water works systems and doubtless the lumber yards in these places have the water piped into them. If they have not, they ought to have it, for it is a great convenience in keeping down the dust as well as being mighty handy in case of fire. Such a thing as this would have been considered a great luxury in the old time country yards in which the dust was swirling in the alleys during the greater part of the day and no letup in it for weeks at a time without rain. Those old yards were little less than a torture to work in on a blazing hot day with a thirty-mile wind swishing the dust up and down and all over you. There were no bath tubs either in those days such as we have now. And those little dinky offices we used to have, clean them out in the morning and before noon everything inside would be covered with the dust blown in from the street. You can imagine what a nice (?) place it was to write up the books on those blistering, dusty days of the year. A finicky man was out of place in a lumber yard in those times.

Giving Attention to Green Stock

A good deal of green lumber has been shipped to the retail yards during this period of stock shortage. The mills had no time to dry it properly before shipping and in many cases it came to the dealers in bad condition. In warm weather lumber that is not dry before loading in the car, will be more or less stained in transit, especially yellow pine that is sappy. I have seen carloads of common stuff and two-thirds of it was black with mold. No amount of drying will brighten it again. Although it does not injure the strength of the wood, it is not so saleable as light lumber. A dealer has no pride in showing a customer such looking stuff. If it is very soggy the thing to do is pile it right away with a strip between every two layers, if it goes in the shed. Every second layer will do if piled outside in warm, dry weather. Finish lumber that is not dry should be stripped every layer. The worst pieces should be stood on end before going into pile, and reversed, as the top end will dry out sooner than the bottom. This is something that but few dealers are aware of. Any of you can verify it by taking two or three pieces of soggy dimension and standing them up under the shed, putting the bottom end on a piece of board. You will be surprised how quickly they dry out, and furthermore, the pieces will not warp as they are liable to do if laid flat. Sometimes you may get in some 2-inch finish that is not in condition for use at the time. Stand it up on end as suggested and it will be ready for use in a few days. You can apply this idea also to any stock coming in bunches. Stand the bunches up for a few days and they will be fit to go into pile.—C. H. Ketridge in the "Mississippi Valley Lumberman."

Applying Stock to Customer's Need

"When a man comes into your place of business for material," says a wise lumber dealer, "the first thing to find out after the initial greeting and learning his requirements, is, what he is going to build. It is a common habit for a customer who wants 2 x 4-8 to drive up and call for 16's, or, if he is going to cut the stuff into 4-foot pieces, nine times out of ten he will ask for 12's, and so on, and the same way with inch stock and other dimensions, and when the yard man becomes impressed with the value of finding out and gets it to working, I figure he is coming along.

"This not only helps you to work off short stuff, and odd and cull items that may fit his wants completely, but you are saving the customer money and convinces him that you have his best interests at heart. When a man comes into your yard and calls for 18's, and you are short of 18's but long on 12's, you have done a real stroke of business when, by asking, you discover that he is building a chicken coop and wants to cut those 18's, into 6-foot lengths, so you sell him the 12's instead of the 18's. Finding out how you can apply your stock to the customer's needs certainly helps keep down the investment in times like these, when it is keeping the yard man jumping sideways trying to finance his business.

"Not only will you often find that you can supply the farmer's needs with shorter lumber than he originally asked for, and thereby save him money, etc., as above stated, but generally you also find that the lengths you prefer to sell him and which he can use will 'ride" his wagon much better than the long lengths he wanted to buy and cut up. This itself is a good argument many times.

"I keep all our crooked lumber cut up into short lengths, where the crook makes less and probably no difference to its value, and we keep this stock handy and "ready" to be shown and loaded, and its very convenience and readiness is sometimes effective in creating a sale for it. Anything that does not come up to standard for short length lumber we use for various purposes, some of it for crating, etc., while the actual waste we bind up in bundles and sell for kindling, thus using up every scrap of every size."

There is a whole lot of good experience and profound wisdom in the previous statements. It is undoubtedly being more thoroughly demonstrated every day that the man who knows, first, his own stocks and their uses; and, second, who finds out exactly what his customer needs, instead of only what he says he wants, is in splendid position to better serve his trade and profit himself.

Price Cutting Said to be Ended

The price-cutting campaign, which was inaugurated about two months ago, seems to have come to an end. It cannot be said that there is any immediate prospect of a return to the high levels from which the decline started, but it is unlikely that the decline will continue except in occasional instances, says a recent despatch from New York.

While it is probably true that the peak of high prices has been reached and passed, the opinion prevails in high financial circles that the world is not in a position for a rapid price decline. The United States alone is carrying a burden of new Government indebtedness of approximately $25,000,000,000, representing capital which should have gone into railroads and other construction and development work.

The advance in prices of the past year has not been due to profiteering alone, but has been largely due to the scarcity of goods and service of all kinds. While this check upon high prices is wholesome and desirable, it does not signify that the country has got back to a point where there is a normal relationship between supply and demand.

There may be some further reductions in prices of commodities, but there will also be some advances, particularly in food products and cotton textiles. The probability is that we have reached the end of runaway markets, and that whatever advances do occur will have to show themselves to be fully justified. Every advance in a commodity will be watched and carefully inquired into. The public are in no mood to accept gouging of any kind.

Joins the Lumber Selling Ranks

D. H. Johnston, Woodstock, Ont.

D. H. Johnston has taken a position with P. L. Canfield, wholesale lumberman, Woodstock, Ont., and entered upon his new duties. He is now making his initial calls upon the trade in Western Ontario.

Mr. Johnston is a native of Belwood, near Fergus, where his parents still reside. He was educated at the High School in Fergus, and six years ago entered the Imperial Bank in that town. Subsequently he was transferred to Woodstock, where he occupied a responsible position in the institution until September, 1919, when he was appointed manager of the branch at Belwood. During the past summer he was in charge of the Crystal Beach office of the Imperial Bank. Mr. Johnston, who has now left financial circles to enter the arena of lumber selling, is 22 years of age and a bright, promising young man. He attended the annual outing of the Wholesale Lumber Dealers' Association at Grimsby, where he met a large number of friends in the industry. Mr. Canfield's business has been growing rapidly of late and it was necessary for him to have assistance. Mr. Johnston will remain in the office when Mr. Canfield is away, and when the latter is at home Mr. Johnston will make calls on the trade, so that continuity of service is assured.

No Reason for Stampede in Prices

There has been a noticeable decline in the sale price of spruce all over the east for the past three or four weeks, which has caused some wholesalers holding large stocks to become stampeded into offering some stocks at too low a figure, as compared with actual costs, say the Rimouski Lumber Co. of Rimouski, Que., of which J. H. Poulin is the manager.

Several wholesalers who purchased stocks at as much as $12.00 per M under the price that they would have to pay for spruce to-day, can afford to let a good lot of stock go without any real suffering, but the question arises, where are they going to replenish their supplies to keep up with a decline which they are themselves creating.

The costs of logging last winter and labor this spring and summer has not created a condition of cheapness in lumber. The usual summer stagnation is with us of course, which also helps the retailer who wants to buy now to get stocks for less than they are worth.

We are all trying to imagine a drop in lumber, but like a dollar in one's mind, it goes no farther than the imagination. Like pulpwood lumber will not be lower than it is within a few weeks and the retailer can expect to pay handsomely for having sat wisely back, awaiting the great saving he expected would come by not buying presently.

There is no reason for cheap lumber during the balance of the year. People must be housed and will be at any cost, and from our point of view we may expect a stiffening in the market that will make to-day's prices certainly look very cheap.

The Responsibility of the Retailer

A retailer is responsible for the statements he makes as to the quality of goods he sells whether he is merely repeating the statement of a manufacturer or not. It behooves retailers, therefore, to be certain as to the accuracy of descriptions which are given by manufacturers whose integrity might be doubted. Such a warning was recently issued by H. J. Kenner, secretary of the National Vigilance Committee of the Associated Advertising Clubs, and was given wider circulation among California merchants by one of the Better Business Bureaus (vigilance committees) out there.

In the case in point, a retailer had taken refuge behind the fact that the goods he had advertised had been misrepresented to him.

"The Retailer," said the National Vigilance Committee, "is held responsible morally and legally (in most states) for the accuracy of the statements appearing in his advertising whether or not he merely quotes representations made by the manufacturer from whom he obtained the merchandise. We had an interesting case in court in Minneapolis, when I was secretary of the Better Business Bureau there, in 1915. We arrested a clothier for advertising all wool shirts which were not all wool, but were almost entirely cotton, and as a defence he brought into court his bills from the manufacturers, showing plainly that these shirts had been billed to him as all wool, and he merely advertised them in the same way. The court held that that was no defence; that he should have known whether they were all wool, and unless he was absolutely sure of it he should not have advertised them as such.

"Of course, if the retailer has knowledge that the manufacturer is wrong, and he goes ahead with a mis-statement, that is a fraud clearly, and even if a retailer hasn't knowledge that the manufacturer is wrong and quotes a manufacturer without making some effort to check up, the retailer can be held responsible legally. The retailer is looked upon by the buying public as a specialist and expert in the various kinds of merchandise which he sells and the public relies upon him to set out all of the facts truthfully with respect to his merchandise and holds him responsible—and has a right to hold him responsible. The public has a right to believe exactly what it reads in advertising and to act upon that belief.

"The retailer is and should be held responsible for all of the statements appearing over his signature in advertising. If he does not know that they are mis-statements he should make it his business to know.

Pikers Spend Gala Day at Espanola

The Michigan Pikers' tourists were recently the guests of the Spanish River Pulp & Paper Co. at Espanola. W. J. Hussey, general superintendent of the plant, entertained the entire party at Apsley Lake to lunch, after which fishing was engaged in and a tour was then made of the big paper mill, where 290 tons of newsprint are turned out daily. The members were astonished to learn how the spruce tree is ground into pulp and turned out as white paper for the daily journals. The party left Espanola for Blind River and Thessalon. The pikers announced that the road from North Bay to Espanola was the poorest that they had encountered in Ontario. The five-ton trucks on the tour broke through four bridges and one culvert before getting to Espanola. The experience is considered as a good omen for a stronger business.

Will Build Big Power Dam

The development of the Gatineau Valley by the Riordon Company, Limited, which has absorbed the Gilmour and Hughson and C. E. Edwards Company interests, will proceed soon. Notices have been received by the residents of Chelsea Island, a few miles from Ottawa and opposite Chelsea, Que., to quit their cottages by September 30 next, in view of the proposed developments. The cottages are rented from the Gilmour and Hughson interests, and have been used for many years as summer residences.

It is stated that the big power dam at Chelsea, which will raise the level of the river over twenty feet, will be started this fall or early next spring. This dam will create an enormous amount of power, and will raise the river as far up as the Cascades, that is, seven miles. Chelsea Island will be several feet under water when the river is finally raised by the dam.

It is said, moreover, that the river will be so high, once the dam is built that the road up the Gatineau, and also the railway tracks in the neighborhood of Kirks Ferry, will be flooded by the new level, and will either have to be elevated or rebuilt on higher ground.

The seven miles of still river which this dam will create will be used as a reservoir for pulp wood.

Holds Record for Load of Lumber

According to the reports of past records of the Canadian Robert Dollar Company, the S.S. Robert Dollar, an 8,800 ton standard Robert Dollar type of freighter, holds the record for a deckload of lumber out of British Columbia ports. Though the load of 870,000 feet of lumber on the deck of the S.S. Canadian Prospector, an 8100-ton ship is a very high figure, the Robert Dollar claims the palm.

In 1914, under command of Captain R. L. Norton, now shore superintendent for the company, the Dollar ship loaded one million and fifty thousand feet on her decks, at the port of Genoa Bay. The lumber was piled 17 feet high. All told the ship carried 4,990,000 feet. Both cargo and deckload are believed to be Canadian records.

Market for Prairie Pulpwood

A recent despatch from Regina says: An offer for pulpwood at a price of $12 per cord f.o.b. cars, Fort Frances, has been received by the Bureau of Labor and Industries. An inquiry will now be instituted as to the freight rates, points of shipment and other features with a view to finding a market if possible for the great quantities of this wood being cleared from the settlers' holdings in the northern part of the province. At present this wood is being destroyed, and a market would prove a source of revenue for setlers during the years the land is being cleared and before a crop can be secured.

Why Don't You Write?

By J. C. Hemming

Why don't you answer letters? Yes, YOU who are a careless correspondent and deliberate delinquent.

Are you busier than other people who reply promptly and pleasantly to all correspondence, or are you simply negligent, self-centered, narrow, short-sighted and of the dont-give-a-continental-cuss attitude?

You may swing along this way for a period but eventually you will lose social and business friends, life-long associates and worth-while acquaintances.

Of course, you like to get letters of the true, friendly type that are like a breath of fresh air or a bright spring morning, but apparently, you do not want to play your part.

The fifty-fifty proposition closely approaches the Golden Rule, but you would make the odds one hundred to one; in other words, you take all the epistolary toll and let others do the work; you reap the joy and they the pains.

Perhaps they write you once, two or three times and still no response. What kind of a moral and mental make-up have you?

If you should ask someone a civil question and receive no answer, then repeated the query and still no reply, what would you think?

You would consider yourself the victim of a downright insult and feel inclined never to recognize again such an offender.

This observation refers to oral matters, but how much greater is the misdemeanor in the line of correspondence. The written word carries more weight and is of more significance and import than the spoken.

"Why don't you write?" exclaim some. You take occasion to do so—several times—and then lose faith in the would-be correspondent for not acknowledging communications or regarding so lightly and selfishly the obligations of courtesy and custom.

The world has little use for the gusher and the glum, the flouter and the flirt, the egotistical and the envious, the oppressor and the obdurate, the liar and the loafer and a score of other characters that are all too painfully present in this rushing, restless age.

Is it not high time that in this comprehensive category there should be included he or she who never takes the trouble to answer a letter?

They, who desire to have genuine friends must first show themselves friendly. Social and business correspondents who persistently pass up everything in the way of written message, may awaken to find themselves occupying a niche of complete isolation in the esteem, affection and goodwill of their fellows.

Sooner or later the world places its stamp of approval on sincerity and worth, and we are coming to that stage where it will refuse to countenance the indifferent and indolent correspondent.

Get a Transfer

If you are on the Gloomy Line
Get a transfer;
If you're inclined to fret and pine,
Get a transfer
Get on the Sunshine Train, there's room
Get off the track of doubt and gloom
Get a transfer.

If you are on the Worry Train,
Get a transfer;
You must not stay there and complain
Get a transfer;
The Cheerful Cars are passing through
And there's a lot of room for you,
Get a transfer.

If you are on the Grouchy Track,
Get a transfer:
Just take a Happy Special back,
Get a transfer:
Jump on the train and pull the rope
That lands you at the Station Hope,
Get a transfer.

If You Should Die To-Night

By J. C. Dionne, in Gulf Coast Lumberman

Did you ever stop to ask yourself that question, Mr. Lumberman?

Did you ever sit down and try to itemize honestly and without bias the things YOU have done for the lumber industry, and look yourself squarely in the eye and tell yourself the truth about the matter?

Remember the story of Jones, who was showing his visitor Smith around town. They passed a portly gentleman who bowed condescendingly to Jones, yet whose condescension seemed to please our friend. When the big man passed from earshot, Jones remarked rather proudly to his guest:

"That was Jim Bond. He's worth FIVE MILLION DOLLARS."

And Smith, who had looked Bond over, and who was something of a human nature judge, asked, dryly:

"Who to? Himself, or the town?"

And the world, and the lumber industry, is well supplied with men whom their fellows frequently call "successful," of whom Smith's question might pertinently be asked; and there could be but one answer—"HIMSELF."

Men of utter selfishness. Men whose only aim and only ambition is to get together as many dollars as possible, and to hang onto them—"Until death do them part."

YOU know some of them. We all do.

Let's suppose that one of them had just died and we are writing his obituary. NOT a regular obituary. An HONEST obituary; doing him no whit of injustice; merely telling the truth. It reads like this:

"Jim Bond, President of the Bond Lumber Company and associated interests, died last night. He had been in the lumber business thirty years, and left an estate of FIVE MILLIONS OF DOLLARS. He took this huge sum OUT OF the lumber industry. He put back NOTHING. Not a thought; not a deed; not a constructive act; nothing whatever that served to make the industry better, or the world more fit to live in. He did NOT believe in co-operation. Those fundamentals of the industry without which there could have been NO INDUSTRY, he did NOT support. The foundations and the superstructure of the lumber industry—essential to the very EXISTENCE of the industry—knew neither his assistance nor his help. He boasted of the GRADE of his lumber, yet he never supported those institutions whose grading rules he used. When things arose that required the co-operation of the stalwarts of the industry, Jim Bond was missing. He was too cautious, too stingy, too narrow, too short of vision, to appreciate the big things of LIVING. The idea that he had a PART TO PLAY in the industry; that he OWED A DUTY to the industry; found no place in his soul. If all men acted toward the world as Jim Bond did toward the industry, mankind would still be savage, living in caves, clad in the skins of wild beasts, and knowing no God. Jim Bond is GONE; like a derelict sinking in the fathomless depths of the sea, leaving no trace behind to mark where once he was. And no man can look back over his life and say —'THIS is what he did for the lumber industry.' "

Know any Jim Bonds, Mr. Lumberman?

Think that question over, once in a while. If you dropped off to-night, could it be said of you that you had left a constructive mark on the industry that has supported you? That it is better off because of YOU?

Work hard to keep from being a Jim Bond. So live that the world could say if you went to-night:—

"IT'S A BETTER INDUSTRY AND A BETTER WORLD, BECAUSE OF HIM."

The Pine Tree

My purpose is undivided—one straight tall shaft, rooted on firm earth, but pointing to the highest Heaven.

My range unlimited—happy in the icy North, the last outpost of life—living bravely above the snow line—undaunted by any region or clime—thriving under the tropic sun.

My branches extending North, East, South and West—I know no limits to sympathy, no race, or creed—I am the symbol of Brotherhood.

My green is Immortality. Amid the dead I symbolize Life.

My balsam resists decay—its fragrance is Love.

My spirit is the Balm for the Healing of the Nations.

The Incompetent Dear at Any Price

Mark Rogers of Parry Sound, Ont., states that his cut of lumber this season will be about 50 per cent. larger than in 1919. This year he will take out fully 12,000 ties and declares that he has had no difficulty in getting logs, having had very good service form the railways on all shipments.

Mr. Rogers thinks that the advance in the price of lumber since last year has been in ratio to the advance in the cost of production. Referring to the labor situation he says that he has been able to get plenty of men—a fairly good mill gang and a few other good men, and there is the drifting gang that stay from two to five days. These drifters, he adds, are seldom good men, but help out in a pinch. A few days ago he started six of them in the morning, one stayed about ten minutes, another was gone by noon and a third before night and he was not sorry as they were of little use.

Touching upon the wage question Mr. Rogers remarks: The high rate at the present time is not the worst thing we have to contend with. Many of the men are unskilled, and not a few are simply time servers. Good men who will work are not receiving too much money, under existing conditions. Too many fellows at the present time are endeavoring to make a living without being producers. I avoid, as much as possible, any friction with my help. When wages go up I try to raise mine before the men demand it, that is, the workers who I think deserve it. Others, if they do not like what they are receiving, may go, as the poor man—by that I mean either the lazy chap or the incompetent—is nearly always dear at any price.

Movement to Standardize Invoices

A committee appointed by the National Association of Purchasing Agents has been at work a long time devising better standardization methods, and is now giving its attention to standardizing invoices, as to size of the sheet, kinds of paper, and the arrangement of the data on the invoice. The regulation of sizes is for the purpose of making possible better and more compact filing. It is expected to do away with the large number of odd sizes and shapes of invoices and to substitute a few which should be of convenient size and form. The committee favors the master size for the invoice to be 8½ x 7 inches. This size is now extensively used. Two additional sizes have been adopted tentatively, 8½ x 11 inches and 8½ x 14 inches. These will fold conveniently for filing in many of the cabinets and devices now in use.

It is urged that paper on which invoices are printed be restricted to one weight, either 13 or 16-pound stock; and that original invoices, and originals only, be printed on white paper. This is intended to prevent the payment of duplicate invoices by error, since the paper's color would at once show whether it was an original or duplicate.

A change in the usual manner of making out the invoice form provides that the quantity of each article appear on the right side of the sheet instead of on the left, next to the price of each. This is for the convenience of those who have to check the items. Such invoices, or copies of them, are often filed in binders, and if the items are on the left, they may be concealed by the binder, or so near it that it is difficult to read the items.

The commitee is still at work, receiving and considering suggestions, and it is the intention to bring the matter up for action at the meeting of the National Association next Ocober.

Does It Always Work Out Like This?

Writing to the "American Lumberman," a resident of Springfield, Ill., says:

Facts are better than fiction. Following is a statement of facts:

I would prefer to eliminate the names of the interested parties, but should any one be interested enough to care to know, I can give the names and all in detail.

Last October, 1919, a reputable contractor in Springfield figured a house bill with us. The owner, naturally desirous of obtaining any competition that he would consider legitimate, took the matter up with one of the mail order "ready built" house concerns. After getting all figures together, the owner was convinced he could save some money, and following a conference with the contractor, placed an order by mail for his "ready built" house.

Now the interesting facts appear.

The job was to have been completed inside of sixty days. The owner was paying rent, and wanted to move early, prior to the extreme cold weather setting in. In his calculations, the owner overlooked the expense of excavation, brick work in the foundation, the building of his flue, plastering, and other items which the "ready built" house price did not include.

In February, 1920, the contractor began calling on us for materials that were short. Since then he has occasionally called on us. The building has been under way now for eight months. The contractor was in our office to-day, and has just told me that all deliveries have not been made. There are still due and unshipped, the bath tub, the sink, and some of the other items. As to when they will be delivered he does not know.

He told me that the owner and himself are both very much disappointed over the outcome. Delays in deliveries have been serious, the expense has mounted up much higher than was anticipated, and he further stated he and the owner are of the opinion that everything considered, the place is standing them over one thousand dollars more than had they bought the materials in Springfield at the prices quoted.

Allow me to state further as to what also often happens to many of our customers who figure bills with mail order houses and "Ready Built" house concerns. Usually opportunity is given us to set before these customers all facts and figures, and proper comparisons. My candid opinion is that over 90 per cent. of the building materials used in Springfield are furnished by Springfield dealers. The less than 1 per cent. that is purchased outside has caused enough dissatisfaction and expense to maintain these percentages.

Gas Masks for Forest Rangers

Necessity taught the English and Americans the use of gas masks. Now these same accessories of war have been put to use in fighting attacks of the destroyer in nature.

A severe forest fire in Glentanar Forest, Aberdeenshire, Scotland, fed by a high wind, raged for days. On the fourth day a veering wind gravely endangered the mansion house of Lord Glentanar, and the village of Aboyne was threatened. Lord Glentanar, who had kept an all-night vigil, following his hurried journey north from London, was called upon to decide quickly whether, in the hope of checking the spread of the fire to the woods of Craigendinnie densely planted with old Scots pines, he would sacrifice another strip of valuable wood at the edge of Knosikie Hill by burning it in advance of the colmun of flame.

He immediately gave orders to withdraw those battling against the advancing fire and to burn the wood uphill. Thus the advance of danger toward the township of Aboyne was stayed, but further off in the depths of the main forest a fierce blaze still roared and crackled.

Subdued at one point, the fire broke out in another, and mobile parties were sent speeding hither and thither to centres which sentries posted on a tall watch tower signaled as being alight. Thus the day was one of alternating hopes and fears. Once came a shout of victory, as over a stretch of three miles a wall of fire was beaten down. But later this temporary success was nullified by a more vicious outbreak further south.

New Creosoting Industry for Sudbury

Work has been started on the erection of a plant at Sudbury, Ont., by the Canadian Creosoting Co. The purchase of the required land involved $60.000, and options were exercised on 147 acres of land along the Soo branch of the C. N. R. and the Copper Cliff-Sudbury Road. The plant will have a capacity of two million railway ties a year, and will treat bridge timber as well. Two hundred men will be employed. They will treat ties and timber from as far West as Fort William, after which they will be distributed to the Eastern Ontario divisions of the C. P. R.

Use of Esparto in Paper Making

During the European war the scarcity of paper pulp in the Spanish market, caused by the difficulty in securing supplies bordering upon the Baltic coast, caused Spanish paper makers to consider the use of esparto to supplement the import supply. Esparto grows throughout extensive districts in the south of Spain, and a poorer quality is found on large areas of poor and sandy lands in Algiers and Tunis. Esparto fiber has been used for centuries in Spain, and the manufacture of matting, baskets, and cordage exclusively of esparto dates from the time of the Moorish occupation.

New Position for Forest Engineer

O. M. Porter, instructor in forest engineering, has resigned from the New York State College of Forestry faculty, Syracuse, to go to the American Pulp and Paper Association, as assistant to Dr. Hugh P. Baker, former dean of the College of Forestry. The resignation is not only one more evidence of the manner in which the industries are looking to the forestry profession for men for practical business life, but will mean the placing of one more trained forester in the paper industry which offers great opportunity for the practical application of forestry principles.

The Decennial celebration of the Forest Products Laboratory in Madison, Wis., was held recently. There was a large attendance and a most interesting programme was carried out.

Jottings and Views in the Pulpwood Arena

The Pulpwood Supply of Canada

James White, assistant to the Commission of Conservation at Ottawa, has written to the press taking issue with a printed statement to the effect that it would take 344 years to exhaust the Canadian pulpwood limits at the present rate of consumption. He says:

'A revised estimate by the commission, based upon the best available data from all sources, places the total of spruce and balsam, the species primarily used for news print, accessible and inaccessible, at 501,000,000 cords, for eastern Canada. That which is accessible to existing transportation amounts to 421,000,000. With reasonable deduction for diameter limit restrictions, loss and waste in logging and stream driving and for merchantable material left uncut and which will be lost through insects, decay and windfall the total on the basis of potential delivery is 301,000,000.

"This includes 100,000,000 cords in Ontario, 18 per cent. private; 155,000,000 cords in Quebec, 14 per cent. private; 26,000,000 cords in New Brunswick, 46 per cent. private; and 20,000,000 in Nova Scotia, practically all private. As nearly as can be determined from census statistics the total of lumber and pulpwood consumption and pulpwood exports of spruce and balsam from these four provinces was in 1918, 5,500,000 cords, or 55 years' supply in eastern Canada at the 1918 rate of consumption, and the rate of cutting is increasin."

May Use Hardwoods for Pulp

It has always been the hope of pulp and paper men that some method would be discovered whereby hardwoods might be used for the manufacture of pulp. At the present time the forests of the province are undergoing a change. All the soft woods are being cut out and the hardwoods left standing, with a result that the latter flourish exceedingly. There are immense areas almost entirely covered by hardwoods and if some method could be discovered for utilizing this in manufacturing paper, great reserves of raw material would be available. The Laurentide Company of Grand Mere, Que., is now planning to experiment with hardwoods for this purpose. The company has large hardwood holdings, estimated to contain 1,000,000 cords of available timber. L. A. Nix, of the company's Forestry Department, is now on an exploration trip over this area. The company, using Mr. Nix's report, has plans to use about 1,000 cords of the hardwood for experimental purposes in the ground wood department of the mill next winter.

Where Pulpwood Goes Begging

A despatch from Victoria, B. C., says: Here is a pulp proposition dished with all the trimmings. Where are the men with capital and vision who are going to engage in this enterprise. It then proceeds as follows:

In the country contiguous to Prince George there lies idle about twenty million feet of available pulpwood, as indicated by figures supplied by the Department of Conservation at Ottawa, as follows:

Nechaco and Blackwater Drainage area	4,478,400
Willow and Bowron Rivers	7,761,600
Paper Fraser River	10,420,800
Stewart, Salmon and Nation Rivers	6,959,600

One cord of B. C. pulpwood on the average makes 1,660 pounds of pulp, or one ton of pulp requires 12 cords of wood. It requires on an average about 65 horsepower per ton of pulp manufactured, so that for a mill of 100 tons capacity, which is a medium size, 6,500 horsepower would be required.

Travelling along G.T.P. from Prince George for hundreds of miles east and west, the country is green with timber, and far up the valleys and stretching back to the hills this timber stand continues.

Whalen Pulp Mills Had Successful Year

A marked improvement in the statement of the Whalen Pulp & Paper Mills, Vancouver, B. C., is shown in the annual statement covering the financial year ending February 29 as compared with the preceding year when a deficit of $337,729 was recorded. The past year, however, has seen a reduction of 17 per cent. in operating expenses while gross earnings gained $600,000, the net profits being $323,000, notwithstanding the fact that one of the plants was closed for six weeks following the signing of the peace treaty.

Reference to the balance sheets of the last two years indicates a gain last year of $1,673,805, in net liquid assets. Total assets now stand at $18,420,831 of which $16,000,000 is in plant, land, buildings, waterpower and timber limits. The company has one of the best managed pulp plants in British Columbia all of which is under the very able direction of Sir George Bury.

The various mills are being steadily improved as regards equipment, and a sum of $193,000 has been set aside for Woodfibre, Swanson Bay and Port Alice and improvements in plant and transportation. Last year the company produced 47,692 tons of pulp, 12,731 (m. feet) of lumber, 1493 (m. feet) of boxes and 61,198 (m. feet) of shingles.

Building Up Market with the Orient

The announcement from Vancouver that Sir George Bury was retiring from the position of presidency of the Whalen Pulp & Paper Company, Limited, was not unexpected. Indeed, those in close touch with the company state that the services of Sir George were secured more for the purpose of placing the organization on a firm basis than with the hope of retaining his services in that capacity for a period of years. The report of the company, as given in these columns last week, indicates in a measure, the success Sir George has attained. His initative in the matter of going to the actual sources for a market for his company was indicated by a statement made last week by the Canadian Trade Commissioner at Yokohama, Japan, E. A. Bryan, who declared that the representative of the Whalen Company was the only one from Canada as far as he knew who had gone to Japan to find a market there and make arrangements for export either of pulp or paper to that country. The Whalen Company export nearly all their production of sulphite pulp to Japan, and would appear to be firmly established in that market. One report is that Sir George may become associated with the new British Empire Steel Corporation.

A report from the West states that American interests may secure control of the Whalen Company at the annual meeting. The opinion in the East is opposed to this, as it is felt that control practically rests now with Canadians and will remain there. The Whalen Company has three plants in British Columbia, at Millcreek, at Swanson Bay, and Port Alice.

Province Gets Refund on Pulpwood Dues

It is reported that as a result of the evidence given before the recent timber probe commission at Port Arthur, that the James Hourigan Lumber Co. has remitted to the Ontario Government between $13,000 and $14,000 arrears. At the sitting of the Commission, which took place recently, it was shown that the company was owing this much in connection with Government dues on about 18,000 cords of pulpwood. It is said that other companies will shortly make similar settlements and that some of the adjustments will be for larger amounts. Any refunds that may be made, while accepted by the Government, do not necessarily close the transaction, as the provincial authorities retain the rights to institute proceedings against the company if warranted by the evidence.

Provincial Company is Expanding

The Port Arthur Pulp & Paper Co. has now been taken over by the Provincial Paper Mills, Limited, of Toronto, as part of its organization. The plant at Port Arthur has been in operation fo rthree or four years and is now turning out about sixty tons of sulphite daily, half of which is bleached. The total book, writing, bond and ledger paper capacity of the Provincial Paper Mills Company mill, at Mille Roches, Thorold and Georgetown, is from 90 to 100 tons a day and in coated paper 15 tons. It is said that the Provincial Paper Co. intend erecting at Port Arthur next year a new book paper mill.

Important Judgment Affecting Pulp Mills

An important judgment affecting pulp mills has just been delivered in the Superior Court in Montreal by Justice Maclennan. This was in the long-standing dispute between Albert Joseph Brown, K.C., and the Canada Paper Company of Windsor Mills, Que., the court finally granting an injunction commanding the paper company perpetually to refrain from using sulphate of soda or any other obnoxious compounds calculated to give off objectionable odors, in the manufacture of pulp and paper at the company's mills at Windsor Mills, Que.

Mr. Brown is the owner of a summer residence at Windsor, and he complained in his action that he has been deprived of the enjoy-

Recent view of Laurentide Pulp & Paper Company's mills at Grand Mere, Que., showing in detail many of the new buildings. The picture affords some conception of the vast increase in building that has taken place in the last few years.. The water tower at the company farm and the houses on the right across the river can be made out in the background.

ment of that residence owing to the disagreeable odors emanating from the defendants' works through the use of the chemical complained of.

The residential property in question has been in the possession of the Brown family since 1801. It is situate in grounds covering fifty or sixty acres. There have been considerable negotiations between plaintiff and the company with the object of effecting a remedy, and an offer was made to purchase plaintiff's property.

The case for the defence was that the discharge of gases from the mill was not injurious to health or vegetation. The process of manufacture of pulp and paper adopted by the defendants was described as one of the most modern. Carbonate of soda had been used up to 1908, but now the use of sulphate of soda was the only process that enabled their mills to compete with imported pulp and also the pulp largely manufactured by this process in this country. It was submitted that there was no known process commercially practicable for removing all, or even the major portion of the so-called bad smelling compounds and fumes from the discharged gases of sulphate pulp. And it was repeated, there was no menace to health. If an injunction, either interlocutory or permanent, were to issue to compel the company defendant to refrain from the further use of sulphate of soda, defendants said they would have to close their chemical or pulp mill and also a portion of their paper mill.

Judge Maclennan found that "nauseating, offensive, disagreeable and sickening gases and vapors, odors and smells difficult to describe" emanated from the mills and caused illness and discomfort to inmates of plaintiff's house and to other inhabitants of Windsor Mills, and held that these detracted from the enjoyment of his property to which plaintiff was entitled. He therefore issued the injunction.

Will Straw Duplicate Pulpwood?

Plans are being made for the establishment of a $1,000,000 paper mill in southern Saskatchewan and large financial interests in Toronto are said to be behind the scheme. W. R. Phillips, a former Mayor of Trenton, Ont., is making a preliminary survey of the territory around Regina, and according to him it has been found from experience that two tons of straw and two tons of coal can be manufactured into one ton of paper. The new industry will utilize thousands of tons of waste straw in Saskatchewan, which heretofore have been burned up. The mill will be located in close proximity to an adequate supply of cheap coal, which is one of the essentials in the location of such a plant. It is believed by the men behind the scheme that the lignite fields of southern Saskatchewan offer the necessary fuel equipment.

Trump Card of the Dominion

"Canada's pulp and paper industry is now one of her trump cards," declared James White, deputy head of the Commission of Conservation of Canada, when he addressed the Rotary Club at luncheon in the Fort Garry hotel, Winnipeg, recently. He gave an interesting outline of the commission's work in the forest division, and what it proposes to do in order that the industries dependent upon the forests may continue.

At present there is a great scarcity of forest products, he stated. The crux of the situation was in the fact that the publishing business in the United States had reached proportions that could not be supported by the forests of the country and had turned to Canada for wood supplies. "Within a period of thirty years," said Mr. White, "we have witnessed the phenomenal rise of the pulp and paper industry. According to the latest figures, it represents an investment of over $250,000,000 and gives employment to 25,000 persons in the manufacturing end alone. Last year pulpwood and paper exports from Canada were valued at $113,000,000, of which nearly 80 per cent. went to the United States. Canada today manufactures more than two-thirds of the newsprint used in the United States."

In order that Canada may continue to supply this large proportion of the newsprint requirements, and in order that the industry may expand and become more profitable, Mr. White pointed out, forest management must be practised in the most efficient manner. In the eastern states there has been a record of depletion and exhaustion of timber supplies. As a prominent New York publisher recently explained before the Advertising Club of Cleveland, if the growth in advertising which has taken place during the last two years were continued, in ten years the United States and Canada would have depleted the forests of America.

"For over a decade," he said, "the commission has been attempting to study the facts in regard to the extent and use of our natural resources so that public opinion may act on the facts as they really exist. The only proper way to conserve any resource is to develop it to the point of highest productivity, and with the maximum of efficiency, and to use every means to maintain its productivity at that pitch."

Mr. White told of the work of surveying the timber resources of the Canadian provinces, and of the efforts to preserve forests from destructive fires, that had been made by the commission. "The losses from forest fires have been positively beyond computation," he said. "Fully one-half the areas in Canada that are fit only for growing trees, have been run over by fire, and the majority of the trees killed or injured. Fires repeatedly sweep the same area, and these repeated fires kill the young trees that are to make the future forest, and the seed trees that, if allowed to live, might replace the destroyed young. One area examined by our foresters had been burned over seven times in 25 years."

The commission, he explained, had initiated legislation which was to deal with fires caused by railway agencies—a factor of enormous importance. Their efforts had been supplemented by independent commercial and educational organizations. Every administrative department in the government charged with the management of timbered areas, is today engaged in the campaign to prevent and control forest fires.

"Forest conservation," concluded Mr. White, "affects the pocket book of practically every member of the community. The man who builds or rents a house, buys a book or paper, or uses advertising space is affected. Every many who has money is one of the 80,000 employed in such work is also vitally interested in conservation."

Press Getting After Fort Frances Co.

Thirteen western newspapers have entered suit against the Fort Frances Pulp & Paper Co. of Fort Frances, Ont., for a declaration that certain judgments or orders of the Paper Control Tribunal are valid and binding on the defendant, and to enforce the same, and for payment of all sums due by the defendant to the plaintiff. The amount involved is about $122,000, the largest claim being that of the Manitoba Free Press, for $52,259. The writ in connection with the suit was issued in Toronto during the past week.

WHERE SAUSAGES GROW ON TREES

In Rhodesia, Africa, sausages grow on trees, thus reducing the high cost of sausages in that land. The growth is a pod with a shell not unlike that of a garden pea, only it is twenty times as large. The tree is called the "sausage tree." Before there is a rush to this land of the growing sausage, it might be said that this tree "fruit" does not come up to the requirements of the pure food law for sausages.

What Constitutes Dry Rot?

The term "dry rot," the Forest Products Laboratory, Madison, Wis., finds, is applied by many persons to any decay which is found in wood in a comparatively dry situation. Thus loosely used the term actually includes all decay in wood, since wood kept sufficiently wet can not decay.

In the more limited sense in which pathologists use the term, "dry rot" applies only to the work of a certain house fungus called Merulius lachrymans. This fungus gains its distinction from the fact that it is frequently found growing in timbers without any apparent moisture supply; in reality it does not grow without moisture and is as powerless as any other fungus to infect thoroughly dry wood. Given moist wood in which to germinate, it is able to make its way a surprisingly long distance in dry timbers, drawing the water it needs from the moist wood through a conduit system of slender, minutely-porous strands.

Wood in the typical advanced stage of dry rot is shrunken, yellow to brown in color, and filled with radial and longitudinal shrinkage cracks, roughly forming cubes. In many instances these cracks are filled with a white felty mass, the interwoven strands of the fungus. The decayed wood is so brittle and friable that it can easily be crushed into powder.

The dry rot fungus is active in nearly every region of the United States, in Canada, and in Europe. It is very destructive to factory and house timbers and to logs in storage. Coniferous or soft woods are more commonly infected by it than hardwoods.

What the Woodsman Really Sees

You can always tell a trained woodsman from a tenderfoot, who sees only the obvious things that are plainly evident, but the trained woodsman notices the little things that are unusual or out of the ordinary, says an authority. For example, the tenderfoot walking through the woods will see a lot of trees that look all alike. The skilled woodsman will notice that one tree is bent in a peculiar shape, or has a knob or burl on one side. When he sees that tree again he will recognize it and know he is on the right trail. The tenderfoot will be startled by the sound of two trees rubbing together or of bushes cracking with the wind. The woodsman recognizes these as ordinary sounds, but he hears the faintest of a twig, made by an animal stepping on it. The tenderfoot walking on a trail sees only the path in front of him, which looks all alike. The woodsman will notice the slightest mark in the trail that shows that some animal or person has passed before him, and he will be able to read these marks and tell the tale of what happened.

Blazed Trees Aid to Historians

In earlier days, when large portions of the country were covered with forests and there were few roads, travel was often possible only by way of paths "blazed" through the woods. To blaze, as every woodsman knows, is to strike off a chip from the sides of trees, so that the line of marks shall indicate the direction of the trail.

In blazing for a path small trees were marked, but in blazing for the bounds of a lot or town or for a farm line larger trees were usually selected, the blaze being made about breast high. When, however, as was often the case, the blazing was done in winter on deep snow by men travelling on snowshoes, the mark was necessarily higher up. When such a line is traveled in the summer, especially after some years, during which the trees have grown, the marks are sometimes found high up on the trunks and are likely to escape the eye of the inexperienced. As many of them will also be partially overgrown the task of the surveyor who goes over one of these old lines is not always easy.

If the boundary line passes to the left of a tree selected for blazing the cut is made upon the right side. If the line goes to the left the tree is blazed upon the left side.

In running a boundary line at a corner, where two lines come together, either a "monument" is erected—a stake supported by four boulders—or a tree is blazed on all four sides to indicate as clearly as possible the turning point of the line.

The permanency of the record made by blazing trees is quite remarkable. It is a matter of fact that in many cases of disputed boundaries in many cases of disputed lines or boundaries of lots in forest lands the courts have held the records of the blazes as sufficient and reliable, where carefully drawn plans and formally attested title deeds have been set aside. The wound of a blazed tree heals over, but never so completely that the scar may not be readily recognized by the experienced woodsman, hence it follows that so long as the blazed tree escapes fire and the axe of the lumberman so long it remains a faithful record of the line as surveyed.

Blazed trees also fix dates almost as accurately as they preserve boundaries. The outer shell which has grown over scar is cut away, and the rings in the wood beneath the bark testify to the number of years which have elapsed since the blaze was made.

Standardization of Moulding Patterns

The National Lumber Manufacturers' Association is endeavoring to bring about what appears to be a very desirable accomplishment—the standardization of lumber sizes and moulding patterns. The committee working on the latter, consisting of representatives of the American Institute of Architects, the Wholesale Sash and Door Association, and the National Lumber Manufacturers, Association, prepared a schedule which was submitted to the various interests last spring, and at the annual meeting of the American Lumber Congress, in April, that body went on record as favoring standardization and urging the various interests to give careful consideration to it.

Lumber sizes have varied a great deal in different producing districts, and there is still wide variance. Differences in widths and thicknesses come about, particularly in surfaced lumber, by the different amounts of material taken from the rough lumber by the planers, and by action of associations of lumbermen manufacturing different kinds of woods in establishing individual association standards. There has always been the argument that so long as lumber was thick enough to serve the uses to which it was put, manufacturing it a little thinner than plump thickness for the various sizes effected a saving in freight bills to the buyer, increasing with the distance which it is hauled from the mill to the retail distributor. At various times, however, state legislatures have been asked to consider proposed laws which would compel manufacturers within their borders, and also wholesalers and retailers, to sell "inch" lumber full inch thickness, and other sizes full measure. These laws have always failed of enactment because it could be shown that there was no demand for such action.

With moulding patterns there has not been any such criticism. Desire for uniformity of patterns has come from another source. Buyers of mouldings have found a diversity of patterns manufactured by different mills and factories, and when it has been impossible to obtain supplies from the mill or factory that manufactured stock on hand, it has sometimes been difficult and often impossible to match such stock with the products of other manufacturers. From the point of view of convenience to the retail dealers, it would appear desirable that patterns be standardized. As a matter of fact, there are many standard patterns, though individual mills and factories may not make them all, and may make individual patterns which are not standard, and there is an argument for the latter.

A considerable number, particularly of the larger manufacturers of millwork, make a business of turning out complete interiors of individual design.

Embarks in Wholesale Lumber Line

Mr. Anton Selander recently started business as a lumber wholesaler at 103 St. Francis Xavier Street, Montreal, dealing in Canadian and American hard and soft woods. He is a Swede by birth and learned his business in his native country, his father being president of a number of Swedish companies. Mr. Selander was a Swedish forest engineer prior to coming to Canada. He travelled ex-

Anton Selander, Montreal

tensively in Europe as the representative of Swedish lumber concerns and was also vice-consul for Norway and Sweden at Blythe, England.

His business positions in Canada include the management of the forestry department of the St. Maurice Paper Company and management of the lumber department of the Canadian Car and Foundry Company, Montreal.

New Match Factory for Winnipeg

During the past four months nine new industries have been established in Manitoba, representing over half a million dollars in capital. Other concerns are about to locate in the Province, and still others are looking for factory sites, which apparently are difficult to secure. Of the new enterprises already established seven are in Winnipeg—a cut-glass works, a cone factory, a pulp and paper mill, a film concern, a fruit-juice bottling works, a firm of cap manufacturers, and a suitcase factory. A wall-board factory has been located at Selkirk, Manitoba Province, where wall board will be made from straw, and a similar plant, it is learned, will be erected in Winnipeg.

A new match factory, employing 50 hands and producing matches for the western market, will be in operation by November. On account of the dry climate, Manitoba is said to be specially suited to match manufacturing. There are now but three match works in all Canada, and these are located in the east. A fibre-box company will also locate its plant in Winnipeg this summer, utilizing scrap paper in the manufacture of composition shipping cases, and a local self-locking concrete wall company, owning and operating the Sawyer system of concrete construction, will soon be ready to place its product on the market.

Eastern Town Saved From Destruction

Upper Gagetown, thirty miles below Fredericton on the St. John River and a short distance from Gagetown, the shore town of Queen's County, after being menaced by forest fires during the week end, was declared in messages to the Canadian Press to be out of danger.

A report received stated that the fires were then under control, that a large crew of men were engaged in fighting the flames, and that the fire had covered a strip of land four miles in length and three miles wide. The New Brunswick Companies, Limited, controlled by English capital, own the property damaged by the fire. The fire reached within a short distance of the village before the flames were under control. No buildings were destroyed and the total loss will not be heavy, although the danger was at times great.

Swelling the Ranks of the Hoo-Hoo

The great big drive for membership of the Concatenated Order of Hoo-Hoo will be held from August 9th to 19th, and from reports received by Secretary-Treasurer H. R. Isherwood, St. Louis, Mo., there is going to be one grand, great boom to augment the ranks of this worthy and widely-known organization. Not only will new members be secured, but old ones in arrears will be asked to pay up. Everybody who knows of the Hoo-Hoo and what it stands for, which was fully explained in the last edition of the "Canada Lumberman," will not be lukewarm in coming forward to further the interests of this reputable organization. The big drive has created a lot of interest and takes place, as already announced, from August 9th to 19th. The slogan is "Loyal Hoo-Hoo, it's up to you to do one day's work for Hoo-Hoo."

The annual convention of the organization will be held in St. Louis on September 8th, 9th and 10th, and promises to be the greatest ever. The Statler Hotel has been selected as the headquarters for the sessions and those who can make it possible to attend should send in their reservations now, addressing the Hoo-Hoo office, Arcade Bldg., St. Louis, Mo., direct.

Encourage Building Sleeping Porches

We have never ceased preaching on the great value to a business man of the ability to make and hold friends. The merchant who holds at once the business respect and the personal friendship of the people of his town, is going to be the king bee in his line of business in that town, says the "Gulf Coast Lumberman."

Then take this tip, Mr. Dealer. We know of no way in which you can bring to your side more enduring friendship in your trade, than by selling your townspeople sleeping porches. Prove it for yourself. Go talk to the folks who now have sleeping porches, and discover what they think of them. At this time of the year there is no possession under the sun that is one-half as popular with the average family as their sleeping porch. They sleep in the open air—dreamlessly, coolly, comfortably—and they rise in the morning strengthened and refreshed, to hear their neighbors telling what a hot night it had been.

Every family that owns a sleeping porch, thoroughly appreciates that possession. They are open and frank in their appreciation. Doesn't it stand to reason then, Mr. Dealer, that a real stroke of business genius on your part, is the building of just as many sleeping porches in your town as possible. Why, it has gotten so now in many parts of this country, that the home that is offered for sale that cannot brag about having a "lovely sleeping porch," is immediately at a disadvantage.

It is ten degrees cooler on a sleeping porch on a hot summer night than it is in the coolest bedroom inside the house. Inside the house the mosquitoes may be biting in swarms; outside on the sleeping porch you are untroubled by them. There is health, happiness, satisfaction in sleeping porches. Compared with their value and usefulness, they give you more for your money than almost any other possible investment.

Sell a man who never had a sleeping porch and before the summer is over you have earned his deep gratitude. And you have done wonders for himself and his family.

Get some sleeping porch plans.

Write a sleeping porch letter.

Run a sleeping porch ad.

List your town folks who need sleeping porches.

Use the mail, the newspaper, and your personal solicitation to reach him.

Visualize with your plans.

Don't let a single family in your town go without a sleeping porch simply because you have not made the proper effort to provide him. That is your job. You accepted such duties when you became a building merchant.

Retailers Having Annual Excursion

As the "Canada Lumberman" goes to press between fifty and sixty members of the Ontario Retail Lumber Dealers' Association are enjoying their annual outing to North Bay, Callander, Trout Mills, Cache Bay, Sturgeon Falls and the French River. The trip will occupy four or five days and several points will be visited while the members will partake of out-door shanty lunches, fishing trips, motor and steamer rides, etc. A full report of the jaunt will appear in the next issue of the "Canada Lumberman."

Examinations for forest rangers and scalers were held in Fredericton recently. Seventeen men wrote on the examinations, hoping to qualify for Government rangers. Following the written and oral examinations the men were taken to the Victoria mill, where they were given some tests in scaling.

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

Wanted

Two Hundred Thousand Feet 4/4 Birch, No. 2 Common and Better. Box 303 Canada Lumberman. 13-16

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request. Also Deal ends.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Birch Wanted

No. 1 Com. and Btr., 4/4" to 16/4". Name us your best prices delivered here for dry stock. Will contract for mill output in Birch, Elm, Basswood and Ash.

WARREN ROSS LUMBER CO.,
10-t.f. Jamestown, N.Y.

WANTED

White Pine Spruce
ALL GRADES.
Also LATH of all grades

JOHN F. BURKE,
2-t f. Aeolian Bldg., New York City.

White Pine Wanted

One car or more each of:

1 x 10" x 16'
1¼" x 10" x 12 to 16'
2" x 12" x 16'
1¼" x 8" x 12 to 16'
1¼" x 12" x 12 to 16'
1" x 12" x 16'

in best grade you can furnish, which please describe in your offer.

G. ELIAS & BRO. INC.,
15-17 Buffalo, N.Y.

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

FOR SALE: Cull staves for crating purposes, thirty inches long, from four to seven inches wide, one-third of an inch thick. Trenton Cooperage Mills, Ltd., Trenton, Ont. 13-16

Thick Dry Oak For Sale

1 car	3 "	1st and 2nds Red Oak
½ car	2½"	No. 1 Common Red Oak
½ car	3 "	No. 1 Common Red Oak
½ car	2½"	No. 2 Common Red Oak
1 car	2½"	No. 1 Common White Oak
½ car	3 "	No. 1 Common White Oak
1 car	2½"	No. 2 Common White Oak

All Ohio stock one year and older. Can ship immediately at very attractive prices. Address Box 313, Canada Lumberman. 14-15

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

For Sale

4,000 cords 4 feet sap peeled pulpwood, Spruce and Balsam, containing about 90 per cent. Spruce, for immediate or next summer delivery, situated at Blue River, Canadian National Railway; 23½ cents to Watertown.

QUEBEC LUMBER CO.,
98 St. Peter St.,
Phone 329 Quebec, Que.
10-15

For Sale

25/30 M. ft. 1 x 8 White Pine, 10/16 ft.
25/30 M. ft. 1 x 10 " " "

Quality, Mill Run, Mill Culls and Clears out.

For prices address—

Standard Export Lumber Co., Ltd.
406 Board of Trade Bldg.,
Montreal, Que.
Phone Main 7761. 15

Dry Merchantable Spruce

600 M. ft. 3 x 8—10/20',
75% 14' and longer.

J. E. Harroun & Son,
14-15 Watertown, N.Y.

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

For Sale

F.O.B. cars or delivered, 60,000 feet of 3 x 2 No. 1 Fir, has been used for the construction of three buildings same size, for joists. Buildings were erected expecting to be taken down, so materials are in first class condition. For particulars address: Leslie J. Hastings, 27 Wellington Street, Brantford, Ontario. 15

FOR SALE—LATH

10 cars Merch. Spruce Lath, 1½" x 4'
3 cars Hardwood Flooring, No. 1 and 2, also Clear.
About Two Million feet of Spruce, Pine and Hardwood in the new cut.

J. P. ABEL, FORTIN & CO.,
379 Desjardins Ave.
15 Maisonneuve, Montreal, P.Q.

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

WANTED—A complete Saw Mill to cut 20 M. per day, with plenty of power. Box 311, Canada Lumberman. 13-

Wanted

Second-hand Portable Saw Mill, 30 to 40 H. P. Must be a good outfit. Apply to Box 336, Canada Lumberman. 15

Machinery For Sale

FOR SALE—One used Waterous Carriage. Apply Bishop Lumber Company, Ltd., Nesterville, Ont. 15-16

For Sale

One NEW KENDALL GANG—can be seen at the Wm. Hamilton Mfg. Co.'s shops at Peterboro. Apply for price to Schroeder Mills & Lumber Co., Pakesley, Ont. 13-16

Circular Slab Resaw For Sale

Strictly First Class Machine carrying 42" inserted tooth saw. Keenan Bros., Limited. Owen Sound, Ont. 9-t.f.

Truck For Sale

Four-ton Acason Truck for sale, run 18 months, good as new, new tires throughout and in best of condition. If interested see this at once. Price $4,040, $2,500 cash, or will take amount in lumber. Terms on balance arranged. Apply

HALL BROS., LTD.,
12-t.f. Toronto, Ont.

For Sale

One Holmes Two Saw Edger
One Woods Self-Feed Rip Saw.
One Mitts & Merrill Hog.
Write to

THE C. BECK MFG. CO., LTD.,
15 Penetanguishene, Ont.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

For Sale

1 Waterous Big Champion Edger, 6, 20" Saws	$875.00
1 Waterous Steam Log Kicker, with Arms, 10" cylinder	400.00
1 Set Works	150.00
1 Waterous Nigger, 8 and 10 in. cylinders	275.00
2 Friction Drive Brackets, each	150.00

All the above in good condition.

Apply CONGER LUMBER CO.,
15 Parry Sound, Ont.

Saw Mill Machinery For Sale

Sawyer Massey 25-30 H.P. Portable Engine on wheels, 25 ft. stack.
Waterous 3 block Carriage and iron Saw Frame, 50" inserted tooth saw.
3 saw Green edger.
Counter shafting and butting Saw, 24 ft. rolls, belts and all complete, nearly new.
1 Shingle Machine.
14" double drive Grain Grinder.
For further particulars apply

FRED INMAN,
14-15 Milton, Ont.

FOR SALE Immediately Available

We have the following Used Woodworking Machinery, all in first class condition, at the following prices, F.O.B. Cars, Montreal:—

1—No. 303 C.M.C. 10" Four Sided Moulder. Price	$1500.00
1—No. 313 C.M.C. 6" Four Sided Moulder. Price	$400.00
1—"AMERICAN" Heavy Type 4" Four Sided Moulder. Price	$400.00
1—"BERLIN" Heavy Twin Double Planer & Matcher, will plane two 12" boards at one time. Price	$1400.00
1—New C.M.C. No. 110 Planer, Matcher & Moulder. Price	$900.00
1—No. 6 "GREENLEE" Vertical Automatic Cut-Off Saw with Table. Price	$750.00
1—No. 350 "GREENLEE" Universal Boring Machine. Price	$150.00
1—48" "COLUMBIA" Three Drum Sander. Price	$900.00
1—No. 20 "TOWER" One-Man Two-Saw Trimmer; trims from 6 to 20 feet. Price	$375.00
1—"SMITH & PHILLIPS" Sash and Pocket Machine. Price	$250.00
1—No. 3 "GOODSPEED" Variety Lathe. Price	$375.00
1—"LEWIS T. KLINE" Variety Lathe, pattern 1915. Price	$425.00
1—"DAUBER BELL" Dowell Machine. Price	$700.00
1—"MACGREGOR-GOURLAY" 8" Four Sided Moulder. Price	$450.00
1—Heavy Self-Feed Rip Saw. Price	$300.00
1—"H. B. SMITH" Two Sided Sash Moulder. Price	$150.00
1—"NEW BRITAIN" Chain Saw Mortiser having an outfit of 6 Chains. Price	$575.00
1—No. 438 "C.M.C." Hollow Arm Sander. Price	$90.00
1—"H. B. SMITH" Power Mortiser. Price	$250.00
1—"C.M.C." No. 509 Blind Slat Borer and Mortiser. Price	$125.00
1—"C.M.C." No. 911 Blind Slat Tenoner. Price	$75.00
1—New "OBER" No. 11 size 42" Handle Lathe. Price	$550.00
1—New No. 931 "C.M.C." Dowel Machine. Price	$300.00

Williams & Wilson Limited,
84 Inspector Street,
13-16 **Montreal, Que.**

FOR SALE—One 40' ten-inch steam feed, complete with valves and piston rod. Apply Bishop Lumber Company, Ltd., Nesterville, Ont. 15-16

For Sale

Planer and Matcher. One S. A. Woods No. 33 Planer and Matcher in very good order, $1200.00. Also one 4" Sticker, American Woodworking Machinery Co., new, $450.00. O. Chalifour, Inc., Quebec, P.Q. 15-18

I offer the following USED MACHINES for Immediate Shipment

Subject to prior sale

Combination Single Spindle Shaper and Dovetailing Machine.
New Mercen Johnson Double Box Board Matcher.
No. 3 Waymoth Turning Lathe.
Francis 42" Combination Single or Double Glue Spreader with 20 gallon glue cooker.
Superior Jigg Saw.
Moore Machine Co. Standard Rubbing Machine.
Fay & Egan 42" Band Rip Saw.
6' 4" Linderman Jointer.
Mershon Band Resaw.
No. 10 Ober Turning Lathe.
Berlin Machine Works No. 229, Hopper Feed, Double Cut-off Saw.
American 30" x 12" 4 Side Timber Sizer.
Moore Machine Co. Double Belt Sandpapering Machine.
30" Whitney Cabinet Surfacer.
H. B. Smith 6" 4 Side Sticker.
E. B. Hayes Dowell Rod Machine.
E. B. Hayes Dowell Gluer and Driver.
E. B. Hayes Standard Power Door Clamp.
Berlin 48" 3 Drum Sandpapering Machine.
Berlin 42" 3 Drum Sandpapering Machine.
Hermance Machine Co. 10" 4 Side Sticker.
Buss Machine Works 30" Cabinet Planer.
Baxter D. Whitney 42" Scraper.
S. A. Woods 24" Pony Planer.
American No. 129 Fast Feed Hardwood Flooring Matcher.
Greenlee Bros. No. 2 Power Feed Rip Saw.
30" Band Saw with iron table.

C. J. ANDERSEN,
15 W. Swan St., Buffalo, N.Y.

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

Experienced young lady desires clerical or secretarial position. Accustomed to assuming responsibility. Box 331, Canada Lumberman. 15

Hardwood lumber inspector, 30, with experience in bookkeeping and general office work, employed at present, wishes to change Position in or near Ottawa, Ont., preferred. Box 321, Canada Lumberman. 15

BUSH MANAGER, capable of handling all logging operations, wants position. Have had good experience with pulp and have travelled and estimated timber limits in various localities. Good references. Apply Box 325, Canada Lumberman. 15-16

WANTED—Situation as lumber salesman or inspector. Conversant with National Hardwood and British Columbia rules of inspection. Thoroughly experienced and can give references. Box 315, Canada Lumberman. 14-15

GENERAL SUPERINTENDENT desires position with mill of capacity from 5 to 10 million feet. Can furnish very best of references and live up to them. Understands both French and English. Open for immediate engagement. Box 327, Canada Lumberman. 15

Fully experienced YARD MANAGER, employed at present, wishes to change. Would like a live point, in either Saskatchewan or Alberta, where there is business to get. Can furnish excellent references and take charge on 30 days' notice. Box 278, Canada Lumberman, Toronto. 13-16

LUMBERMAN, Canadian born, now engaged as manager of a Wholesale & Retail Lumber & Builders' Supply Company doing half million a year business in a middle western state, open for a proposition. I have had fifteen years' experience in all branches of the business. If you are looking for a HIGH CLASS EXECUTIVE I can deliver the goods. Box 305, Canada Lumberman. 14-16

Representative or Traveller

Wanted by a young married man having over seventeen years' experience in the lumber business in all its branches, hard or soft wood. At present engaged as head shipper for a large lumber company. Will go anywhere in Canada or the United States.

Business men, if you are looking for a man who knows how to grade lumber and who will understand what he is selling, this is your chance. Give me a trial and I will show results. An interview would be greatly appreciated.

Box 329, Canada Lumberman. 15

Situations Vacant

WANTED Saw Filer and Millwright, must be experienced with Band, Rip and Re-Saws. for small planing mill. The S. Hadley Lumber Company, Chatham, Ont. 15-17

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

WANTED—Young man experienced in woods operation and saw mill, to take care as superintendent. Mill cutting one and one-half to two million feet per year. Apply, stating experience, reference and salary expected, to Box 219, Canada Lumberman, Toronto. 9-t.f.

WANTED—Young man, experienced stenographer wanted by Montreal wholesale lumber firm. Good opportunity for advancement for right man with business ability.

Apply Box 305, Canada Lumberman, 119 Board of Trade, Montreal. 15

Young man of experience in Stenography and Typewriting wanted as Bookkeeper for Wholesale Lumber office in Toronto. Good salary and opportunity for advancement. Give age, experience and references to Box 244, Canada Lumberman, Toronto, Ont. 10-t.f.

Sawmill Engineer

Mechanical Engineer with good experience in constructing up to date sawmill machinery and with experience as sawmill designer wanted for large lumber company in Canada.

State education, experience, age and salary wanted.

Only first class up to date men need apply. Box 314, Canada Lumberman. 14-15

Business Chances

Timber Limit For Sale

in Northern Ontario, with or without full equipment. Includes mill site. Home Realty Company, 102 Bank Street, Ottawa, Ont. 15

Baled Shavings

For sale at attractive prices. Send your enquiry to L. S. Barrand Planing Mills, Pembroke, Ont. 15

Wanted

To Contract with Party who owns good portable mill, or small stationary mill to cut softwood and hardwood logs. To saw year round. Large quantity of timber to cut. For further particulars, apply to Petawawa Lumber Company, Ltd., Pembroke, Ont. 12-t.f.

Saw Mill Wanted

Circular mill, 15,000 feet to 20,000 feet daily capacity, complete with carriage, engine, edger, trimmers, etc. Must be in good condition. Send full particulars and lowest cash price.

MULHOLLAND & CO.,
15-16 23 Jordan St., Toronto.

Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. 12-t.f.

For Sale

$30,000 cash will buy an up-to-date Saw Mill, Planer, Blower, etc., all supplies and lumber on hand at time sale is made, including from 6½ to 7 million feet of finest standing timber in interior of B. C. Can buy 12 to 15,000,000 ft. more adjoining. Capacity of mill 20,000 ft. per day; timber is 85 per cent. Pine, balance Fir. Mill in full operation at present. Must be sold at once to close up partnership. Box 323, Canada Lumberman. 15-17

Standing timber wanted in large or small blocks south of the C. P. R. main line in Parry Sound, Muskoka, Haliburton, Hastings, Lennox, Addington, Nipissing, Frontenac and Renfrew County. Send full particulars, giving lot, concession numbers and name of township, with lowest net cash price.

MULHOLLAND & CO.,
15-18 Toronto, Ont.

Saw Mill Plant For Sale

Practically new and modern Saw Mill Plant, capacity about 30 Million feet per annum, located in the Interior of British Columbia on a beautiful inland lake and on the main line of the Grand Trunk Pacific Railway. About 500 Million feet of timber on and adjacent to Lake (about 90% Spruce) and another Billion feet available at reasonable prices. Natural conditions ideal for economical logging, manufacturing, piling and shipping. An advantage of about $4 per thousand feet in freight rates to the Prairie Provinces over Coast shipments.

This property offers unlimited possibilities as a lumber, pulp and paper property. Would consider selling a half interest. Terms reasonable.

A. C. FROST COMPANY,
165 Broadway
5-t.f. New York City.

Miscellaneous

Sawmill Wanted

A single band and band resaw sawmill complete including gang edger, planer and matcher, single surface planer, lath machine, bed saw, trimmers, adequate power plant and electric light plant. All must be in good condition.

This outfit is for use in Canada therefore preference will be given to offerings from there. A good steam feed rotary and band resaw would be considered.

Address with full particulars, Box 310, Canada Lumberman and Woodworker. 14-17

A lumber manufacturer in Northern New Brunswick, responsible for a moderate amount and able to furnish good references, wishes to contract for a few thousand cords of sap-peeled and rossed pulpwood. Advances required. Rail and water shipment. Deliveries could commence this summer. Box 332, Canada Lumberman. 15

NOTICE!

An old established lumber business, including property and plant, in full running order, for sale. This business can be inspected at any time. Full particulars re terms can be had from the owners, who are retiring from the business. Address Messrs. Laird Bros., Dresden, Ont.

The above offers a rare opportunity to one wishing to purchase an old established and profitable business. 15-16

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street, MONTREAL, P.Q.

J. Laferte

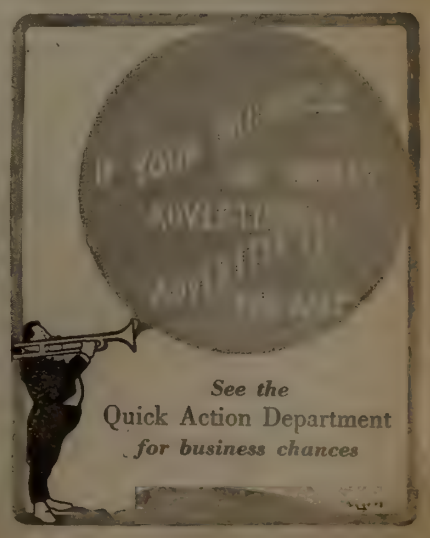
55
St. Francois Xavier St.
Montreal

Wholesale Dealer and Exporter of all Descriptions of Forest Products

LOG STAMPS

Write us for particulars and prices

Superior Mfg. Co., Ltd.
93 Church St., Toronto



Review of Current Trade Conditions

Ontario and the East

During the past few days there has been an improvement in trade, and while there is no great rush. wholesalers and manufacturers are well satisfied with the volume at this season of the year. Building operations continue active at most points and lumber values, on the whole, are holding, although there is a little weakening in spruce and hemlock. A few isolated cases of price-cutting are reported, but these are where parties are over-stocked or do not deem it desirable to hold on to what they have in hand. On the whole July was very satisfactory to the trade in general, although the volume was, no doubt, cut down by reason of the talk of slump in every other commodity. The recent advance of from $3.00 to $5.00 in western stock is holding good and shingles are now on the ascendency. There are not nearly as many cars in transit as formerly and western values are becoming more stabilized. Word from the west says that the domestic demand there is improving. Further inquiries are coming from overseas points and things are generally on the up-grade. Some of the shingle mills are resuming, but operations in this line are still very much restricted. Although it has been reported that a decrease has taken place in the price of logs, this is not the case.

As the days pass there is a more optimistic feeling in the ranks of the retail lumbermen and others, owing to the excellent crop prospects, both in the east and the west. It is expected that the farmers, who will reap a rich harvest, will do considerable building this fall, and the demand for general lines in repair work will be exceptionally keen. Of all the softwoods white pine is, possibly. the most active in demand and is holding its own.

The car situation is still far from satisfactory and many shipments are handicapped by reason of the shortage of foreign cars and the embargo which prevails at several points. It is announced that the application of the Canadian Railroad Association to the Dominion Railway Commissioners for a 30 per cent. increase in freight rates has been made. This intimation has been expected for some time, and knowing ones feel certain that it may be granted. An increase of 30 per cent. in the freight rates, the levying of the business sales tax, the transportation difficulties and other factors are all going to add to the price of lumber. There is no indication that wages will fall in any line; in fact the tendency is rather in the other direction and, with the higher price of sugar, potatoes, hay and other requisites of camps, logging expenses are going to mount higher than ever. The application for higher freight rates is based upon the increased operating costs, including both labor, charges and the price of materials. It is stated that the increases in such costs greatly exceed the rate increase that was put into effect in August. 1918. During the first twelve months following the inauguration of the higher rates there was an increase in costs amounting to about $80,000,000, while additional revenue derived under the higher tariff basis came to only $43,-000,000.

Among shippers there is little doubt entertained but that the carriers will be granted a substantial increase in rates on account of the decreased purchasing power of the railroads' dollar. The Railway Association is anxious that the increase shall come into effect as speedily as possible in order to give relief.

It is stated that the railways, both in Canada and the United States, will be buying considerable material this fall, which will add considerably to the activity of the hardwood trade, which is rather dull at the present time. There is not much purchasing going on, and manufacturers who operate large industrial plants where great quantities of hardwood are required, are afraid to launch out an expansive scale owing to the threatened shortage of coal. In fact some of the industries are running dangerously near the zero line in this respect. One wholesaler reported that he had a few cars cancelled during the past week, which is the first countermanding of an order that had taken place in many months. Large consumers are buying only in carload lots, as required from time to time, instead of big blocks, as characterized the situation at the commencement of the year. Prices are a little easier in some lines, but on the whole. are keeping up very well. Manufacturers are more anxious to dispose of stocks now than they were some months ago, and are looking around to see where they can sell their 1920 cuts.

Writing to a Toronto representative of B. C. products, a western manufacturer says that there has been a material stiffening in prices during the past few days. The advance in railway freight rates which will undoubtedly take place in the near future,, the exceedingly good crop prospects throughout Canada and the United States, and the low stocks of lumber in the hands of the retail dealers, together with the outlook of a car shortage, will be responsible for a large awakening in lumber demands and, consequently a betterment in prices. There has been and still continues to be, a really terrific curtailment in production, particulraly in the states of Oregon and Washington, where the mills are located away from tide-water. Unless all guesses go astray, lumber prices will go ihgher before they will go lower. The great difficulty will be in getting cars to make shipments. There has lately been a considerable jump in shingles and the trend of quotations is steadily upwards.

United States

There is some improvement in the general market situation and the tone of business has been better during the past few days than it has for several weeks. Retail yards have been buying a little more freely owing to their stock running low, and the demand for southern pine was recently in excess of production. There is an optimistic feeling in various circles owing to the promising crop. It is felt that the continued prosperity of the agricultural communities will add not a little strength to the lumber market, and there is likely to be considerable building campaign this fall of farm buildings and a large volume of repair work.

The car shortage is still very acute and promises to be the worst this autumn of any time in the history of American transportation. It is pointed out that retail lumbermen and factory consumers, who may want lumber in the near future, would show the part of wisdom if they did everything possible to place their orders and have their stock forwarded at once. It is stated that in the two principal softwoods, yellow pine and Douglas fir, the market during the past two weeks has taken up all the desirable offerings. One outstanding feature of the situation is that hardwoods are inclined to be quiet and manufacturers are following a waiting policy, and for the most part refusing to reduce prices. A few woods have decreased in value but others have gone up slightly so that when everything is taken into consideration, the declines about balance the advances.

Hemlock operators have generally refused to accept reductions to put their product in competition with other softwoods and though some sales have been made at concessions, the price level has been quite stable. Depleted stocks and limited production have contributed in holding the market in face of reduced demand. During the last week there has been a little more activity and the volume of business in hemlock has increased.

The volume of southern pine has increased and prices have firmed up. There may be some lack of uniformity in quotations but this is to be expected at the turn of the market.

Embargoes and the car shortage are also playing their part in making buyers willing to pay prices asked, provided the stock can be go through to destination. Production shows little change in volume, and until cars are available in more adequate supply, undoubtedly many manufacturers will hold down production considerably. The railroads are purchasing southern pine in increasing volume, the stock being used principally for repairs. Never before in the history of American railroads have there been so many cars in service not suited for grain carrying. One road alone recently reported that out of 10,000 box cars owned by it, and on its own lines, only 3,000 were suitable for carrying grain. This illustrates graphically why much lumber is required for repairs and must be had at once.

In an above review of the general situation "Lumber" presents the following:

In viewing the stiffening tendency that has undoubtedly developed in the chief structural woods within the last two weeks, a certain amount of conservation is recommended to all branches of the trade. The reasons for renewed buying on the part of retailers may be briefly summed. Stocks in retail yards are somewhat run down, cars are scarce and getting scarcer and freight rates are booked for an advance.

The factors that should be borne in mind, even by the most optimistically inclined, are:

(1) The virtual suspension of building due to:
(a) tight money;
(b) high labor costs;
(c) cement and brick shortage;
(d) Slow deliveries of all materials due to car shortage.
(2) Financial difficulties. Most yards that have not substan-

View of Mills in Sarnia.

BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

"Rush Orders Rushed"

Cleveland-Sarnia Sawmills Co., Limited

SARNIA, ONTARIO

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

tially increased their liquid capital are finding it difficult to finance even their minimum stock requirements.

Until some, or all, of these factors are removed or modified, it is not to be expected that there will be very radical advances in the lumber market. The dealer cannot continue buying on a heavy scale if lumber is going out of his yard in limited quantities.

The buying movement that has gained momentum within the last two or three weeks is well-considered and is consistent. Lumber does not consider it in the nature of a "flash" movement, but anticipates a slow but steady gain in prices in the lower grades. Some further declines in upper grades would not be surprising, as differentials are still much wider than the old proportions between grades.

There is little to indicate a "runaway" market. Apparently it could occur only as a result of extreme car shortage, putting at a premium what few shipments could come through from the mills. A very substantial recovery in building operations might have the same effect, but is so unlikely within the near future as to be negligible. The outlook for the country yards is really better than for those located in the industrial centres. Crop prospects are excellent, much of the buying coming from small yards and from line yards that are rightly anticipating a good farm trade.

Great Britain

A very considerable import of New Brunswick and Nova Scotia spruce deals met with a restricted demand. Values were easier, according to the latest report issued by Alfred Dobell & Co. Douglas fir imports were heavy and the demand quiet. Values remained steady. Scandinavian deals and boards imports exceeded the demand, and stocks were consequently increased, while f.o.b. values remained firm.

The is very little change in the pitch pine situation since the last report. The total stock at Liverpool and Manchester of lumber and timber now amounts to 2,137,000 cubic feet. of which over half consists of lumber. There was a very quiet demand and prices were easier. With regard to States hardwoods, consignment parcels of first quality wagon oak planks of good specification, principally 5 in. by 12 in. 16 ft., are realizing fair prices, but with the exception of this item the general demand is stagnant, buyers being reluctant to commit themselves for forward delivery or to make offers for consignment parcels now arriving.

There is no improvement to report in East Inda teak, and stocks being ample, buyers are disinclined to make further purchases.

From all quarters there comes the report of dull markets, with little or no enquiry for f.ob. goods. The year progresses rapidly, says the "Timber News." In a few days we shall have reached the middle of the shipping season, with roughly three months remaining to get goods shipped away, and what has been bought for next winter's stock ? Practically nothing.

Importers have seldom been faced with such a problem. as the one now before them, of deciding whether to buy or what to buy this autumn. It is a problem bristling with difficulties. Prices are phenomenally high. Will they come back at all before the close of the season ? Are freights likely to be very much lower this autumn? Will there be a recurrence of the congestion troubles of a year ago? Will the present financial stringency become more acute? When all these factors are considered, other things may not be overlooked, such as the desirability of undertaking heavy commitments in view ed for expected calls.

Word from Liverpool conveys the information that last month some 4,250 stds. spruce arrived, of which 2,820 stds. went into consumption. Stocks have again been added to, and now reach, including New Brunswick, Nova Scotia and Quebec spruce, about 23,000 stds. Unfortunately, trade in this wood so far has proved rather disappointing owing to the heavy stocks in Britain imported during the war, which only a few months back were placed on the market. The situation may be expetced to right itself soon if fresh shipments are not overdone, but at present the market, although improving, is on the heavy side.

About 1,330 stds. Canadian yellow pine came forward last month. 680 stds. were delivered, and a moderate stock of 2,210 stds. held. The demand for pine is improving, and later shipments will be needed for expected demands.

The London softwood market is passing through a decidedly quiet "patch," unenlivened by any incident calling for comment, unless it be a rumor of a few cheap freight fixtures.

Unquestionably. this condition of affairs is attributable to outside causes, chief among them being the discontent at the continuance of the 60 per cent. "excess profit duty." There is a marked listlessness observable with timbermen, and in conversation one gathers that there is a determination not to operate on a large scale, but rather to do a minimum of business, sufficient to allow of profits being made to cover expenses. But beyond that, why bother?

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Halifax Reports Trade Quiet with Good Outlook

During the past month the movement of lumber from the mills of this province to the various markets has been less brisk than during the earlier part of the year. Rail shipments are being made to the United States, the volume depending on the limited supply of American cars. It has been reported on several occasions that the American railroads were arranging for a supply of cars to relieve the situation, but there is as yet no indication that any action has been taken with this end in view. These shipments are largely on account of existing contracts, and in the meantime American firms show little inclination to transact new business.

The outlook for a fair volume of trade at satisfactory prices, a little later in the season, seems quite promising. Most shippers believe that when business picks up across the line after the summer holidays are over. importers there will find stocks seriously reduced, and their efforts to put themselves in a position to supply their customers' demands will be reflected in higher prices for Canadian goods, and a much more satisfactory condition of trade in general.

If this demand develops to the extent anticipated it may also be found that the quantity of lumber suitable for the American market left unsold will fall short of what will be required.

Shipments for the first six months of the year have been very heavy, most of the mills, with the exception of some of the larger stationary plants, have finished sawing, and the amount of lumber remaining to be marketed at this time of year is very much below normal.

Many reasons familiar to the trade have been advanced by British importers from time to time to account for the unsatisfactory condition of their market for spruce deals.

Business has not yet revived, subject to the period of industrial unrest in England, to the extent anticipated. To make matters worse, since the opening of navigation, many cargoes have been shipped from Nova Scotia, and also New Brunswick, and offered on a market that was not prepared to absorb them. Owing to the action of the British Government, who, at the beginning of the year held large stocks in store both here and in England, and who still exercised their control over shipping. in offering their holdings below the c.i.f. prices asked for new stocks, it became apparent that private shippers were up against very unfair competition. As a result the export of deals from Nova Scotia has been steadily dwindling ,and freight rates now show a downward tendency. It is expected that freights will reach a level where c.i.f. prices will make the deal trade attractive.

Local yards have lately been increasing their stocks, and the demand for native lumber is quieted. Building is still active though seriously retarded by the difficulty in obtaining sufficient supplies of other materials. Laths are firm with an upward tendency.

Business Slack in Montreal with Prices Steady

Trade conditions in Montreal are characterized by quietness. A part of this can be ascribed to the usual quietness in the summer. and a part to general conditions. Prices, however, continue to hold very firm, with no indications of any break. In view of the reports of a smaller cut than was anticipated, particularly in the Ottawa Valley, there is every reason to anticipate a further rise rather than a decline. The holding up of logs, due to poor water conditions, is stated to be important in some of the Quebec districts.

Locally, business is quiet. This seems paradoxical when viewed in the light of the large number of building permits. It is, however, one thing to take out a permit and another to proceed with the work. The shortage in supplies of building material is retarding work. Some of the firms making this material are either working on part time or are closed down, because of inability to secure stocks of coal.

Orders from across the line are slightly better, but business by

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British Columbia**

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How fast do you want it?

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The

Otis Staples Lumber Co.

LIMITED

Wycliffe, B.C.

no stretch of imagination can be called good. The representative of a large firm who has just returned from a business trip to the Eastern States, said that the stocks bought earlier in the year are now coming in, and that until these are sold, business will be slack. The building permits there have dropped off.

B. C. stocks are in fair demand, with prices maintained.

Only small shipments are being made to the United Kingdom. The shipping companies still stick to their quotation of 300s. per standard, while tramps are offering freight at from 180s. to 200s. per standard. The position thus created is that goods are being sent at different freight rates, and it is obvious that those who can obtain space on tramps have a distinct advantage over those who ship by liners.

St. John Has No Surplus of Sawn Stock Unsold

Late advices indicate that there is very little change, if any, in the lumber market at St. John. The manufacturers, as a whole, have every confidence in the market and believe that the present quietness and slight reduction in prices is only temporary. This is the impression that all the producers hold. There, certainly, is no great surplus of sawn stocks for sale at St. John, it practically all being in the hands of brokers, who are well able to hold and who feel they will be repaid by so doing as stocks are not over produced and the sawing season is now about half over. With the figure for oats and other supplies steadily going higher, it looks to all as if logs would cost much more than they did during 1919-20. If the banks of the country do not advance credit to manufacturers, a great curtailment in the cut of sawn logs will take place.

Prices in the American market have evidently reached the bottom and certainly seem steadier at the present than they were two weeks ago. Very little shading of quotations is taking place. If any bargains are going, they are quickly taken up, and as a rule it is not done to any extent. This goes to show that there is no great surplus of material offering or else there would be considerable reduction in prices. Laths and shingles are weak in the American market but are yet at a fair price, netting about $6.00 for laths at St. John —with shingles about $7.50 for Extras, Clears $7.00, 2nd Clears $4.75. Very few shingles are going into the American market from St. John, as they are selling locally at Extras $8.50, Clears $7.75, 2nd Clears $6.50, Ex. No. 1 $5.50.

Stocks of English deal are heavy at St. John as largely all 6 inch and under in narrow sizes were turned into the American market, leaving 7 x 3 and up for English business. The condition of the English market shows some improvement and by fall, no doubt, prices will show considerable strength. Freights are much lower, offers having been turned down by the shippers of 160 shillings on deals, for across. Should freights reduce, prices will become steadier and sales can be made on Great Britain at a figure which will leave the manufacturer still a profit.

But little tonnage has been chartered from St. John and shipments are light, partly on account of so much narrow stock, many outposts producing better average widths. Sales of deals have left shippers from $38.00 to $40.00 per M. at shipping point.

Demand at Ottawa Falls Off—Values Firm

Uncertainty as to some of the fundamental conditions governing the market featured the Ottawa lumber market during the closing period of July, when a variety of unexpected circumstances cropped up, and other matters, especially the supply of cement for building and the uncertainty as to higher freight rates, called for attention.

The demand for stocks both from the United States and Canada dropped away. Dry stocks became a little scarcer, and some wet lumber came into the market. Some of it was shipped to preferred customers in the Old Country. The woodworking plants resumed operations, but the factory heads were not at all optimistic as to their continuance, as they remained absolutely firm in their previously announced intention that they would not accept the award of the Board of Conciliation, inquiring into the merits of the dispute between their employees and themselves, not recognize the board.

Taken all around the last two or three weeks has seen a marked change in the Ottawa lumber market, and conditions as to the future, while not exactly doubtful as to price and supply, will bear very close watching for several weeks to come.

One of the cheery spots of the market was the report from a well-informed source that a reduction in the ocean freight rate, which is now three hundred shillings per M. feet, might be looked for within the next two weeks or a month.

Though not the best kind of conditions prevailed and obstacles seemed in the way as to the future, prices did not drop, but remained absolutely firm in all grades, with the majority of the manufacturers not quoting prices for this year's sawmill cut.

Taken pro and con the month of July, 1920, and the closing period of June will be one that will be remembered for some considerable time by the Ottawa lumbering trade and especially the woodworking plants. First of all came a log shortage at the sawmills, due to low water, which foreshadowed a reduction of the sawmill season. Next came the strike of the members of the Inside Woodworkers and Factory Workers, which resulted in about fourteen plants ceasing operations and closing down.

The labor forces went to the City Council and at the request of the City of Ottawa the Department of Labor granted a board of conciliation, to which the manufacturers did not agree to be represented upon. The Department did not, apparently, take stock in the protest of the manufacturers and went ahead and named Mr. Stewart McClenaghan, a departmental store manager, to represent the employers on the Board. The Board got down to business quickly and for the best part of a week occupied the attention of the heads of the principal woodworking plants in court.

The manufacturers did not entirely appear of their own accord, but at the request of Judge Gunn, chairman of the Board, who, during the first session of the body, at which the plants were not represented, stated that if they did not care to furnish the information desired that their entire mill and office staff would be subpeoned to supply such information. During the course of the arbitration proceedings, a shortage of cement sprang up, which resulted in building operations being considerably curtailed, with little prospect of improvement until the supply of coal to Canadian cement plants was assured from the United States. Then, in order to add fuel to an already good fire for forethought and study, came the announcement from Chicago on July 20th of increases being granted railway employees by the United States Labor Board. Locally or in Canada it was taken that the increase granted by the Board would amount to about twenty-one per cent., which set lumber shippers thinking as to how the increase would work out on the cost of their lumber shipments. On the cement and railway situations the trade seemed to be as clear as mud as to how they would ultimately work out.

The best indications the Canada Lumberman could get were that rail freight rates were going to go higher and there was going to be a still greater shortage of cement. In connetcion with the cement situation it was mentioned by some of the trade that steps might be taken to prevent its export, but inquiry in governmental circles indicated that this could not be done, as there was no authority to place any such restrictions on the product of the cement manufacturers.

Some of the local builders pointed out that Canadian cement firms were shipping their product into the United States so as they could profit by the favorable exchange rate. The majority of the cement companies in Canada are dependent on coal as a fuel supply, and owing to the recent shortage of this commodity, their production was considerably cut down.

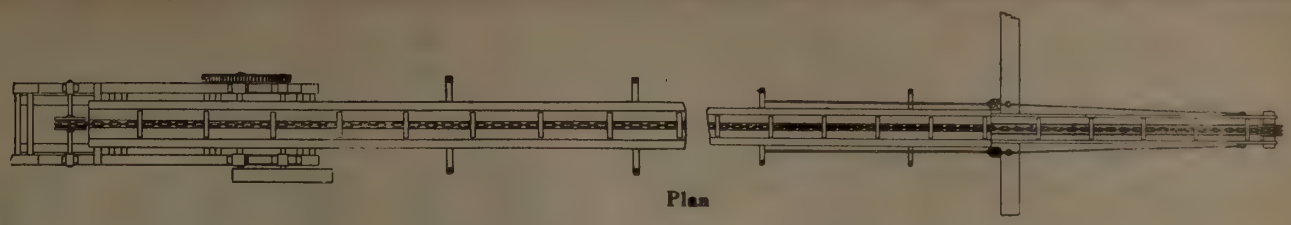
The first intimation as to the new manufacturers' prices were given during the period, as some wholesalers announced that sales had been made at a general advance of from ten to fifteen per cent. as was previously forecasted. Lumber that last year sold at $55 per M. went to sixty dollars and, in some cases, a little more, and so it was reported the increase took effect all along the line. Several of the larger plants, however, have not yet named their figures for this year's sawmill cut, and it is possible that when they go into the market to sell that their rates will be higher than the present advances indicate.

Generally reports as to water conditions in the Ottawa Valley showed considerable improvement. In some cases a raise of from seven to eight inches was reported along the Ottawa river. On the other hand there were reports that several of the bigger companies, including Gillies Bros., McLachin Bros., and W. C. Edwards had had to abandon some of their drives on account of low water.

The car situation showed some improvement as to the number of cars received, but all of them were not box cars. In several instances lumber shippers had to put up with flat cars. The improvement in the car situation aided some of the bigger companies considerably as they were able to forward stocks on order which had been purchased some time ago, and so clear out part of their yards to permit the piling of new stocks.

The demand from the American market, while not up to what it was during June, showed a tendency to strengthen white pine prices. It was felt by some of the lumber brokers that the low peak of prices in the northern United States had been reached and passed as the shipments of pine stocks from North Carolina and the southern States were becoming fewer. Thus it was believed that if the demand picked up during the fall months that the Canadian stocks would command higher prices at the northern American yards.

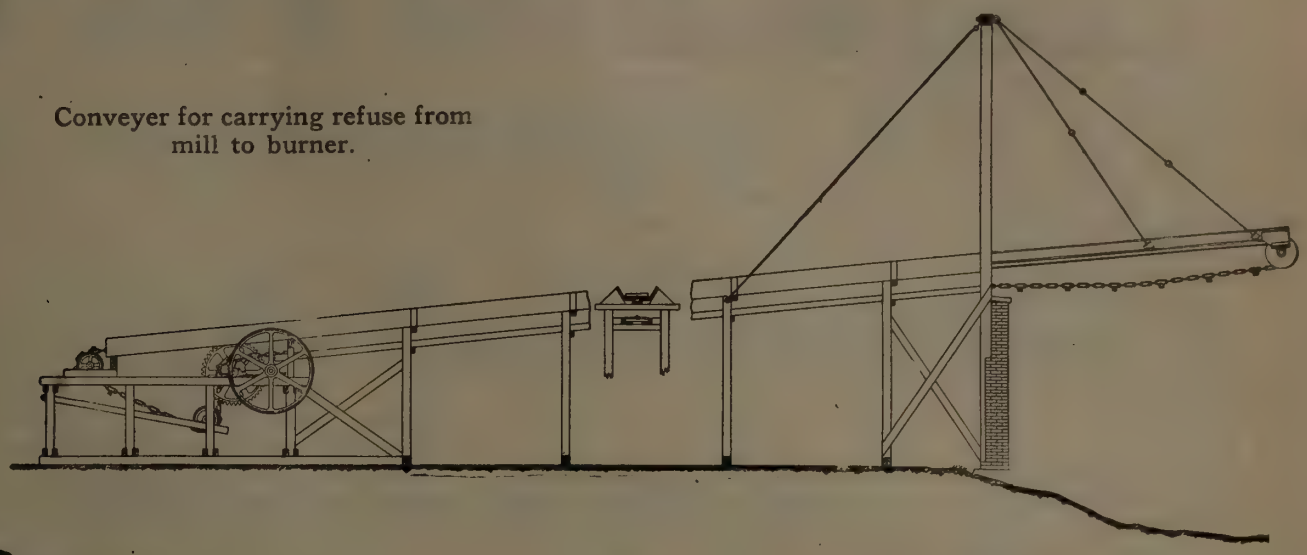
Conditions as to European export were reported to be "not as bright as expected," largely on account of the high ocean rates. The majority of stocks which were being held on order went ahead and old orders were almost cleaned up, but there was considerable hesi-



Plan

Jeffrey Fire End Terminal

Conveyer for carrying refuse from mill to burner.



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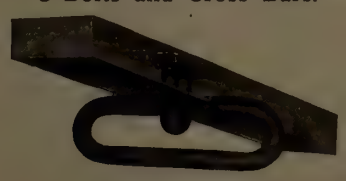
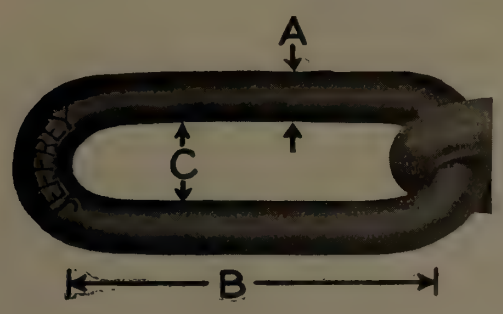


U-Bolt with Plate Washer

Dimensions of stock sizes are indicated in the table beneath illustration. Write for prices and further information.



Chain No.	Stock Dia. A	Inside Length B	Inside Width C
530	1/2"	4"	1 3/16"
531	5/8"	5"	1"
532	3/4"	6"	1 1/8"
533	7/8"	7"	1 1/4"
534	1"	7"	1 3/4"

The Jeffrey Mfg. Co.

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MONTREAL

tation about making new contracts. One of the principal European export offices at Ottawa reported that there was nothing to justify the rate of 300 shillings per standard and referred to the remarks of the president of the Cunard Line, who intimated to shareholders of the line that they could prepare themselves to look forward for lower rates and dividends.

Sash and door, and lath and shingles continued in fair demand with prices showing little or no change as compared with the last quotations.

Conditions in Quebec Show No Change

The timber and lumber business in the St. Lawrence shows no improvement over the conditions that prevailed in the month of June and the first three weeks of July. The timber interests do not look forward for any appreciable change in the near future. Activities at the port of Quebec these days show slow movement. All shipments taking place are going forward in parcels in steamship liners. There are at present several vessels touching at the port of Quebec, one the steamer "Orthia," booked for Greenock, which is taking on board a full cargo of timber and deals for the various local exporters, the steamer "Ocean Monarch" to sail for London, is loading with small parcels shipped by the different interests, and the steamer "Lowlands," also scheduled to sail for London, is here from Montreal to complete cargo.

The American and British markets at the present are very quiet. Up to the present there has been no sign of a reaction in freight rates, 300 shillings per standard for deals and 450 shillings a standard for timber. Tramp tonnage is now offering to carry freight as low as 200 shillings per stand of deals, full cargo. There is the usual stock of lumber in the yards at the mills in the Province of Quebec, but the demand is not equal to the supply.

There is a very large quantity of rossed and peeled pulpwood in the environments of Quebec and outlying districts, along the line of the Transcontinental Railway, the Intercolonial and the Grand Trunk and Lake St. John Railways of the Canadian National Railways Systems, as well as the Quebec Central Railway waiting purchase and shipment to the pulp and paper mills. The movement of this wood to the United States market is slow on account of the shortage of railway freight cars, and the Canadian-owned railways prohibition in regard to Canadian cars crossing over to the United States, and there held for an indefinite period. Speaking of this situation to Quebec pulp shippers, they say they do not blame the Canadian railways for it is to their knowldege that, when pulpwood is shipped to and arrives at the United States paper mills, convert the cars to their own use, fill them up with paper and forward same to their customers in every section of the country.

The Quebec correspondent of the "Canada Lumberman" was informed by a Quebec exporter of pulpwood that American railway cars that be procured from United States Railways provided the Canadian shippers or their consignees were prepared to submit to talk of graft. He said he was recently told in Montreal that a certain man in that city representing an American Railway superintendent, was prepared to secure a supply of American cars to move Canadian freight for a gratuity of $5 per car, and that this graft was shared by the Montreal man and the American railway superintendent. The story is worth investigation, but no doubt if one was started the Quebec dealer would give out the information in his possession that would lead to exposure.

The Quebec paper and pulp mills are well equipped with pulpwood at the present. The continuous rain and swollen rivers have been a great assistance in driving the cut from the limits to the mills. The Donnacona Pulp and Paper Mills, situated thirty miles from the city of Quebec, in the county of Portneuf, and on the line of the Canadian Northern Railway, are particularly fortunate in this respect. The company have been very successful with their supply of wood this year and now have from eighty to ninety thousand cords at their mills. The Jacques Cartier River was crowded with logs reecntly, being driven down to these mills, due to the recent heavy falls of rain, which have proved to be a veritable bonanza to the Donnacona interests.

A number of rumors are heard these days in Quebec in regard to the building of new paper mills and activities of the Lord Northcliffe agents in offering to purchase limits in the province, but until the information communicated to your correspondent is authenticated it is preferable to treat the same as mere rumors. This, however, is vouched for a certainty and that is the Laurentide Pulp & Paper Co. of Grand Mere, are negotiating for property in the vicinity of Cap Rouge, ten miles from Quebec, by the River St. Lawrence, where they propose building a pulp mill. The Grand Mere mills are operated by the company's own waterpower, and it is said that they have a surplus of 40,000 horse power, which they could dispose of, and propose to wire the necessary power required to Cap Rouge to operate the new mill that is said will be erected in that vicinity. This mill would manufacture from the logs that are secured in the lower St. Lawrence and brought up to Cap Rouge in barges, etc.

Two enterprising young men of Quebec, John Grogan, son of Mr. Stephen Grogan, well known to the trade, and Mark Kaine, son of Hon. J. C. Kaine, have suddenly made their appearance in the lumber business arena. They recently acquired a large interest in a mill at Campbellton, N. B., and now have started to build a mill at Chateau Richer for the manufacture of hardwood lumber and make pulpwood. Another young man of Quebec, who entered into the lumber business some two years ago, Mr. John Irving, has built and is operating a small mill at Gaspe, and is ambitions to do bigger things.

The movement of pulpwood in barges from Quebec to the United States, this summer, has not been at all brisk. One Quebec shipper, who has an order for 6,000 cords of wood, has, up to the present, only been able to secure and ship from Quebec to Mechanicsville, N. Y., 1500 cords, price paid per cord, $15 and freight, including the loading at this end and unloading at the other, $5.50 per cord, making a cost of $20.50 to the American purchaser. Quebec shippers have informed your correspondent that it is difficult to produce and supply the American mills' demand for wood. In the meantime the price of logs per cord is soaring higher.

Two new mills are about to be erected in the Saguenay County for the making of pulpwood, one at Port aux Trembles. and the other at Sheldrake. In the meantime heavy shipments of pulpwood are being carried in United States shipping by steam barges from the Gulf of St. Lawrence ports and Chatham and Dalhousie, N. S., by the Gut of Canso to Portland, Me., for the mills in that state.

Newsy Briefs from Busy East

Another forest fire broke out in the New Brunswick woods on July 18, near Upper Gagetown, in the lower Hersey district, and burned within three-quarters of a mile of the village. The blaze spread with alarming rapidity and by evening had reached huge proportions. The fire spread in two directions, towards Pond Lake and King's Bridge and down the river towards Gagetown. The land burned over was timber land belonging to E. C. Atkinson Lumber Company and A. R. Slipp, of Fredericton. Dame fortune joined forces with the villagers and, while their gallant fight was keeping the blaze from reaching any of their buildings, rain began to fall and soon extinguished the fire. The fire had covered a strip of land four miles in length and three miles wide, a total of twelve square miles. Much of the property was owned by the New Brunswick Companies Ltd. The toal loss is said to be light in comparison to some of the recent conflagrations.

A public sale of no mark and mixed logs was held in St. John, on July 14, in the Board of Trade rooms. Several thousand feet of logs were sold to various lumber firms. Spruce logs were sold to the Stanley Douglas Lumber Company Ltd. at an average price of $17 per thousand; while Murray & Gregory purchased the cedar at $15 per thousand, net scale; hemlock at $15 net scale, and spiked logs at $12 net scale.

Prosecutions in connection with the forest fire which recently destroyed St. Quentin, N.B., will begin. Forty-one summons have been issued and the cases will be tried in Kedgewick and St. Quentin before Magistrate Matheson, of Campbellton.

An Attractive Special Number

The "Timber Trades Journal" of London, England, recently issued a special edition of 312 pages, which is admirably illustrated and contains a wealth of information regarding the present status of the industry in the Old Land, industrial conditions, prospects, production, etc. The Special is illustrated with many photographs of representatives timber merchants, importing and export firms, manufacturers, etc.. and the history of a number of them is presented in bright, readable style. There are also extended references to the great British shipping ports, their history, facilities and development. Among the most interesting articles are: "Will There be a Shortage of Timber?" "Costing in Sawmills and Woodworking Factories," "An International Review of the Plywood Market," "South Wales Pitwood Trade During 1920," "The Home Timber Trade," "Foreign Trade Reports," and a brief review of conditions in practically every wood-growing country. The entire number contains a storehouse of facts which makes it an invaluable work of reference.

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EDGINGS

Ontario

The Windsor Lumber Co., Windsor, Ont., have completed their new offices which are very commodious and attractive.

Kaministiquia Pulp & Paper Co., with a capitalization of $1,000,000, will erect a big ground wood pulp plant at Port Arthur.

The new sawmill which was erected at Penetanguishene by the McGibbon Lumber Co. to replace the one which was destroyed by fire, started operations recently.

The Ontario Paper Co. of Thorold are adding another paper machine, which is being installed on the new west side concrete addition. A new office building has recently been erected by the firm.

The Slade Manufacturing Company, Limited, Owen Sound, Ont., were recently incorporated as saw millers, pulp and paper manufacturers. Capital $200,000.

S. L. Lambert, lumberman, is erecting a large new theatre in Welland, Ont. It will have a frontage of 57 feet, a depth of 229 feet and will be four storeys high. The structure will cost in the neighborhood of $200,000, and will have a seating capacity of 1600. The theatre has been leased for a number of years by the Griffin Amusement Corporation.

A charter has been granted to the Century Bag Holder Co, Limited, with a capital stock of $40,000 and headquarters in Toronto, to manufacture, sell and deal in bag holders, bags, boxes, chests, wrappers, packing devices made of wood, paper, fibre, metal and other materials. Walter F. Wormley, Thomas H. Goldring and others of Toronto, are shareholders in the new enterprise.

The Ontario Government has thrown open the Gillies timber and pulpwood limit for mining prospecting. It has been known for some time that this matter has been under consideration, and as the Gillies limit is close to the great silver mines at Cobalt, much interest has been aroused in the announcement. Its opening is expected to result in much added exploration work.

A. E. Guidal, Limited, has been granted a charter with a capital stock of $100,000 and headquarters in Toronto. The company is empowered to manufacture and deal in all kinds of furniture, pictures, picture frames, mouldings, etc., and to carry on the business of cabinet makers, woodworkers and woodcarvers and to deal in lumber of every description and manufactured woodwork of all kinds.

The Riordon Co., Limited, has been incorporated with a capital stock of $80,000,000. The company has acquired valuable pulp and paper, also timber and mining rights, in the Ottawa Valley, and big developments are expected. One of the clauses in its charter gives the promoters power to own, operate, maintain and lease residences, boating houses, hotels, schools, theatres and places of instruction and recreation.

It is announced that Fort William is to have a new pulp plant which will be erected by the Fort William Pulp & Paper Co., and that the site will be on the Mission property at the foot of the Mission River. The plant will cost $3,000,000 and work will soon be started. This makes the third pulp mill definitely announced for the Fort William-Port Arthur district in the last few weeks, Fort William, Port Arthur and Nipigon each getting one. John G. Sutherland of Dayton, Ohio, will be president of the Fort William Pulp & Paper Co.

J. J. Carrick, ex M.P., of Port Arthur, who owns the Black Sturgeon & Pic River concessions, which were put on the market for the Ontario Government a few years ago and is behind the Great Lakes Pulp & Paper Co., has applied to the Ontario Government for a fiat against the Hydro-Electric Power Commission of Ontario. Mr Carrick desires to bring action to compel the Commission to fulfil the conditions of an alleged bargain that he claims was made regarding the purchase of the Campbellford Pulp mill and the Brutin limits in central Ontario. Mr. Carrick alleges that the Commission did not live up to the conditions.

Judgment was recently rendered at Hamilton in the mechanics' lien action by the Beaver Lumber Company against A. B. MacKay, Thomas Crompton and Robert Melick, finding that MacKay is liable for 20 per cent of $1,066.66, and that Crompton is also liable. Melick, the court found, agreed with MacKay to build two cottages in the Kenilworth survey to be paid for one-third when plastered and the balance when complete. Compton to act as arbitrator in case of any dispute. The goods supplied by the Beaver company were under order of Crompton and Melick and used in the houses in question. MacKay was therefore responsible.

Eastern Canada

A. Lemieux, of Thetford Mines, Que., is rebuilding his saw mill which was recenly destroyed by fire.

The Pearl Lake Mill Co., of which A. M. Gates is manager, is rebuilding its sawmill at Kemptville, N. S

L. O. Grothe, 556 St. Lawrence Blvd, Montreal, intends re-erecting his cigar box factory which was destroyed by fire.

The Brown Corporation of La Tuque, will shortly erect at St. Angele de Laval, Que., where they have purchased forty-six acres for a warehouse for the storing of pulp.

Fletcher Corporation, Limited, Sherbrooke, Que., have been incorporated to manufacture and generally deal in lumber and timber and other forest products. Capital $100,000. Among the incorporators are H. B. Fletcher, lumberman, and F. S. Rugg, K.C., both of Sherbrooke, Que.

It is understood that Price Bros., Limited, have effected a large newsprint paper contract with the Daily Express, of London, England, at favorable terms. In this connection it is pointed out that the newspaper which

is one controlled by Lord Beaverbrook, has been anxious for its newsprint supply for some time past and the contract is satisfactory to them, while it is also in line with Price Bros.' policy of enlarging its overseas market.

The saw mill and lumber plant of the J. P. Abel, Fortin and Company, Ltd., 383 Desjardins street, Maisonneuve, box maker, etc, has been destroyed by fire. The plant with the exception of the office, was razed to the ground.

Riordon Company, Limited, Montreal, Que., were recently granted a federal charter to conduct a general lumber business, manufacturing and dealing in timber, pulp and other forest products and by-products. Capital $80,000,000.

It is understood that an important pulp concern is about to be erected between St. Romuald and New Liverpool, at Levis. This company will begin doing business with a capital of $5,000,000, under the leadership of Mr. John Breakey, a prominent lumber merchant from Breakeyville, Levis

The Board of Trade Journal for July, discussing Canadian ports, shows that St. John is second only to Montreal in exports and imports. The total exports for the season was $813,859,636, with imports $94,340,531. St. John's record is more than twice that of Halifax, whose total business is placed at $326,396,780.

Hon. Mr. Currie recently spoke to the employees of the Continental Lumber Co., Charlo, N. B., and the men on the Charlo River drive on behalf of the St. Quentin fire sufferers and the handsome sum of $183.50 was contributed. This was sent to Rev. Fr. Martin of St. Quentin and was gratefully acknowledged.

Approximately $100,000 damage was done to rolling stock and freight on the Canadian Pacific Railway at Webster's Crossing, two miles east of Lennoxville, recently, when a special double-header freight train, consisting principally of lumber and pulp, bound from Megantic to Sherbrooke, left the rails. The crews of both locomotives escaped with slight injuries.

The new machine, which Howard Smith Paper Mills Co., Montreal, are installing at their Crabtree Mill Division in the province of Quebec, will trim 82 in. This will increase the production of that division by 15 tons per day of sulphite bond papers, most of which will be for the export market. In regard to the sulphite department of the Cornwall division, the capacity of it is being increased to 60 tons per day, but it is not expected that it will be in operation until October.

After an investigation for several weeks by Laurentide Company's accountants into the books of several Grand'Mere, P.Q. grocers, so that a committee could determine whether it seemed practicable for the company to start a company store, the committee have reported that they were unable to recommend that the company should undertake this task. A petition signed by about 500 employees of the mill, asking the company to embark in the grocery business so that food stuffs could be purchased at lower prices, formed the basis of the investigation.

Fred. Magee, Limited, Port Elgin, N.B., packers and exporters, are erecting a box and shook mill. The new factory will be 36 x 84, two storeys, and will be equipped with the usual box-making machinery including cut-off saws, resaws, double and single planers, matchers, nailing machines, etc. Some of this equipment was purchased from Cowan & Co. of Galt, Limited, Galt, Ont. The capacity of the new plant is such that it will not only be able to take care of the requirements of the above-mentioned firm but will cater to the outside demand. Manufacturing operations are expected to commence about October 1st.

Western Canada

The Lumber Products Company at Queensborough has awarded a contract to the Dominion Construction Company, Vancouver, for re-building the boiler house and fuel bin recently destroyed by fire.

Edward Erickson, employed at the Elk Valley Lumber Company's saw mill near Fernie, B. C., died recently from injuries received earlier in the day, when he was thrown into contact with a circular saw. Both legs and one arm were practically severed from his body.

Ptarimigan Lumber Company, Limited, Ptarimigan, B. C., was recently incorporated to manufacture and deal in lumber, timber and other forest products. Capital $250,000. Two of the incorporators are C. Gaskill of Prince George, B. C., and A. S. Matheson, barrister, of Edmonton, Alta.

Recent incorporations in British Columbia include Brunette Sawmills, Limited, Vancouver, capital $2,000,000, Grousted Lumber Co., Limited, Vancouver, $350,000, Diamond Lath Mills, Limited, Port Hammond, $10,000. Malabat Tie & Lumber Co., Limited, $25,000. Lovering Lumber Co., Limited, has taken out an extra provincial license with a capital of $100,000, and the British Columbia office will be at Wasa and the eastern office in Toronto.

The Boards of Trade throughout Alberta have strongly urged the Dominion government to open the forest reserves for oil prospecting and development. A memorial sent by the Edmonton board says: "The crisis demands that no opportunity of developing an oil supply in Canada be neglected. The forest reserves in the prairie provinces should be opened to prospecting and development for oil and other minerals subject to proper measures to safeguard the reserves from fire and the destruction of timber from other causes. In order to encourage development, the government should fix a minimum royalty on oil."

In the church yard of the village of Santa Maria del Tule, in Southern Mexico, stands a cypress tree which is estimated to be between 5,000 and 6,000 years old, and probably the oldest living thing in the world. It was first discovered by Humboldt, 100 years ago, who nailed a wooden tablet to the trunk.

The need for international co-operation between Canada and the United States in regard to the shortage of print paper will be discussed at a New England forestry conference to be held at Colby Academy in New London. Conn., Aug. 24 to 26.

If you want anything sawn, write:—

BECK LUMBER CO.

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or **"ASK MR. HORNING"**

PHONE MAIN 2170 - TORONTO

Mills are now sawing

HEMLOCK and PINE

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We Want to Purchase

1", 2" and 3"

Spruce and Pine

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156 Duke St., Toronto

Getting Out After the Farm Trade

Retail Lumbermen Should Personally Visit Rural Customers and Offer Helpful Hints to Them

By Arthur Lynn

Most people the world over are holding back, or going slowly in the building line, waiting for better times they say, with lower priced material and cheaper labor. How long do they intend to wait? The would-be prophets, consulters of the ouija board, predict a collapse of prices in the very near future, but these same people if asked to consider a smaller salary, with prices of commodities lower would shudder at the suggestion. They are not the only unconscious hypocrites; we all are, more or less, inclined in that direction. We are tasting big money, talking millions instead of thousands. This universe is advancing in thought and high values are naturally remaining in our midst as we mount even higher in our financial and industrial careers.

True, values may fall but are we to go on year after year waiting for rock bottom bargains which may never be witnessed in this generation? Building has been curtailed in the last four years but is now striking its stride again in many parts of the Dominion. The farmers especially have been held up during the past few years in their structural and remodelling plans but are now forced to make many alterations not only in their barns, out-houses and machine sheds, but in dwelling houses. A new verandah is needed perhaps; the summer kitchen is intended to be replaced this summer and many other small repairs such as new flooring, built-in cabinets and sideboards, and a new door here and there. The family is growing and the farmer is becoming more prosperous and he finds the house must be up-to-date and more attractive to entertain the visitors of the younger folks. Perhaps a son coming home from overseas is tipping his dad off to some new ideas he has run across in his travels. A new motor car will in all probability require a garage or an extension made on one of the implement sheds, which will in most cases be constructed of lumber. The fence is always a big proposition to the farmer requiring a certain amount of lumber regardless of whatever kind it may be.

It will pay the dealer to become more friendly with the farmer in view of the extensive lumber he will absorb in his proposed building. A trip through your district and a talk with the farmer himself on the various interesting topics of the day, especially his lumber requirements, will place you in a far more advantageous position than letting him look for a merchant. Attractive illustrations of houses showing different designs of verandahs and porches with interior views of hardwood flooring, etc., rarely fail to interest a man that before was not quite sure of making these alterations and additions.

Little visits through the rural districts like this will perhaps lead to contracts that you cannot afford to lose. Someone has got to supply it and the man who gets on the ground first and puts it in the most attractive manner will get the business. Combine it with a pleasure trip and take your family along and show the farmer you are looking for honest business which will benefit both his interests and your own. Many improvements are postponed because the farmer is too busy to go after prices and estimates, but if they are placed before him while seated in his own living room, he will without a doubt be more than interested.

A very interesting method employed by a California lumber dealer was that of mailing to all the farmers in his district a leaflet showing how much lower the percentage of depreciation in machinery was affected by keeping it properly housed. By showing the farmer where he will make money in using lumber to good advantage is always a good argument and a true one.

Another effective advertisement by a lumber dealer was the offering of a prize in a country school for the best essay on "Thrift," referring especially to owning your own home and the advantages obtained by remodelling the old ones so as to make them attractive on inside as well as improving the outer appearance. This proved to be a great strike as the children naturally discussed the essay and asked the opinion of the parents at home. This was not an expensive venture by any means and was readily granted by the school master who helped the pupils in the advertising campaign.

Lumber dealers, who have built up a flourishing business connection with the farmer did not merely sell and deliver the material; they found out what use the lumber was being put to and then supplied some practical suggestions in an entirely voluntary capacity, such as a better ventilating system for the new barn; a good plan for the garage; how the farmer can save money constructing his new machine shed. In whatever line of construction he is contemplating suggestions of this sort will always be more than welcome. Many farmers are not too well versed in the building line and if the dealer helps him in a friendly way by showing him where he can economize in different ways the farmer will feel confident that he is not being taken in and will come again and tell his neighbors and friends of a practical lumber merchant.

How and Where Can They be Learned?

What is a salesman?
What is salesmanship?
How and where can it be learned?

The detailed answers to these questions would fill many large volumes, but the general answers would go into the notebook and be inscribed in the memory of every lumber salesman in the business, says the "Gulf Coast Lumberman."

Success today, in any field, is a matter of act, and if success is to be won, deeds, not mere diction, must count highest in the game. This is just as true of the professional field as it is of the commercial field. The doctor, for instance, who ranks highest with the modern patient is no longer the most talkative, the most complimentary, the most agreeable, the best-known about the town. He talks less—he even prescribes less. And one reason why it is so difficult to be a successful minister (already we have had to cut them down from from two and one-half hours to twenty minutes), is because there is so much more practice than one can preach. So, too, the business man (whether individually or in groups), to be successful, must do and stand for more than he merely talks about or listens to. To hold big meetings is all right—to deliver speeches is a sort of necessary evil, to applaud is generally compulsory, and to adjourn is invariably necessary; but these things, of themselves, do not necessarily make for the "Betterment of Business."

How and where can we better learn salesmanship?

Where can we learn salesmanship? At a sale, by analyzing it, and finding its component parts to be, introduction, attention, interest, conviction, desire and resolve.

Where can we learn salesmanship? At schools of Salesmanship—good schools—attend them, and let your salesmen attend them, where they will be taught the three well-defined steps to a sale, attracting attention, inspiring confidence, creating desire.

Where can we learn salesmanship? From books on Salesmanship—good books—read them, and let your salesmen read them—how they variously treat of personal appearance, manner of approach, arrangement of our selling talk, loyalty to our house, treatment of our competitor, enthusiasm, tact, persistence and the art of closing.

Where can we learn salesmanship? At the good salesman's elbow, noting his deportment—his cleanliness of habits—his agreeableness under all conditions—his faculty of doing the right thing no matter how difficult—his regular return of 125 per cent. work for 100 per cent. pay—his independence of supervision—his aptitude for doing his work a little better and a little bit quicker than the other fellow.

Where can we learn salesmanship? From the coaxing shop window—from the beckoning bill-board—from the magnetic magazine ad—from the persuasive paper—from the bribe-like bargain in the paper—from the tantalizing temptation—from the stimulating sermon—from the seductive smile—from the minister's menace—from the lawyer's lie—from the drummer's tone—from the huckster's holler—from every activity that makes for growth.

North Eastern Iron & Salvage Co.
129-133 Nazareth Street, MONTREAL
Dealers in every kind of SECOND HAND USABLE MATERIAL
Entire Plants Bought and Sold.
Steam and Water Pipe a Specialty.
Reinforcing Steel, New and Second-hand, Always in Stock.
Galvanized and Black Wire in Coils.
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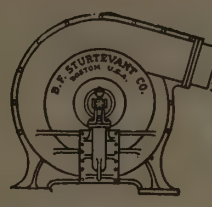

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PUTS AIR TO WORK

The Whirlwind that Sits on a Knife

and does as much work as all the men in your shop—who are in a much more comfortable position!

For no matter how hard they work at the machines—no matter how many chips, shavings, and how much dust and powder they make—a

Sturtevant

(TRADE MARK)

PLANING MILL SYSTEM

with its powerful draft right at the tool edge, carries them like lightning away outside, giving the workman every chance in the world to turn out his best work.

A Sturtevant Planing Mill System

—keeps the work nice and clean at all times

—leaves the air free from dust and powder, and wholesome for the workers to breathe

—allows no refuse to gather and form a fire risk

—prevents all litter which might work into the machines.

Special Bulletin No. 261 C tells of the benefits of Sturtevant Planing Mill Systems now in use by many mills

B. F. Sturtevant Company of Canada, Limited

Head Office and Works: Galt, Ont.

Sales Offices: - Montreal and Toronto

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine;		
1 x 4/7 Good Strips	$120 00	$130 00
1¼ & 1½ x 4/7 Good Strips	120 00	130 00
1 x 8 and up Good Sides	155 00	165 00
2 x 4/7 Good Strips	125 00	135 00
1¼ and 1½ x 8 and wider Good Sides	165 00	175 00
2 x 8 and wider Good Sides	175 00	185 00
2 x 8 and wider Good Sides	175 00	185 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	70 00	72 00
1 x 7, 9 and 11 Mill Run	72 00	74 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	45 00	47 00
1 x 10 x 12 6/16 No. 2 Mill Culls	50 00	52 00
1 x 4 and up 6/10 No. 3 Mill Culls	32 00	36 00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	60 00	62 00
2 x 8 Mill Run	62 00	64 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK, No. 1

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	50 00	52 00
1 x 8 in. x 9 to 16 ft.	52 00	54 00
1 x 10 and 12 in. x 9 to 16 ft.	54 00	56 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	54 00	56 00
2 x 4 to 12 in., 18 ft.	58 00	60 00
2 x 4 to 12 in., 20 ft.	60 00	62 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	100 00
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	85 00
(Depending upon widths)	
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	$106 75
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	112 00
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	108 00
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	110 00
1 x 5 & 6 Fir Casing	105 00
1 x 8 & 10 Fir Base	108 00
1¼ & 1½ 8, 10 & 12" E. G. Stepping	112 00
1¼ & 1½, 8, 10 & 12" F. G. Stepping	102 00
1 x 4 to 12 Clear Fir, D4S.	91 50 104 00
1¼ & 1½ x 4 to 12, Clear Fir, D4S	97 00 105 00
XX Shingles 6 butts 1 to 2", per M.	Open
XXX Shingles, 6 butts to 2 in., per M.	6 40
XXXXX Shingles, 5 butts to 2 in., per M.	Open

LATH

No. 1 White Pine, 4 ft.	Open
No. 2 White Pine, 4 ft.	"
No. 3 White Pine, 4 ft.	"
Mill run white pine, 32 in.	"
Merchantable spruce lath, 4 ft.	"

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$220.00	$160.00	$90.00
1¼"	230.00	190.00	110.00
1½"	230.00	190.00	110.00
2"	250.00	230.00	145.00
2½" and 3"	275.00	250.00	155.00
4"	300.00	275.00	165.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	200.00	140.00	110.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$155.00	$115.00	$75.00
5/4 and 6/4	165.00	125.00	85.00
8/4	170.00	135.00	100.00
10/4 and 12/4	210.00	160.00	120.00
16/4	225.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$140.00	$100.00	$65.00	$50.00
5/4 & 6/4	145.00	105.00	70.00	55.00
8/4	150.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$180.00	$135.00	$ 75.00
1¼" and 1½"	185.00	140.00	80.00
2"	190.00	145.00	85.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$105.00	$70.00	$60.00	$48.00
6/4 & 8/4	130.00	90.00	70.00	55.00
12/4	170.00	150.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain		Quartered	
	1s & 2s	No. 1 Com.	1s & 2s	No. 1 Com.
1"	$200.00	$175.00	$230.00	$205.00
1¼"	220.00	195.00	250.00	220.00
1½"	225.00	200.00	255.00	220.00
2"	230.00	205.00	260.00	225.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$110.00	$ 85.00
1¼" and 1½"	130.00	110.00
2"	140.00	120.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$125.00	$105.00	$80.00
1¼"	135.00	115.00	85.00
1½"	140.00	125.00	90.00
2"	165.00	150.00	100.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$115.00	$ 95.00	$ 55.00	$ 35.00
5/4 & 6/4	125.00	100.00	65.00	....
8/4	130.00	105.00	75.00	....
12/4	145.00	135.00	90.00	....
16/4	180.00	145.00	....	....

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$205.00	$165.00
5/4 & 6/4	215.00	175.00
8/4	225.00	180.00
10/4	265.00	200.00
12/4	265.00	200.00
16/4	285.00	205.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$225.00	$190.00
5/4 and 6/4	240.00	195.00
8/4	260.00	205.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4"	$225.00	$190.00
5/4" and 6/4	240.00	195.00
8/4	260.00	205.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:		
1-in. x 7-in. and up	$150 00	
1¼-in. and 1½-in., 8-in. & up	190 00	
2-in. x 7-in. and up	200 00	
No. 2 cuts 2 x 8-in. and up.	95 00	
Pine good strips:		
1 in.	125 00	
1¼-in. and 1½-in.	145.00	
2 in.	150 00	
Pine good shorts:		
1-in. x 7-in. and up	135 00	
1-in. x 4-in. to 6-in.	110 00	
1¼-in. and 1½-in.	135 00	
2-in.	140 00	
7-in. to 9-in. A sidings	80 00	
Pine, No. 1 dressing sidings	95 00	
Pine, No. 1 dressing strips	90 00	
Pine, No. 1 dressing shorts	75 00	
Pine, 1-in. x 4-in. s.c. strips	72 00	
Pine, 1-in. x 5-in. s.c. strips	73 00	
Pine, 1-in. x 6-in. s.c. strips	74 00	
Pine, 1-in. x 7-in. s.c. strips	74 00	
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00	76 00
Pine, 1-in. x 10-in. M.R.		78 00
Pine, s.c. sidings, 1½ and 2-in.		75 00
Pine, s.c. strips, 1-in.		65 00
1¼, 1½ and 2-in.		70 00
Pine, s.c. shorts, 1 x 4 to 6 in.		60 00
Pine, s.c. and bet., shorts, 1 x 5		62 00
Pine, s.c. and bet., shorts, 1 x 6		65 00
Pine, s.c. shorts, 6'-11', 1"x10"		68 00
Pine box boards:		
1"x4" and up, 6'-11'		52 00
1"x8", 12'-16'		60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up		55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.		45 00
O. culls r & w p	38 00	40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00	52 00
1"x4" and up, 12'-16'	50 00	52 00
1"x9"-10" and up, 12'-16'	54 00	56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00	56 00
1¼ x 10 and up, 12'-16'	54 00	60 00
1½" & 2" x 12" and up, 12'-16'	54 00	60 00
Spruce, 1-in. clear (fine dressing and B)	60 00	63 00
Hemlock, 1-in. cull	35 00	37 00
Hemlock, 1-in. log run	45 00	47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00	58 00
Tamarac	34 00	36 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00
Lath per M:		
No. 1 white pine, 1½-in. x 4 ft.		Open
No. 2 white pine		Open
Mill run white pine		17 00
Spruce, mill run 1½-in.		15 00
Red pine, mill run		14 00
Hemlock, mill run	12 00	13 00
White Cedar Shingles;		
XXXX, 18-in.		12 00
Clear butt, 18-in.		10 00
18-in. xx		7 00
Spruce logs (pulp)	20 00	28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot	
First class Ottawa waney, 18-in. average, according to lineal	100	110
19 in. and up average	110	120

SPRUCE DEALS

(At Mill)

	Per M. Ft.	
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00	$44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00	46 00
3 in. unsorted Quebec, 9 in. wide	50 00	54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.	
According to average and quality 55 ft. cube	1 00	1 20

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00	1 20
According to average and quality, 30 to 35 feet	90	1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	50 00	60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110.00
1 in., 8 in. and up wide	110 00
1¼ and 1½ in. and up wide	120 00
2 in. and up wide	125.00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	115 00
8/4 x 8 and up No. 1 and better	115 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100.00
2 in., 8 in. and up wide	105.00
2½ in. and 3 in., 8 in. and up wide	130.00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$73 00	81 00
1¼, 1½ and 2 in., 10/16 ft.	78 00	83 00
2½ to 3 in., 10/16 ft.	81 00	95 00

No. 2 BARN

1 in., 10 to 16 ft. long	68 00	75 00
1¼, 1½ and 2 in., 10/16 ft.	72 00	77 00
2½ in. to 3 in.	75 00	82 00

No. 3 BARN

1 in., 10 to 16 ft. Long	65 00	70 00
1¼, 1½ and 2 in., 10/16 ft.	70 00	75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00	62 00

MILL CULLS

Mill Run Culls	
1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

No. 1 SPRUCE

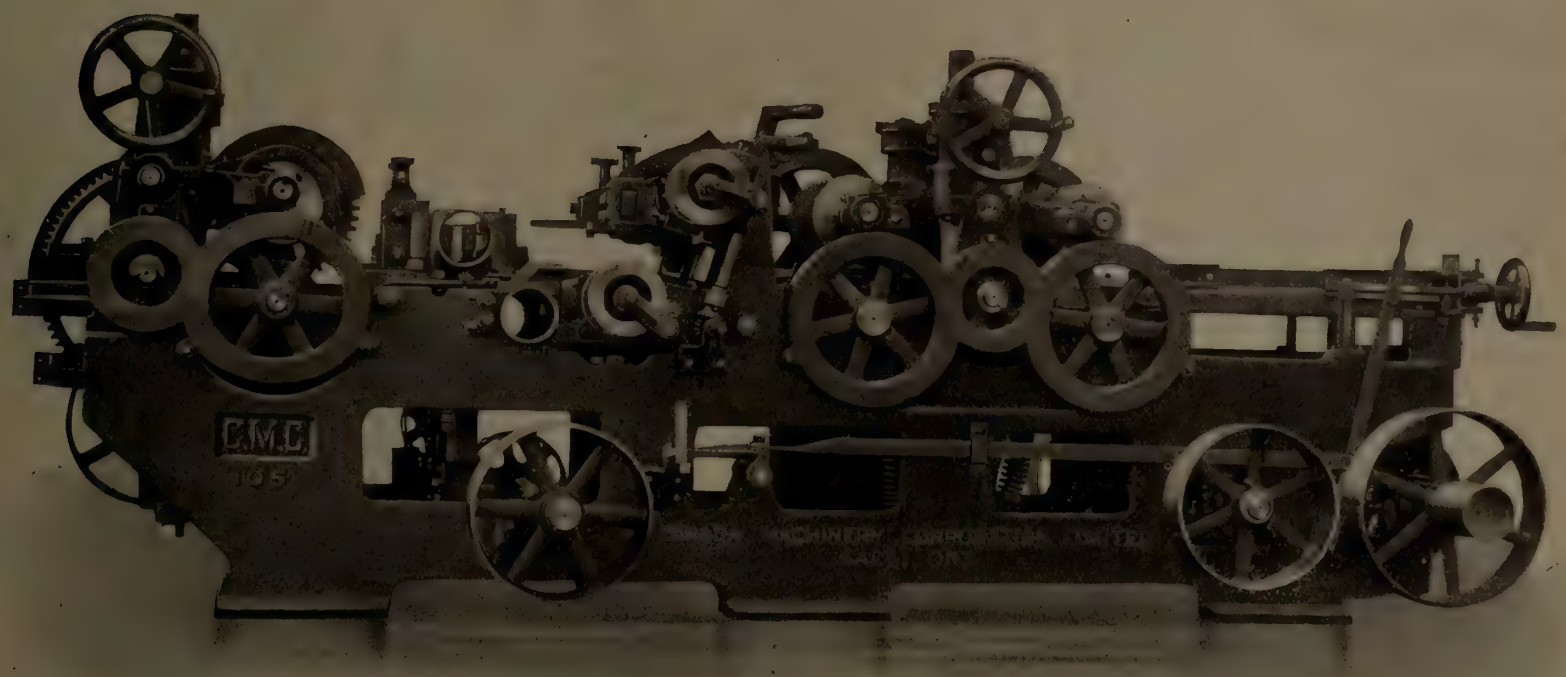
Dimension	S.1.S and 1.E 6 ft.	8 ft.	10 ft.
2 x 4	All prices withdrawn.		
2 x 6			
2 x 8			
2 x 10			

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 740)

C.M.C. WOODWORKING MACHINERY

FOR ALL STANDARD REQUIREMENTS



C. M. C. NO. 105 HEAVY MEDIUM PLANER AND MATCHER
15″ x 16″

OUR NO. 105 HEAVY MEDIUM PLANER AND MATCHER is not a strictly fast feed machine. It is not intended to be used in conjunction with an automatic feeding table but it will dress stock smoothly as fast as it can be fed by hand. The maximum feed is 110 ft. per minute which rate of hand feeding cannot be maintained for any length of time by even the strongest man. In other words it is just the machine that the average large planing mill requires, being of sufficient strength and capacity but not excessively high in cost.

DOUBLE END TENONER.—We have placed upon the market a new and superior double end tenoner. The only modern one built in Canada and we would be pleased to send photographs and specifications to all parties interested.

We manufacture Planers, Matchers, Moulders, Shapers, Rip Saws, Band Saws, Cutoff Saws, Re-Saws, Mortisers, Tenoners, Boring Machines, etc.

CANADA MACHINERY CORPORATION
LIMITED

GALT - - ONTARIO

Toronto Office and Warerooms—Brock Avenue Subway

CURRENT LUMBER PRICES—Continued

2 x 12	
2 x 4	All prices
2 x 6	withdrawn.
2 x 8	
2 x 10	
2 x 12	

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E	$45 00
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E	46 00
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E	44 00
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E	47 00
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E	49 00
2 x 10, 8 ft. to 16 ft., S1S1E	46 00
2 x 10, 10 ft., S1S1E	47 00
2 x 10, 18/22, S1S1E	48 00
2 x 10, 24/32, S1S1E	50 00
2 x 12, 8 ft. to 16 ft., S1S1E	46 50
2 x 12; 10, 18, 20	48 50
2 x 12; 24, 26, 28, 30, 32	50 50

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	44 50
2 x 4 in., 8, 12 and 14 ft.	45 50
2 x 4 in., 16 ft.	46 50
2 x 4 in., 18 and 20 ft.	47 50
2 x 4 in., 22 to 32 ft.	49 50
2 x 10 in., 8, 12 and 14 ft.	46 75
2 x 10 in., 16 ft.	47 75
2 x 10 in., 18 and 20 ft.	48 75
2 x 10 in., 22 to 32 ft.	50 75
2 x 12 in., 8 to 14 ft.	48 25
2 x 12 in., 16 ft.	49 25
2 x 12 in., 18 and 20 ft.	50 25
2 x 12 in., 22 to 32 ft.	52 25
3 x 3 and 3 x 4 in., 8 to 14 ft.	48 75
3 x 3 and 3 x 4 in., 16 ft.	49 75
3 x 3 and 3 x 4, 18 and 20 ft.	50 75
3 x 3 and 3 x 4 in., 22 to 32 ft.	52 75
6 x 6, 6 x 8, 8 x 8, 6 to 16 ft.	51 50
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	54 50
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	52 00

Shingles, XXX B. C. Cedar, straight cars on 60c rate ... Open

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	$200 00
Uppers, 5/4 to 8/4	200 00
Uppers, 10/4 to 12/4	220 00
Selects 4/4	180 00
Selects 5/4 to 8/4	180 00
Selects 10/4 to 12/4	200 00
Fine Common 4/4	140 00
Fine Common 6/4	145 00
Fine Common 8/4	145 00
Fine Common 5/4	145 00
No. 1 Cuts 4/4	105 00
No. 1 Cuts 5/4	115 00
No. 1 Cuts 6/4	115 00
No. 1 Cuts 8/4	120 00
No. 2 Cuts 4/4	78 00
No. 2 Cuts 5/4	93 00
No. 2 Cuts 6/4	93 00
No. 2 Cuts 8/4	97 00
No. 3 Cuts 5/4	72 00
No. 3 Cuts 6/4	72 00
No. 3 Cuts 8/4	73 00
Dressing 5/4	90 00
Dressing 5/4 x 10	93 00
Dressing 5/4 x 12	98 00
No. 1 Moulding 5/4	120 00
No. 1 Moulding 6/4	120 00
No. 1 Moulding 8/4	120 00
No. 2 Moulding 5/4	104 00
No. 2 Moulding 6/4	104 00
No. 2 Moulding 8/4	104 00
No. 1 Barn 1 x 12	85 00
No. 1 Barn 1 x 6 and 8	77 00
No. 1 Barn 1 x 10	79 00
No. 2 Barn 1 x 6 and 8	71 00
No. 2 Barn, 1 x 10	73 00
No. 3 Barn 1 x 6 and 8	63 00
No. 3 Barn 1 x 10	65 00
Box 1 x 6 and up	56 00
Box 1 x 10	57 00
Box 1 x 12	58 00
Box 1 x 13 and up	59 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	117-122	99-104	76 - 78
5/4 to 8/4	133-135	106-108	76 - 83
10/4 to 16/4	143-145	118-120	85 - 87

RED BIRCH

4/4	149-151	118-120	79 - 81
5/4 to 8/4	152-164	127-129	88 - 90

SAP BIRCH

4/4	145-149	118-120	79 - 81
5/4 and up	150-153	121-123	82 - 84

SOFT ELM

4/4	129-130	109-111	61 - 65
5, 6 & 8/4	137-139	117-119	69 - 71

BASSWOOD

4/4	129-131	114-116	56 - 58
Thicker	133-141	117-124	64 - 67

PLAIN OAK

4/4	166-171	138-142	74 - 76
5/4 to 8/4	177-181	148-152	84 - 87

ASH, WHITE AND BROWN

4/4	147-149	122-126	68 - 71
5/4 to 8/4	163-167	130-132	82 - 74
10/4 and up	190-192	145-148	73 - 78

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

White pine uppers, 1 in.	$206 00
White pine uppers, 1¼, 2 in.	210 00
White pine uppers, 2½, 3 in.	236 00
White pine uppers, 4 in.	246 00
Selects, 1 in.	186 00
Selects, 1¼, 2 in.	190 00
Selects, 2½, 3 in.	225 00
Selects, 4 in.	235 00
Fine common, 1 in., 30 per cent. 12 in. and up	165 00
Fine common, 1 x 8 and up	162 00
Fine common, 1¼ to 2 in.	168 00 170 00
Fine common, 2½ and 3 in.	215 00
Fine common, 4 in.	225 00
1 in. shaky clear	90 00
1¼ to 2 in. shaky clear	95 00
1 in. No. 2 dressing	90 00
1¼ to 2 in. No. 2 dressing	90 00
No. 1 Cuts, 1 in.	100 00
No. 1 Cuts, 1¼ to 2 in.	105 00
No. 1 Cuts, 2½ and 3 in.	125 00
No. 2 Cuts, 1 in.	70 00
No. 2 Cuts, 1¼ to 2 in.	75 00 80 00
Barn Boards, No. 1, 1 x 12	90 00
No. 1, 1 x 10	81 00
No. 1, 1 x 8	79 00
No. 2, 1 x 12	80 00
No. 2, 1 x 10	78 00
No. 2, 1 x 8	77 00
No. 3, 1 x 12	68 00
No. 3, 1 x 10	66 00
No. 3, 1 x 8	65 00

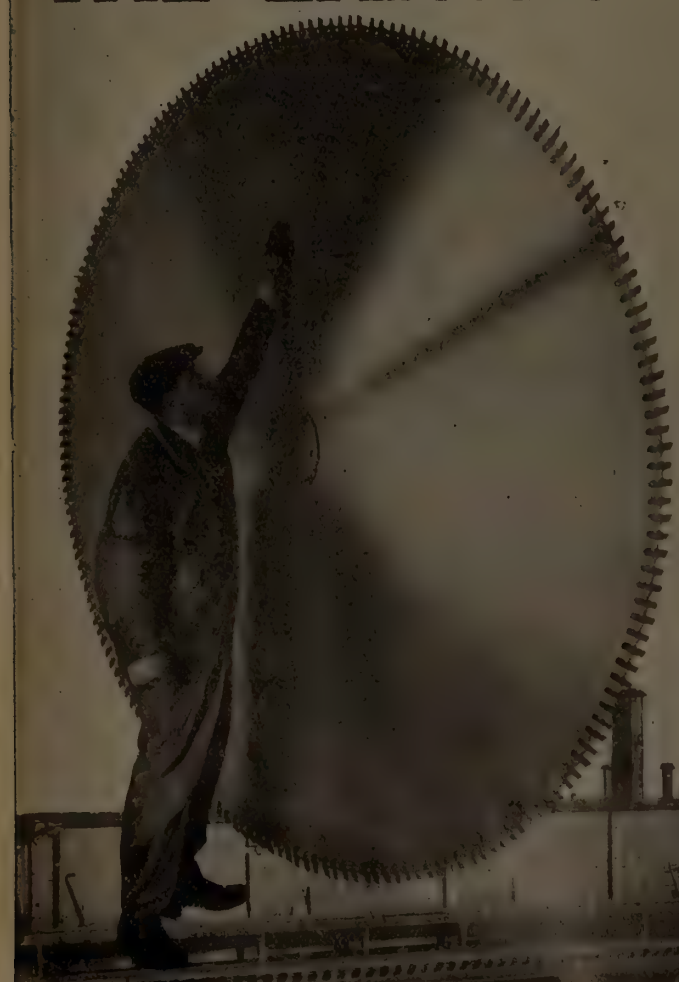
No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.	110 00
1 x 10 in.	110 00
No. 1, 1 x 4 to 7 in.	95 00
No. 1, 1 x 8 & 9 in.	95 00
No. 1, 1 x 10 in.	98 00
No. 2, 1 x 4 & 5 in.	57 00
No. 2, 1 x 6 & 7 in.	60 00
No. 2, 1 x 8 & 9 in. 63 00	68 00
No. 2, 1 x 10 in.	68 00
No. 2, 1 x 12 in.	71 00
Spruce, 12 in. dimension	64 00
Spruce, 10 in. dimension	62 00
Spruce, 9 in. dimension	61 00
Spruce, 8 in. dimension	60 00
2 x 10 in. random lengths, 8 ft. and up 53 00	55 00
2 x 12 in., random lengths 55 00	57 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7	48 00 50 00
3 x 4 and 4 x 4 in.	56 00 60 00
2 x 8 in.	58 00 60 00
All other random lengths, 7-in. and under, 8 ft. and up	54 00 55 00
5-inch and up merchantable boards, 8 ft. and up, p 1s	55 00
1 x 2	55 00
1 x 3	53 00
⅜ in. spruce lath	10 00
1½ in. spruce lath	12 00

New Brunswick Cedar Shingles

Extras 8 50	9 00
Clears 8 00	8 50
Second Clears	6 00
Clear Whites	5 50
Extra 1s (Clear whites in)	4 50
Extra 1s (Clear whites out) 3 50	4 00
Red Cedar Extras, 16-in. 5 butts to 2-in.	6 70
Red Cedar Eurekas, 18-inch, 5 butts to 2-in.	10 00
Red Cedar Perfections, 5 butts to 2¼	11 00
Washington 16-in. 5 butts to 2 in. extra red cedar	6 50

THE LARGEST SAWS IN THE WORLD

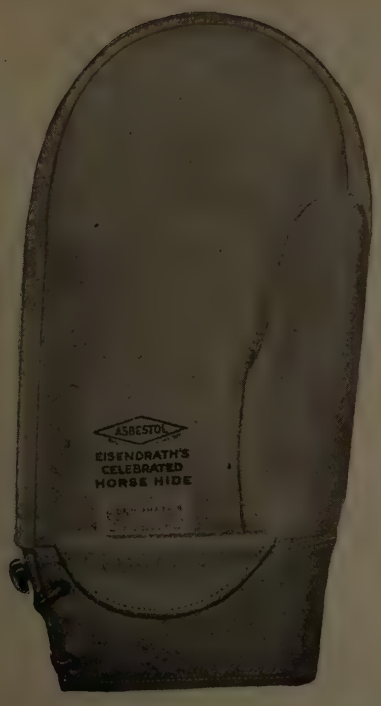


This is one of the two Disston cut-off saws in use at the Coats Shingle Company's Mill. These saws are 108 inches in diameter and each one weighs, ready to run, 795 pounds. 190 spiral teeth are inserted in each saw. The successful building of these saws affords a striking example of the advantages of Disston experience and facilities.

You may never need saws as large as this. You will be interested to know, however, that Disston workmen and Disston equipment are of the kind that makes the building of the largest saws in the world—and the best saws of all kinds—possible.

HENRY DISSTON & SONS, Ltd.

Branch—Vancouver, B.C. TORONTO, Can



ASBESTOL
REG. IN U.S. PAT. OFF.

Gloves
AND
Mittens

A better combination of practical and sound selling features would be hard to find.

"ASBESTOL" have been serving the work glove needs of Lumbermen for many long years, and the demand grows greater every year.

THERE'S A REASON—

Eisendrath Glove Company
2001 Elston Avenue - - Chicago, Ill.

Do You Know That Lumbermen Have Been Saved

MILLIONS of DOLLARS

By the

Manufacturing Lumbermen's Underwriters
Organized in 1898

The Pioneer Lumber Insurance Association

For 21 YEARS has furnished AT COST to the Lumber Industry the best RECIPROCAL indemnity against Fire Loss.

The benefits include:
Liberal and Correct Policy Forms
Improvement Suggestions for Reducing Rates
Fire Prevention Service Especially Valuable Because of Practical, Efficient, Frequent Inspections
The Certainty of Prompt and Equitable Loss Adjustment

855 MEMBERS
SEVENTY MILLIONS INSURANCE IN FORCE
TWO MILLIONS IN SAVINGS RETURNED
SURPLUS FUND NEARLY TWO MILLIONS
SIX MILLIONS IN FIRE LOSSES PAID

Do You Know of Any Other Insurance Medium That Never Had a Law Suit?

ARE YOU PARTICIPATING?

Help yourself and your fellow lumbermen by joining our membership, or if already a member, by giving us more of your business

THIS ASSOCIATION HAS BENEFITED EVERY SAW MILL OWNER AND SO DESERVES YOUR FULL SUPPORT. Ask your neighbor or

Our representative will call on you at your convenience

Rankin-Benedict Underwriting Company
Attorney and Manager

Licensed in Canada **KANSAS CITY, MO.**

Shoe Packs

Utmost Reliability, Combined with Maximum Comfort and Wear

Reliability is the important factor in considering lumberman's footwear. For this reason it has been our aim to embody reliability in every shoe which leaves our factory. A glance at the sample here shown will readily bear out this statement.

Copeland Shoepacks are made from best selected oil tanned leather. Every pair guaranteed, and made in Canada.

Let us send you our catalogue and price lists
A postcard will bring them

The Copeland Shoepack Co. Limited
Midland, Ontario, Canada

Special Offer

Realizing the need for a rich liquoring satisfying Tea for camp purposes, we set aside, from time to time, some chests of choice

FANNINGS

which we can offer at a very low price for immediate delivery.

These "fannings" are the small broken pieces of leaf from our standard blends. Infused in a large muslin bag they will be found entirely satisfactory and the most economical form of making tea. Packed in cases of about 120 lbs.

Samples and prices on application, quantity being limited. Please write at once.

"Salada" Tea Company of Canada, Ltd.

461 KING ST. W. - - TORONTO

FIRE BRICK

We make several brands of fire brick made by every known process of manufacture from a selection of various high grade Pennsylvania clays. This enables us to furnish the best adapted fire brick for your boilers, dutch ovens, refuse burners, kilns, etc.

We specialize in fire brick for power plants and if you will advise us whether your boilers are hand fired or stoker fired and kind of fuel used we can then give you the proper brick for your work.

We carry a large stock of our different brands in various sizes and shapes in our Hamilton warehouse, which enables us to ship at once.

We manufacture the following well-known brands:

"Elkco Special," "Elk Steel," "St. Marys," "Keystone" and "Rotex"

Write for copy of our catalogue, "Refractory Efficiency Engineering."

Elk Fire Brick Co. of Canada, Ltd.

HIGH GRADE FIRE BRICK and CLAY

Sun Life Bldg., Hamilton, Canada

Representatives for Maritime Provinces:
RHODES, CURRY COMPANY, LTD., Head Office, AMHERST, N. S.
Branches at Halifax, Sydney and New Glasgow, N.S.

Elevated Steel Water Tanks

Provide Real Protection
Reduce Insurance Rates

Our All Steel Elevated Water Tanks will not rot out, leak, burn or burst—they last a lifetime, and operate successfully in the coldest latitudes.

CANADIAN CHICAGO BRIDGE & IRON CO., Ltd.
MONTREAL, QUE., 260 St. James St.
BRIDGEBURG, ONT., 140 Janet St.

Gerlach Machinery

PRODUCES THE BEST as Well as the Cheapest

Tight or Slack Staves, Headings, Kegs, Barrels and Short Box Shooks

100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

Circular, Drag and Cylinder Saws.
Cylinder Saws Repaired.

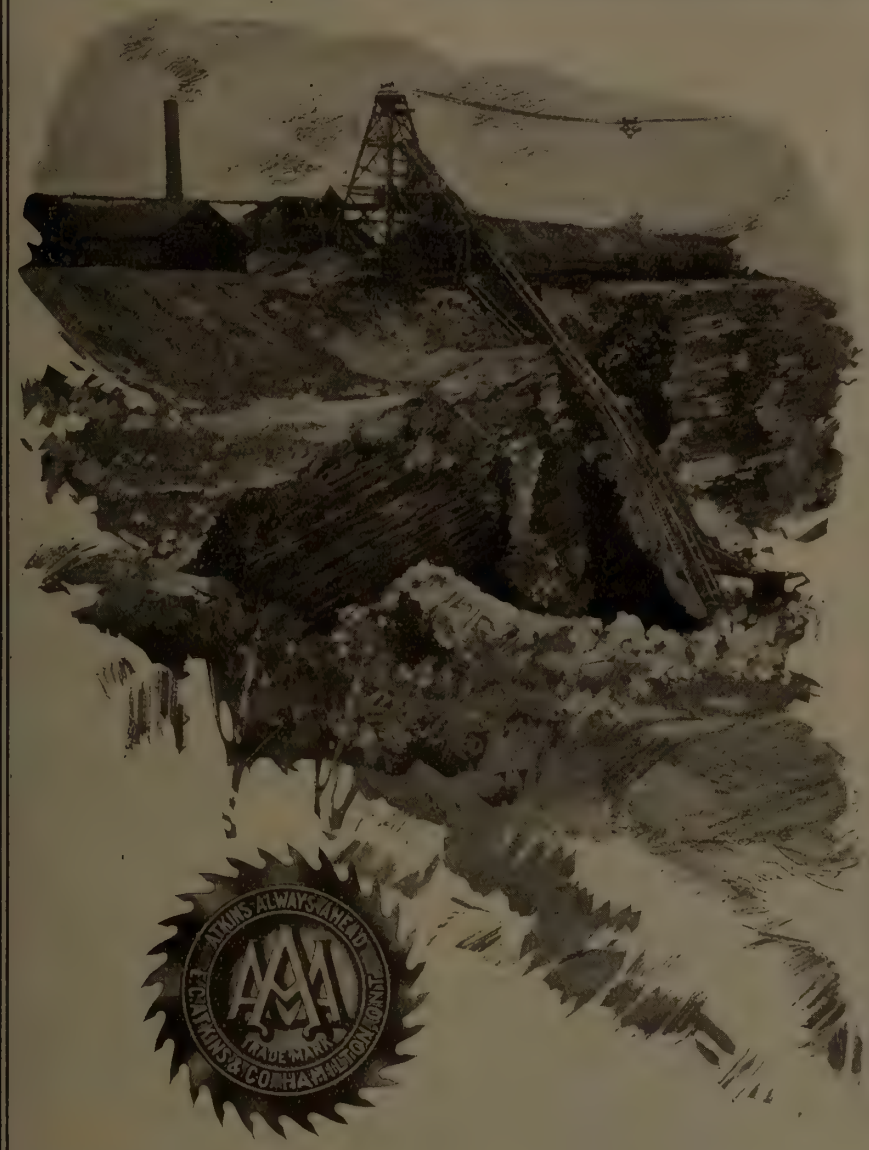
Dixie Portable Gasoline Drag Saw

Price with 1 saw blade and dry battery ignition,	$270 00
Price with 1 saw blade and Bosch Magneto ignition	305.00
Price extra 5 or 6 foot saws, each - - -	12.0
Price extra 6 or 7 foot saws, each - - -	14.00

The Peter Gerlach Co.

Established 1854
Cleveland, Ohio

ATKINS STERLING QUALITY SAWS



VIRGIN ORE

When Elias C. Atkins began making saws 'way back in 1857 he realized that no steel manufacturer had at that time the correct formula for making as high a grade of steel as he determined to use in *his* saws.

Being an expert metallurgist he prepared his formula, which was based on Virgin Ore This formula contained many important elements that stamped it as the best that had ever been used. Experiments were carried on day by day and month after month, and after a long interval success was achieved—thus "Sterling Quality" saws were born.

This steel—*Atkins exclusive formula*—has the quality of receiving a hard, tough temper, stiff and firm; a quality that takes a keen, sharp cutting edge—a quality as fine as the material in high grade razors—that's "Sterling Quality" and it's not too good for Atkins Saws.

"Sterling Quality" Saws—made from Virgin Ore—are known the world over, and the constantly growing demand demonstrates their quality.

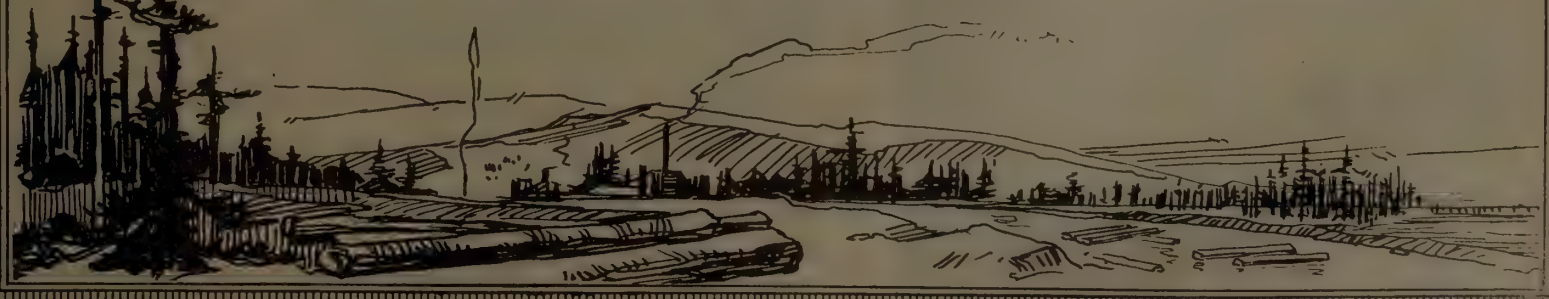
Have you Atkins Saws?
Write for literature!

E. C. Atkins & Company

Established 1857

"The Sterling Quality Saw People"

Canadian Factory: **HAMILTON, ONTARIO** ***Branch:*** **VANCOUVER, B. C.**



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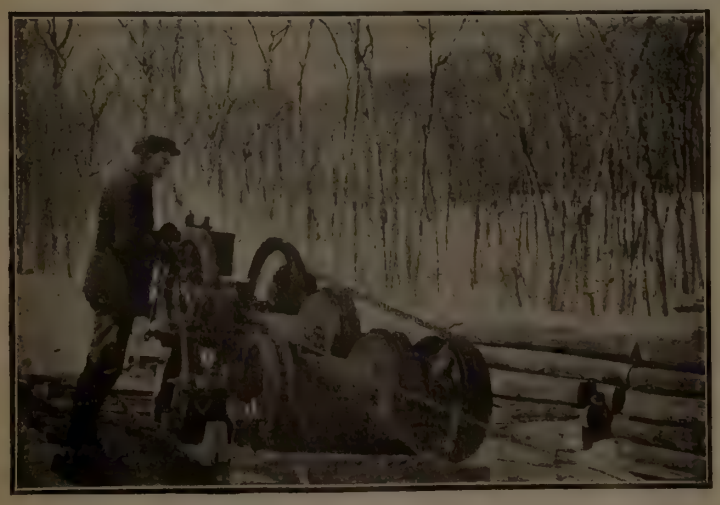

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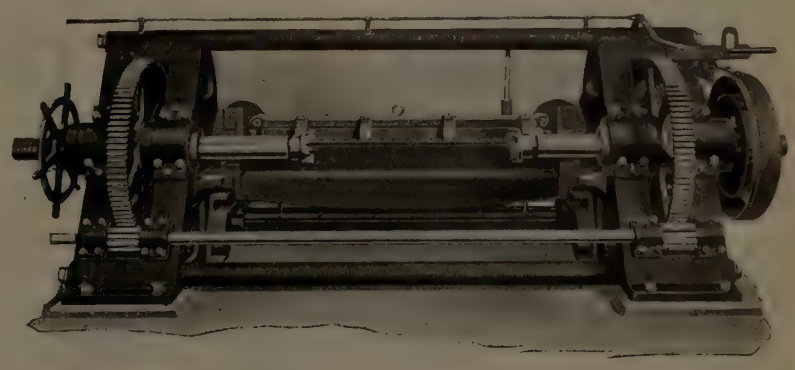

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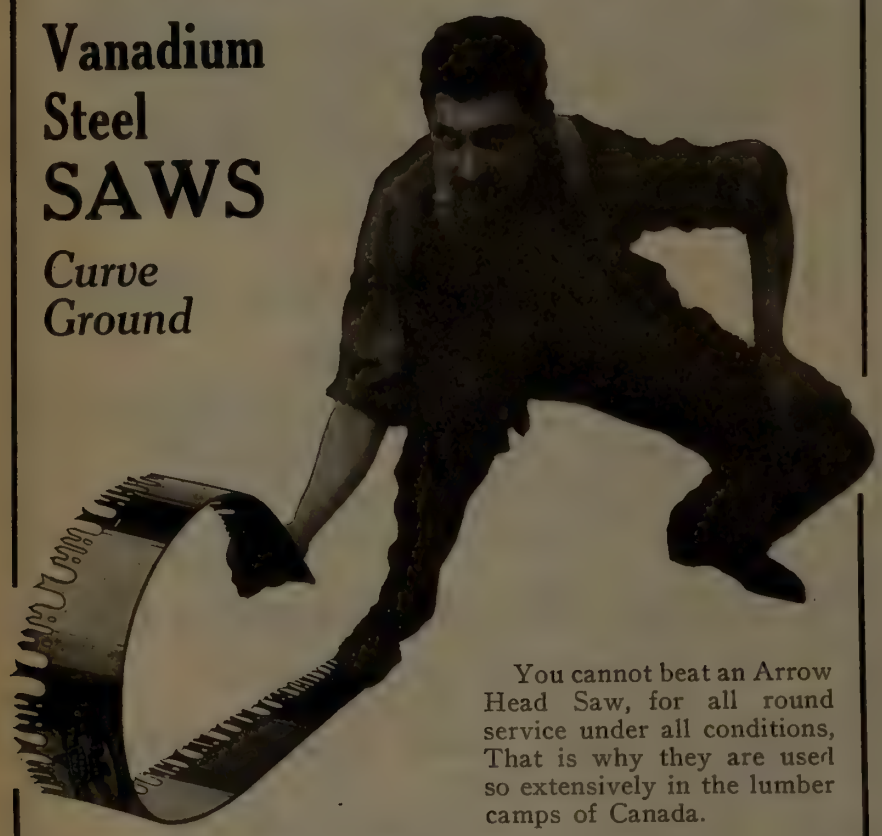

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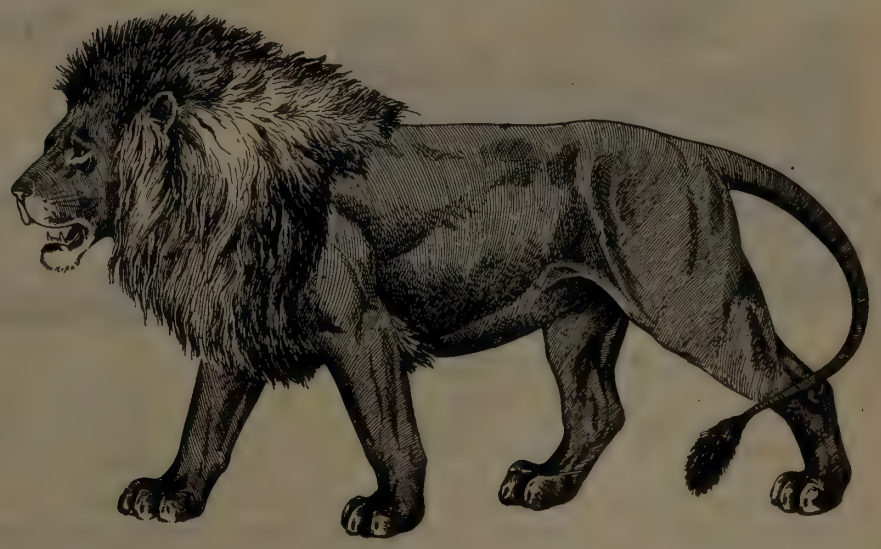

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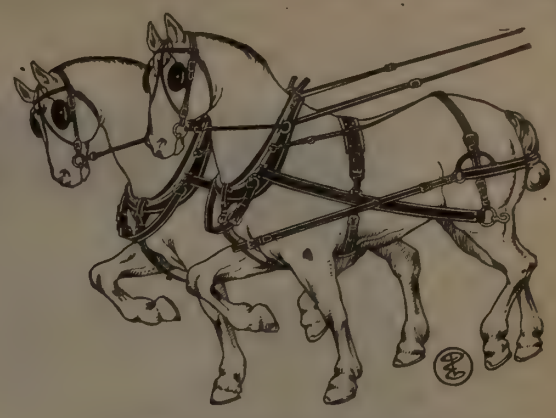

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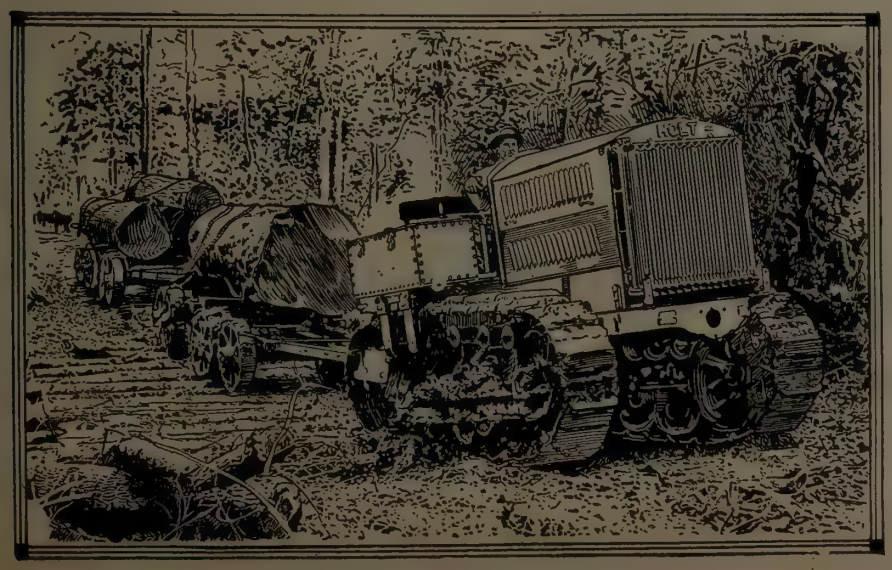

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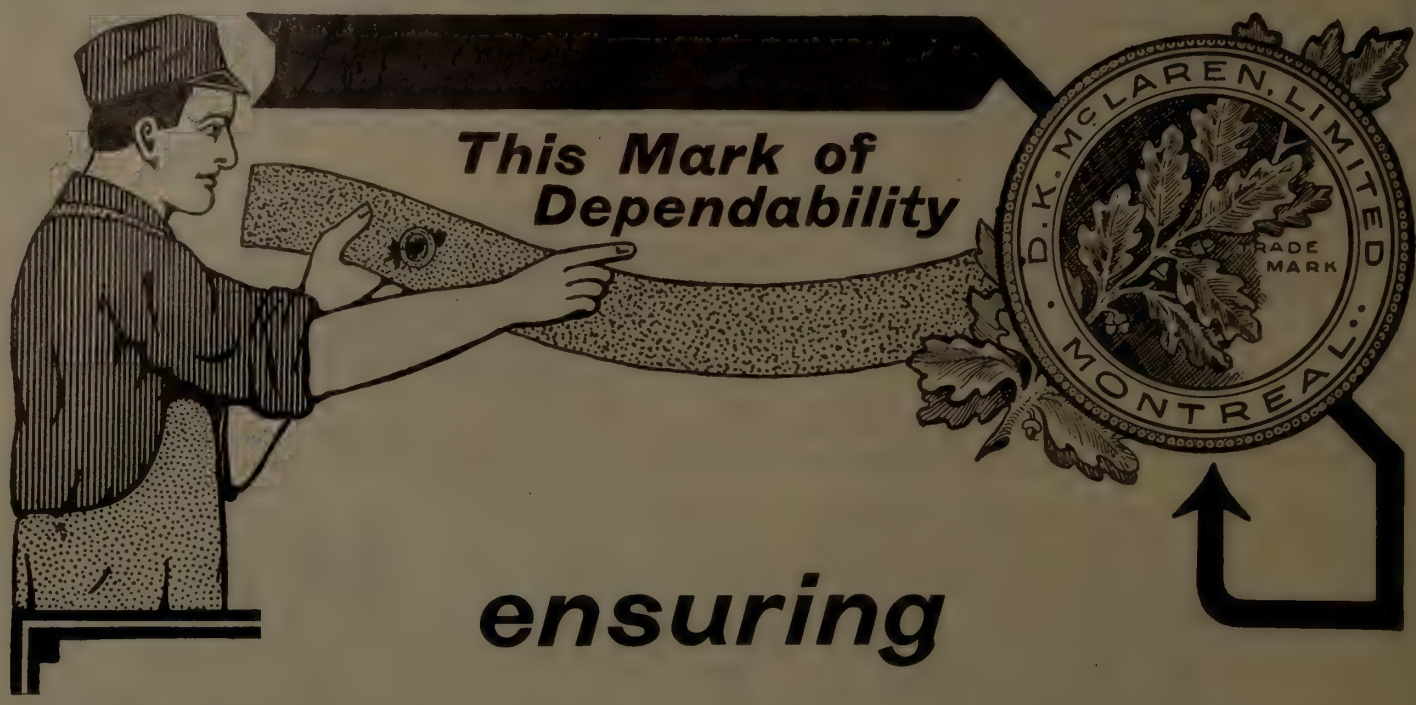

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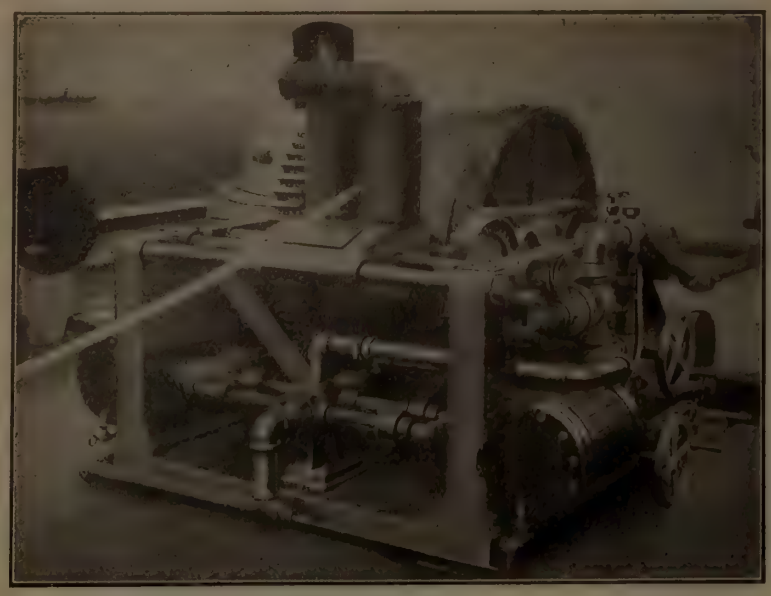

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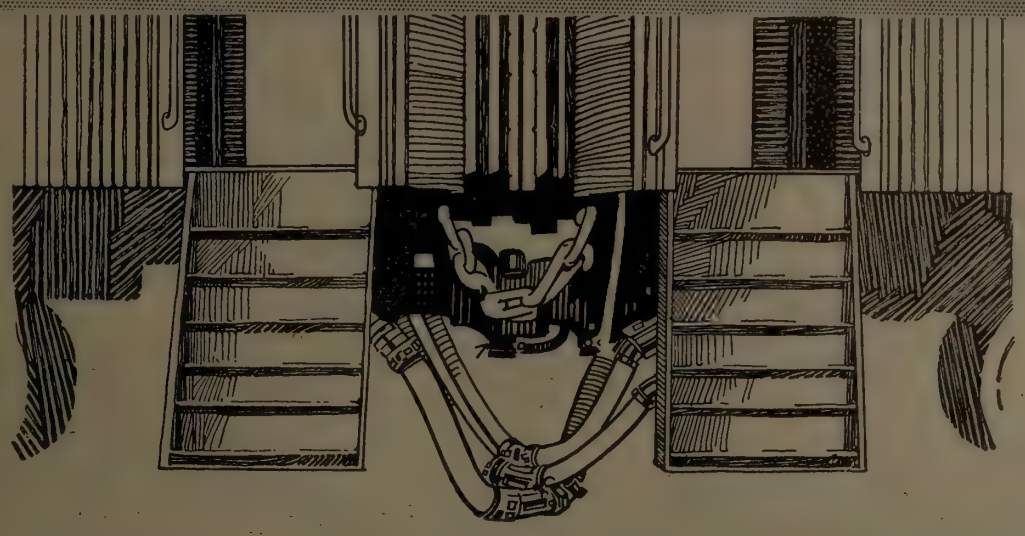

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Chisel Tooth Saws

Choice of Lumbermen Everywhere

The even temper of these saws and the fine quality of steel from which they are made have proved Hoe saws reliable for nearly one hundred years.

More than one hundred thousand "Hoes" are to-day successfully sawing lumber in all parts of the globe. The Hoe Chisel Tooth Saw, invented 40 years ago, is still the best for cutting hardwood.

Special Flanged Shanks and Superior Bits Supplied

R. HOE & CO. 504-520 Grand Street New York City

America's Oldest Saw Manufacturers

Rubber Goods
FOR LUMBERMEN

Belting Our long experience in the making of Rubber Belts enables us to specialize on this line. "P.M.S.," "Special Drive" and "Lion" are our leading brands for power transmission.

Packings "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable.

Hose for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions.

Fire Hose One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion.

Gutta Percha & Rubber, Limited

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
EDMONTON CALGARY LETHBRIDGE VANCOUVER VICTORIA

Beardmore Extra Quality Waterproof Cement Leather Belting

For the Wet Place

Tell us your belting troubles and we can help you.

The General Supply Company of Canada, Limited

OTTAWA MONTREAL TORONTO WINNIPEG VANCOUVER

Large stocks available for immediate shipment

"CANADA"
DEPENDABLE
WIRE ROPE

The strongest rope is none too good for service in the mill or camp. Here particularly a sudden break may result in loss of life or property—or a costly shutdown. To meet the severe tests imposed in this kind of work we have constructed steel wire ropes and cables best suited for logging and mill purposes.

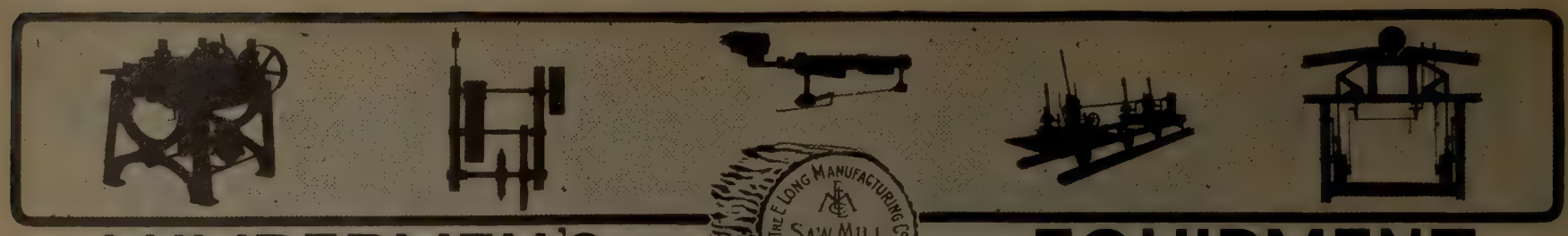
Where unusual conditions require special equipment we cheerfully place our staff of laboratory experts and designers at your service.

CANADA WIRE & CABLE CO.
LIMITED

TORONTO - ONTARIO

Stock carried at all District Offices and Warehouses:

674 Barrington St., Halifax, N. S. 143 Beaver Hall Hill, Montreal. 592 Notre Dame Ave. W., Winnipeg. 738-11th Ave. West, Calgary. 1632 Hamilton St., Vancouver.



LUMBERMEN'S EQUIPMENT

THIS Stationary Cylinder, Steam Nigger effects a tremendous saving where logs have formerly been handled by hand, by friction or the old fashioned oscillating niggers.

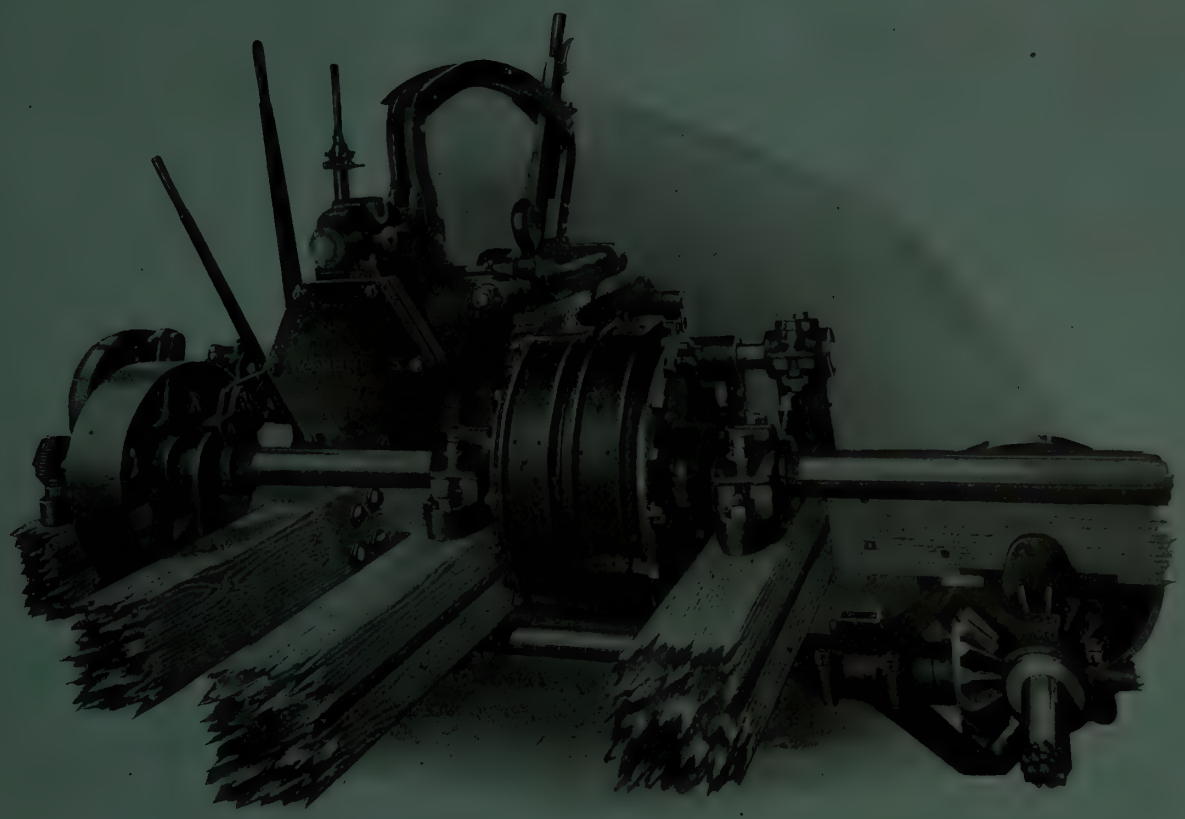
Possessing all the good qualities of the oscillating type, it has many others to commend its use. In the first place it occupies less space, there being no horizontal bar to come in the way of feed ropes, or conveyors. Second: the cylinder being stationary, permits all piping to be rigid, and allows lever connections between valves and lever, to be installed without any lost motion, thus guaranteeing the sawyer perfect control of the entire machine. The working strain instead of coming on the cylinders, heads and trunions, comes on the heavy cross heads and slides, removing all strains from the joints, and for this reason requires a minimum amount of packing. This will be appreciated, as with the oscillating type, there are always leaky joints, which are hard to keep tight. Third: the machine is much more self contained than the oscillating type, there being no jumping or rocking of the machine, when in motion. The two upright timbers, used to support the cylinders and slides, have a tendency to stiffen the mill at a weak point, and prevent the tooth bar from pounding the carriage track timbers out of alignment.

The E. Long Manufacturing Co., Limited

Orillia Canada

Robt. Hamilton & Co., Vancouver
Gorman, Clancy & Grindley Ltd. Calgary & Edmonton
A. R. Williams Machinery Co. of Winnipeg Ltd.
Williams & Wilson Ltd. Montreal

Let Steam Do Your Setting



The hardest worked employee in the ordinary Saw Mill is the setter. The handling of large logs calls for great muscular effort on his part, while his work on the smaller logs is almost equally laborious, as he has to put through a much larger number of them.

Every cut makes necessary a new adjustment of the log, which, in the absence of our Steam Set Works, is accomplished by a long throw of the hand lever. Before the end of his day's labor, the setter is usually exhausted. In many mills, the setter, because of the fatiguing nature of his duties, is not required to work for as many hours per day as the other employees.

All this is changed by our Steam Set Works, making the labor of the setter so much less arduous that he can do a full day's work. He is also enabled to set logs more quickly, thus increasing the number of cuts that can be made in a given time; and the lumber produced is materially improved in quality and regularity. Instead of the sawyer being kept waiting for the setter—the usual condition in ordinary saw mills—the reverse is true, and the setter is usually waiting for the sawyer.

It goes without saying that the main purpose of a sawmill is to produce as much good lumber as possible, at a minimum cost. As the cutting capacity of the mill depends mainly on the speed with which the logs are handled, the importance of an appliance which will shorten the time required to move logs into position for the next cut, is apparent.

The considerable saving of time effected by the use of these Set Works, together with the greater exactness in the thickness of the lumber thus obtained, accounts for the rapid adoption of this machine by mill men.

WHY NOT WRITE FOR INFORMATION NOW

Waterous

BRANTFORD, ONTARIO, CANADA

MOLSONS BANK BUILDING, VANCOUVER, B.C. WINNIPEG, MANITOBA

LOG LOADING

Use your motor truck for this work by installing a BAY CITY WINCH.

You can load your truck or a trailer without other power than the truck engine. It saves time, money, men and labor.

Bay City Foundry & Machine Co.
1601 Water Street **BAY CITY, MICH.**

Not altogether what we say, but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

West & Peachey - Simcoe, Ont.

Sole Manufacturers of the Celebrated

"MAPLE LEAF" BRAND Stitched Cotton Duck Belting

Strong Durable Economical True Running

Specially adapted for use in Lumber Mills

Being thoroughly waterproof, it is equally good for running in wet or dry places. As a main drive belt, "MAPLE LEAF" cannot be excelled, and for conveyors it is in great demand. A trial belt will convince you.

MAPLE LEAF BELT DRESSING

The Best for all Kinds of Belts

WRITE FOR SAMPLES AND PRICES

Quebec Branch: 51 Duluth Building, MONTREAL

DOMINION BELTING CO. LIMITED

HAMILTON ONTARIO . CANADA

Pink's Lumbering Tools

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thomas Pink Company, Limited

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO

MADE IN CANADA

It's a Pink anyway, you take it, and it's the best Peavey made.

Vol. 40 Toronto, August 15, 1920 No. 16

Canada Lumberman & Wood Worker

MACKENZIE LIMITED
OTTAWA, ONT.

For Lumbermen's Clothing and Supplies

SEND US YOUR REQUIREMENTS

EDGAR D. HARDY JAS. E. REYNOLDS

E. D. HARDY & CO.
INSURANCE
Specialists in LUMBER and WOODWORKING Plants

HEAD OFFICE: OTTAWA, ONT.

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Choose Yours from over 250 different Models

Get the "International" suited to your particular requirements and watch results—watch it result in a smoothly working organization discipline—promote co-operation—prevent time disputes — increase efficiency; then check up its worth in real dollar and cents value.

A post card from you will bring immediately our catalogue and price lists—at no obligation whatever. Why not write today?

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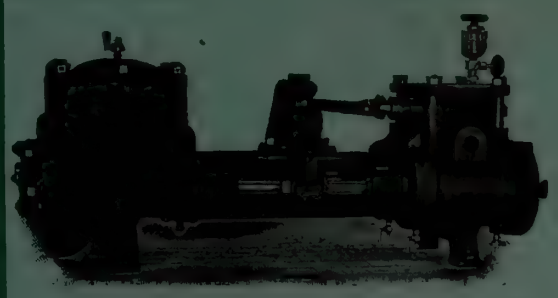
(TIME RECORDER DIVISION)
FRANK E. MUTTON, Vice-President and General Manager.
Head Office: Royce and Campbell Avenues, TORONTO.
Halifax, St. John, Quebec, Montreal, Ottawa, Hamilton, Walkerville, London, Winnipeg, Vancouver.
Also makers of Dayton Scales and Hollerith Tabulators.

GENUINE "TURBROS"
Balata Belting
Waterproof and Stretchless.
The best belt for sawmills.
Atlas Asbestos Co., Limited
MONTREAL



SMART TURNER Steam and Power Pumps
The Pumps for Long, Hard Service
The Smart-Turner Machine Company, Limited
HAMILTON CANADA

Always Satisfactory—
THE EDDY FIRE PAIL

A light, durable fire pail made of Indurated Fibreware in the big Eddy plant at Hull, Canada.
A fire pail that is always there when wanted, because the rounded bottom necessitates its being placed on rack or hook. It will not stand alone.
A fire pail that is leak proof and odor proof and will never bulge, shrink or fall apart.
Ask to see it at your dealer's.

The E. B. EDDY COMPANY, Limited, Hull, Canada

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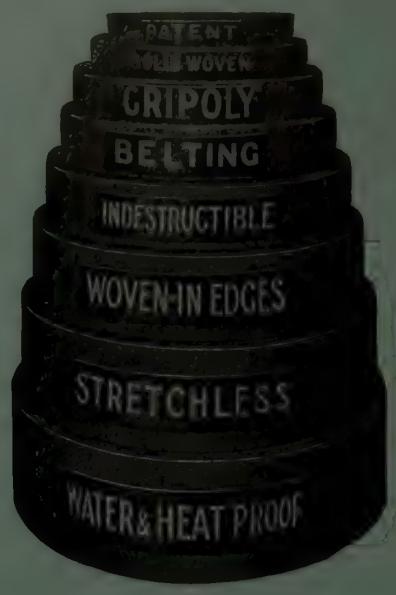

A pyramid of invaluable qualities which feature "Gripoly" Belting

Winning On Its Merits

There is no name better or more favourably known among the industrial plants of Great Britain than "Gripoly."

In Canada, too, this Belting is to be seen in great quantities—and the demand for it is steadily becoming more insistent. Particularly is this true of the lumber industry where the many virtues of "Gripoly" become so evident.

And there is no secret about its popularity — "Gripoly" is winning on its merits alone.

May we have the chance of explaining them to you?

Manufactured by

LEWIS & TYLOR LIMITED

Stocked and Sold by

"CAM-FISH" COMPANY LIMITED

Importers and Distributors of Engineering Supplies

55 Bay Street, Toronto, Canada

Spruce Lumber Lath Jack Pine

We offer the following (New Sawing):—

Merch. Spruce

1 x 3 x 6/20	2 x 3 x 6/20	3 x 3 x 6/20
1 x 4 x "	2 x 4 x "	3 x 4 x "
1 x 5 x "	2 x 5 x "	3 x 5 x "
1 x 6 x "	2 x 6 x "	3 x 6 x "

Can Resaw and D & M at Shipping Point.

WHITE PINE LATH, MILL RUN

1 Car 1½ x 3/8 x 4 ft.—Green.
1 Car 1½ x 3/8 x 32"—Green.

Bartram & Ball Limited

213 Drummond Bldg. — Montreal, Que.

We Have the Following Material to Offer

Shipments to Commence Immediately

800,000 ft.	1 x 12	Merchantable	and	Better	Spruce	10 to 16 ft.
200,000 ft.	1½ x 12	"	"	"	"	"
200,000 ft.	2 x 12	"	"	"	"	"
300,000 ft.	3 x 12	"	"	"	"	"
250,000 ft.	3 x 11	"	"	"	"	"

The above stock is exceptionally well manufactured and is sawn ⅛" heavy in thickness and ¼" heavy in width so that it will dry out to full thickness. Will be in good shipping condition last of July. Small quantity now ready to ship.

The 1" in gang sawn. The lengths will average 60% 16 feet.

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513 DRUMMOND BLDG., MONTREAL

Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

Immediate Attention Given All Inquiries.

Have for Sale a large quantity of well-selected Lignum Vitae Logs at very attractive prices

We are in the market for

Canadian Ash, Bass, Birch, Maple, Pine, Spruce

The McLennan Lumber Co., Ltd.

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MONTREAL QUEBEC

For Prompt Delivery of

Hemlock, Spruce, Lath, Pulpwood and Hardwoods

The Year Round----In Any Quantity Dressed and Ripped to Your Orders

We specialize in Hemlock and Spruce Timbers. Let us know your requirements. We can assure you of immediate shipment through our splendid transportation facilities. Rail and water delivery.

Fassett Lumber Company, Limited

FASSETT QUEBEC

Geo. Gordon & Co.

Limited

CACHE BAY - ONTARIO

Manufacturers of

White, and Norway Pine Lumber Lath and Dimension Timber

Write us for Prices.

Vancouver Lumber Co.

LIMITED

View of our Fir Mill from log pond, Vancouves, B.C.

MANUFACTURERS OF

B. C. Fir, Cedar and B. C. Hemlock Products

TWO LARGE MODERN MILLS AT YOUR SERVICE

Fir Finish

Fir Flooring

Fir Timbers

"BIG CHIEF BRAND" SIDING
RITE GRADE SHINGLES

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701 EXCELSIOR LIFE BUILDING
TORONTO, ONT.

Representative---K. M. BROWN

The Wise Dealer
Will Stock Up Early This Fall

FREIGHT RATES WILL ADVANCE MATERIALLY.
CARS WILL BE SCARCE.
LUMBER IS CERTAINLY GOOD VALUE AT TO-DAY'S PRICES.
SO ARE LATH AND SHINGLES.
WE HAVE LARGE STOCKS OF ALL CANADIAN SOFTWOODS.

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SPECIAL PRICES ON WESTERN SOFT PINE, Common and Dressing Boards and Shop, in Rough or Dressed to Eastern Standard sizes.

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LIMITED
CANADIAN FOREST PRODUCTS
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REPRESENTATIVES IN ONTARIO OF
The British Columbia Mill and Trading Co.
VANCOUVER, B. C.

Exclusive Representatives in Ontario for Nicola Pine Mills, Ltd., Merritt, B.C.

This 1920 Cut of
RED and WHITE PINE
is Quite Up to Hocken Standard

It represents the same high quality and has been given the same care in manufacture, grading and the many essentials that have always stamped our product as RIGHT.

This new cut is now ready for your requirements. If you want dressed lumber we have the milling facilities to supply it.

Better get in touch with us early, so that we can take good care of your coming needs in this fine cut of Red and White Pine.

HOCKEN LUMBER CO. LIMITED
630 Confederation Life Building, TORONTO
Phone Main 3153

The Demand is Due to Quality

We are firm believers in making the grade good.

When you unload a car from any of our stocks you feel satisfied you have VALUE—you received just what you ordered.

We have a little dry lumber ready for prompt shipment.

UNION LUMBER COMPANY LIMITED
701 DOMINION BANK BUILDING
TORONTO CANADA

WANTED

CANADIAN HARDWOOD LUMBER

Mill Cuts Purchased at Highest Cash Prices

THE ATLANTIC LUMBER CO.

310 MANNING CHAMBERS

TORONTO

HEAD OFFICE: BOSTON, MASS. YARDS: BUFFALO, N. Y.

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Exporters of Nova Scotia and New Brunswick

Spruce, Pine, Hemlock and Hardwood

in 1 in., 2 in., 3 in., 4 in.

Spruce Laths and Railway Ties

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WHOLESALE LUMBER

Woodstock - Ontario

Full Assortment

ONTARIO WHITE PINE

WESTERN SOFT PINE

"Manufactured to Eastern Standard"

MERCHANTABLE SPRUCE—Dry

13,000′ — 2 x 7

20,000′ — 2 x 4 and wider

"YOUR ENQUIRIES SOLICITED."

J. GEO. CHALIFOUR

93 ST. PETER ST. - QUEBEC

Wholesale Lumber

Spruce Cedar Birch Cedar-

Shingles Spruce Lath

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DESCHENES - - - QUEBEC

White Pine

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Lumber and Lath

Basswood

1 in., 1¼ in., 1½ in., 2 in.,

Dry Basswood

Dry Birch Stock

All thicknesses and grades in

Maple, Birch, Elm, Basswood and Brown Ash

Spruce, Hemlock and Pine

Can saw to order at MacDonald's Siding

Let us quote on your requirements

HART & McDONAGH

Robinette Chambers, Cor. Bay and Temperance Sts.

TORONTO, ONT.

Phone Adelaide 44

SPECIALIST in QUALITY

B. C. Lumber and Shingles

ANYTHING YOU WANT WHEN YOU WANT IT

A few cars of 2X and 3X Shingles now rolling.

ASK ME FOR PRICES

Jimmy Donovan

2 Tyrrell Avenue, TORONTO

Hillcrest 6097

Milling in Transit

A Well Equipped Mill

C.P., G.T., & C.N. Railway Connections

Special Mill Work *Prompt Service*

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ORILLIA, ONT.

E. M. NICHOLSON & CO.

FOR SALE

200,000 ft. 4/4

BASSWOOD

No. 2 and No. 3 COMMON
FOR IMMEDIATE SHIPMENT

BOARD OF TRADE BLDG., MONTREAL.

WE WANT TO BUY

ROCK ELM

2″ No. 1 Common and Better

SOFT ELM

2″ and 3″ No. 2 Common and Better

SOFT ELM

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Send us List of any Stock you Have Before Closing

Russell Harris Lumber Company

34 Victoria Street, Toronto. Telephone Main 4700

We are always in the market to buy Soft Elm, Maple, Birch and other Hardwoods. Also Spruce, Pine, Poplar or Balm for crating.

Established Twenty Years

Liberal Prices Fair Inspection
Prompt Payment

Advances to reliable parties if needed, send us list of anything you have to sell.

The Manufacturers Lumber
Company Limited

Stratford - Ont.

Standing Timber

FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Allen, Secord, Falconbridge and Street.

The Parry Sound Lumber Co.
Limited

26 Ernest Ave.
Toronto, Canada

For Immediate Shipment

25M ft. 2 x 4—10/16 Mill Run Jack Pine.
50M " 2 x 6— " " " " "
20M " 2 x 7— " " " " "
100M " 2 x 8— " " " " "
25M " 2 x 10— " " " " "
18M " 3 x 6 and wider Mill Run Jack Pine.
Several cars No. 1 Com. Fir, 2 x 4 and 2 x 8—8/20.

Advances made during operations

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Manufacturer and Wholesaler

109 Stair Building, TORONTO, ONT.

Birch Maple Spruce

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WHOLESALE DEALER IN
Rough and Dressed Lumber
Lath and Shingles

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OTTAWA

WHITE PINE

RED PINE

Registered Trade Mark

Export Trade Our Specialty

Registered Trade Mark

Keewatin Lumber Co., Ltd.

Get Our Quotations For

2 x 4 AND WIDER IN RED PINE AND SPRUCE DIMENSIONS.

Dry White Pine Common Boards

Also BOX and CRATING STOCK in PINE, SPRUCE and POPLAR

We Manufacture White and Red Pine, Spruce and Poplar Lumber, Boxes, Shooks, Lath and Ties.

Saw Mills, Planing Mills and Box Factories at Keewatin and Kenora, Ont.

General Office: KEEWATIN, ONT.

AUSTIN & NICHOLSON
CHAPLEAU, ONTARIO

Largest Producers of **Railroad Ties** *In the Dominion*

Pine and Spruce—Lumber—Lath—Piling
Railroad Ties—Pulpwood

FIRST CLASS PLANING-MILL EQUIPMENT

Facilities for delivering Pulpwood to Michipicoten Harbour, Lake Superior

Splendid facilities for Dressing and Matching in straight car lots, one or more widths

Mills at NICHOLSON, ONTARIO, Main Line C.P.R.

WANTED!

Jack Pine - Spruce - White Pine

MERCHANTABLE
-- AND CULLS --

We ship promptly. If you want to move your lumber write us.

LARKIN LUMBER COMPANY
442 Confederation Life Building
TORONTO, Ont.

Stratford Special No. 1 Marine Oakum

is guaranteed to meet specifications of

U. S NAVY DEPARTMENT
U. S. SHIPPING BOARD
NATIONAL BUREAU OF STANDARDS
CANADIAN GOVERNMENT

and receives the highest classification of the American Bureau of Shipping and of Lloyds Register of Shipping.

Canadian remittances accepted at par.

STRATFORD SERVICE and QUALITY

are worth more than the price asked.

GEO. STRATFORD OAKUM CO.
Jersey City, N. J.

WOOD-MOSAIC CO., Inc.

Main Office, New Albany, Indiana.
Band Mills:—New Albany, Ind., Louisville, Ky., Jackson, Tenn. Cincinnati, Ohio.

QUARTERED WHITE OAK
30,000' 5/8" No. 1 Common and Better.
24,000' 3/4" No. 1 Common and Better.
150,000' 5/4" No. 1 Common.

QUARTERED RED OAK
30,000' 4/4" 1sts and 2nds.
100,000' 4/4" No. 1 Common.
50,000' 5/4" 1sts and 2nds.
30,000' 5/4" No. 1 Common.
15,000' 6/4" 1sts and 2nds.
30,000' 6/4" No. 1 Common.

PLAIN WHITE OAK
50,000' 4/4" No. 2 Common.

PLAIN RED OAK
25,000' 4/4" FAS.
15,000' 4/4" No. 1 Common.
50,000' 4/4" No. 2 Common.
10,000' 5/4" No. 1 Common and Better.
40,000' 6/4" No. 1 Common and Better.
15,000' 8/4" 1sts and 2nds.
15,000' 8/4" No. 1 C. & B. Red & White.

POPLAR
3,000' 8/4" 1sts & 2nds, Sap no defect.
2,800' 8/4" 1sts and 2nds, 18" and up.
5,000' 12/4" No. 1 Com. and Btr.

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60,000' 1/2" No. 1 Common and Better.
65,500' 5/8" No. 1 Common and Better.
10,000' 4/4" No. 1 Common.

BASSWOOD
20,000' 1/4" No. 2 Common and Better.

HICKORY
15,000' 6/4" No. 2 Common and Better.
20,000' 7/4" No. 2 Common and Better.
10,000' 8/4" No. 2 Common and Better.

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Manufacturers of

Lumber and Lath

Mills at Victoria Harbor, Ont.

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JOHN McKERGOW, President — W. K. GRAFFTEY, Managing-Director

The Montreal Lumber Co. Limited

Wholesale Lumber

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Cardinal & Page
180 St. James St.
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Wholesale Dealers and Exporters of All Kinds of
FOREST PRODUCTS
Cable Address "Carpage"

Lake Lumber Co. Ltd.
Manufacturers of
Fir, Cedar, Hemlock, Spruce
QUALICUM QUALITY LUMBER
Rough Fir Timbers
Any size up to 60 feet long
Select Grades a Specialty
FIR PIPE and TANK STOCK
Market wanted for Rough Cedar Timbers
Inquire for prices
Office and Mills:
Qualicum Beach, V. I., B. C.

J. Laferte
55
St. Francois Xavier St.
Montreal
Wholesale Dealer and Exporter of all Descriptions of Forest Products

DR. BELL'S
Veterinary Wonder Remedies
10,000 one dollar ($1.00) bottles Free to horsemen who give the Wonder a fair trial. Guaranteed for Colic, Inflammation of the Lungs, Bowels, Kidneys, Fevers, Distemper, etc. Send 25c for Mailing Package, etc. Agents wanted. Write your address plainly. DR. BELL, V.S., Kingston, Ont.

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Estimator and Valuator
of
STANDING TIMBER
Timber Limit Mapping a Specialty
Get a Specimen Blue-print
537 Bloor St. W., Toronto
Phone Coll. 9020

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MILL CUTS of

ASH

BIRCH

BASSWOOD

AND

ELM

C. G. Anderson Lumber Company, Limited

Manufacturers and Strictly Wholesale Dealers in Lumber

SALES OFFICE
705 Excelsior Life Building
Toronto

"We have absolutely no connection with or interest in any firm bearing a name similar to ours."

JACK PINE
HEMLOCK
SPRUCE
JAMES R. SUMMERS
Wholesale Lumber
95 King St. East TORONTO, Ont.
Main 7329

Lumber, Lath
Flooring, Cedar
Poles and Posts
Railway Ties
Doors, Windows, Architraves and all kinds of Mill Work, done by experts.
Ask for our prices and services of our architect
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BELTING FOR SALE
We have a large quantity of Second-Hand Rubber and Leather Belting in all sizes and plys up to 24 inches in width, which we can sell at interesting prices. Send us your requirements.
N. SMITH
138 York St. - Toronto, Ont.

Robt. Coltart & Co.
Royal Liver Building
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Agents for the sale of Pine, Spruce and Hardwoods. Correspondence invited.
Cables—"COLTART" Liverpool

Cant & Kemp
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GLASGOW
Timber Brokers
Cable Address, "Tectona," Glasgow
A1 and ABC Codes used

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Cable Address: Farnworth, Liverpool
WOOD BROKERS and MEASURERS
2 Dale Street, Liverpool, and Seaforth Road, Seaforth, Liverpool, England

LUMBER WANTED
What have you to offer?
Quote your lowest cash price.
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42 M′ 1 x 4″ No. 3 Stocks Jack Pine
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About 25% each—4, 5, 6 & 7″
Strong to 16′.

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Limited
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Baker Brook, N.B.	C. N. Ry., Temiscouata Ry.
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We make a specialty of mixed cars shipped from our Ottawa yards.

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Highest Prices Paid

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511 Temple Building,
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We will be ready to quote prices for 1921 Ties September First.

Write us stating the kind of Timber you have and where same will be delivered.

Cutting Capacity 300,000 Ft. per Day

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Red & White Pine **LUMBER** In Any Quantities

The above is supplied by us in all standard grades and dimensions. All lumber is of guaranteed quality and grade as ordered. Our location and facilities enable us to give our patrons the utmost in service and prompt shipments. Let us quote on your requirements. You will find our prices right, and our product satisfactory.

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OUR large stock of lumber at our Montreal Storage Yards, puts us in a position to act immediately upon receipt of an order, and the shipment is under way in the space of a few hours.

Only high quality lumber, properly graded, and reasonably priced, is shipped from our yards.

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Hemlock
Hardwoods
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Douglas Fir, Spruce, Cedar and Hemlock Lumber

Rough Timbers, Dimension, Flooring, Ceiling, Siding, Interior and Exterior Finish of all kinds including Mouldings. Fir, Spruce and Cedar Lath

Prompt shipment of Fir timbers in all sizes and up to 100 feet in length

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We specialize in supplying air dried Cedar Shingles, these cost more than kiln dried Shingles but make a better roof and last much longer

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9,000 "	8/4 Qtd. Red Gum, No. 1 Com. and Btr.	12,000 "	5/4 FAS Chestnut.
5,000 "	5/4 Plain Oak, FAS.	10,275 "	5/4 No. 1 Com. Chestnut.
30,000 "	6/4 Plain Oak, No. 1 Com.		Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.
30,000 "	6/4 Plain Oak, FAS.	1,847 ft.	3/4 No. 1 Com. and Btr. Qtd. White Oak.
30,000 "	8/4 Plain Oak, FAS.	69 "	4/4 FAS Qtd. White Oak.
50,000 "	8/4 Plain Oak, No. 1 Com.	2,065 "	4/4 No. 2 Com. Qtd. Wht. Oak.
12,000 "	8/4 Plain Oak, Sd. Sq. Edge.	1,000 "	3/4 No. 1 Com. and Btr. Plain White Oak.
1,200 "	4/4 Plain Oak, No. 1 Com.	2,624 "	3/4 FAS Sap Gum, 13/17".
15,000 "	4/4 Tenn, Red Cedar Boards, No. 1 Com. and Btr.	2,152 "	3/4 Select Sap Gum, 3/12.
35,000 "	4/4 Qtd. White Oak, FAS.	5,573 "	3/4 Select Sap Gum, 12" & up.
35,000 "	4/4 Qtd. White Oak, No. 1 C.	470 "	5/4 Select Sap Gum.
7,000 "	4/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	12/4 No. 1 C. and B. Hard Maple.
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All Grades in White Pine Lath A Specialty

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Soft, Dry Stock, Finest Grades—
All Thicknesses— 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

Yellow Pine Finish

Kiln Dried, Soft, Short Leaf Kind

Stock Widths 4/4, 5/4, 6/4, 8/4 by 4", 6", 8", 10", 12",

Also OAK, ASH, POPLAR, GUM

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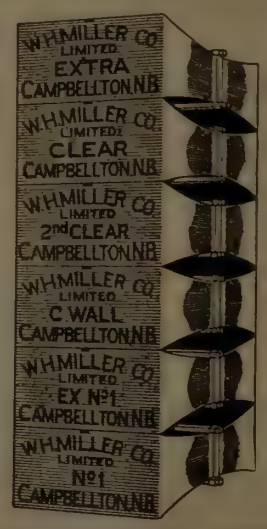

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New Brunswick White Cedar Shingles

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Shipments by Rail and Water.

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Will Supply Straight or Mixed Cars

Rossed
Pulpwood
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Lumber and Lath

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Our facilities are equal to the best in making shipments upon receipt of your order.

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AT COE HILL, ONT.:
100,000 ft. 3/4 MAPLE, No. 2 Common and Better.
75,000 " 10/4 " " " " "
25,000 " 12/4 " " " " "

AT MARLBANK, ONT.:
100,000 ft. 4/4 ELM, Mill Run.
15,000 " 6/4 " No. 2 Common and Better.
25,000 " 10/4 " " " " "
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AT UDNEY, ONT.:
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Powell-Myers Lumber Co.

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Lumber Yards, Dry Kilns, Dimension Mill, and Veneer Warehouse at Toronto

Our Dry Kilns have a capacity for drying 200,000 feet per month. We will dry your transit cars.

All Canadian and American Hardwoods

MAHOGANY (250,000 feet all sizes and grades)

THIS WEEK'S SPECIALS

1 Car	2" FAS Quartered Red Gum.		1 Car	¼" & ½" 3 ply Fir Panels.
1 "	1" FAS Quartered White Oak.		1 "	3/16" 3 ply Birch Panels.
1 "	1" FAS Basswood, 10" and wider.		1 "	1/20" & 1/28" Poplar Crossbanding.
2 "	1⅛" x 12" No. 1 and 2 Clear B. C. Spruce.		1 "	⅛", 3/16" & ¼" Qtd. Sawn White Oak.
1 "	1" & 1½" FAS Red Gum.		1 "	3/16" & ¼" Gum Cores

10 CARS 1" No. 2 and No. 3 COMMON BASSWOOD

VENEERS Rotary Cut, Sawed and Sliced every description

THREE PLY FIR PANELS

All grades carried in Quarter Sawn White Oak, Gum, Poplar, Walnut, Canadian and Michigan Maple, Birch, Basswood, Elm, Ash, White Maple, Quartered Maple and White Basswood

We Specialize in Mixed Shipments of Dry Hardwoods, Veneers and Panels

This is a good time to conserve your capital by making your purchases in this manner.

Fir and Western Hemlock

Shed Stock and Factory Grades

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RAIL SHIPMENTS TO ALL PARTS OF CANADA AND UNITED STATES

OFFICE AND MILLS - - VICTORIA, B. C.

CLEAR RED CEDAR

2 cars 6/4 and 8/4 x 6 inches and wider up to 30 inches wide

CLEAR DOUGLAS FIR

1 car 8/4 x 6 and wider up to 30 inches wide — Kiln dried
1 car 4/4 x 6 and wider up to 12 inches wide—Green or kiln dried

FIR DIMENSION

Cut to order and dressed S&E 1/4 Scant

ARROW BRAND CEDAR SHINGLES

ALLEN-STOLTZE LUMBER CO., LTD.

Vancouver, British Columbia

Red Cedar Shingles

B.C. Fir Dimension

FOR IMMEDIATE SHIPMENT

1 Car Clear Fir Finish
1 Car 1x4 No. 1 and 2 F. G. Fir Flooring
5 Cars 2 Inch Rough Common Cedar
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We have also General Assortment of

FIR AND HEMLOCK YARD STOCKS

Wire Collect

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General Offices: VANCOUVER, B.C.

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Sole Selling Agents for Two Operating Saw Mills and Two Shingle Mills

We can make immediate shipment of any quantity of Fir Timbers, all sizes.
We have in transit or ready for immediate shipment several cars of 2x, 3x and 5x, high grade shingles. Write for quotations.

IN TRANSIT:

1 Car Fir, No. 1 Dim., 2" x 4" to 12".
1 Car Fir, No. 1, sized 1, 1s, 2e—1" x 4" & 6" Boards.
1 Car No. 1 and 2 E.G. Fir Flooring, 1" x 3".
1 Car 3X B. C. Cedar Shingles, packed squares.
Fir joisting, 2" x 4" to 12", cut to order, size 1s.1e. ¼ scant, any length.

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WIRE YOUR ORDERS AT OUR EXPENSE

209 Winch Building, VANCOUVER, B.C.

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Manufacturers of

Long Fir Timbers

Mill: Lombard, B. C. Office: 118 Pacific Bldg., Vancouver

B.C. Forest Products

We solicit your enquiries for following in all grades and thicknesses—

Fir and Cedar Lumber

Red Cedar Shingles

Western Crown Lumber Company
ROGERS BUILDING - VANCOUVER

How to Reduce Costs of Building

Buy our "Utility" grades of Siding (made in Sitka Pine or Fir), and Flooring (Fir only). They effect a 20% saving. They satisfy the contractor because no extra labor cost is necessary and consumers appreciate the receipt of **maximum value for their dollar.** If you have not used "Utility" grades, write us —no others produce them.

McElroy Lumber Co., Limited
Victoria, B. C.
Mixed Car Specialists

Island Soft Fir in
Kiln Dried Clears—Rough
Manufactured Clears
Commons and Timbers

Cedar
Timbers
Shiplap
Shop Grades
Shingles

Crating

Long Fir Piling

FIR COMMON LUMBER

Hemlock Boards
Cedar Boards
Federal XXX Shingles

FEDERAL QUALITY

Long Fir Piling
Coast and Mountain Stocks

FEDERAL LUMBER CO., LTD.

470 GRANVILLE ST. (*Wire or Write*) VANCOUVER, B.C.

Dry Western Hemlock Boards and Shiplap

Also 4/4 K. D. Hemlock Clears, Rough

IMMEDIATE SHIPMENT

R. P. Shannon Lumber Company

408 Pacific Building - - - VANCOUVER, B. C.

Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

Timberland Lumber Co., Limited

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Mills at South Westminster, on B.C.E.R.
Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

Edham
Quality Supreme

Red Cedar

SHINGLES

Fir, Cedar & Spruce

LUMBER

Quick dispatch our motto

Edgecumbe-Newham Co., Ltd.

Mill and General Offices
VANCOUVER, B.C.

Thurston-Flavelle, Limited

MANUFACTURERS OF

British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

Straight or mixed cars with XXX and XXXXX Shingles. Stocks carried at Lindsay, Ont., for quick shipment

Full particulars from our Eastern Agents.

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Timms Phillips

DOUGLAS FIR LUMBER

RED CEDAR SHINGLES

FOR IMMEDIATE SHIPMENT

2 x 4
2 x 6
2 x 8
2 x 10
2 x 12
Any lengths up up to 32 ft.

Sized Ontario Standard.

Clear Fir Rough, green or kiln dried, in any sizes.

No. 1 and No. 2 Common Fir, Spruce, Pine, or Hemlock Boards, dressed as desired.

We specialize in Timbers.

Let us quote on your requirements.

"Organized to Serve"

Cars in Transit

AVOCA. C.P. 31876. Shipped June 4th.
27,000' 1 x 3 No. 3 Clear F.G. Fir Flooring.

EGAN. C.P. 56476. Shipped June 22nd.
19,925' 8 x 8—12/20 No. 1 Com. Fir, Rgh.

EGYPT. C.P. 101350. Shipped June 22nd.
18,270' 6 x 6—10/24 No. 1 Com. Fir, Rgh.

EMORY. C. & N. W. 107881. Shipped June 22nd.
21,408' 12 x 12—24/36 No. 1 Com. Fir, Rgh.

DUSTER. G. T. 304678. Shipped June 5th.
9783' 1 x 6 No. 1 C. B.C. Hemlock, Rgh.
7004' 1 x 8 No. 1 C. B.C. Hemlock, Rgh.
2963' 1 x 10 No. 1 C. B.C. Hemlock, Rgh.
836' 1 x 12 No. 1 C. B.C. Hemlock, Rgh.

EDDY. C.P. 320183. Shipped July 2nd.
11,000' 12 x 12—20/36 No. 1 C. Fir, Rgh.
8,000' 12 x 14—20/36 No. 1 C. Fir, Rgh.

EDGAR. M. C. 28583. Shipped June 21st.
15,000' 1 x 8 B. N. Fir Base, No. 1 & 2 Clear.
19,000' 1 x 5 B. N. Fir Casing, No. 1 & 2 Clear.

EDMUNDS C.P. 215464. Shipped June 10th.
14,000' 5/8 x 4 No. 1 & 2 V. Ceiling.
9,000' 1 x 3 No. 1 & 2 E. G. Fir Flooring.
13,000' 1 x 3 No. 1 & 2 F. G. Fir Flooring.

EDNA. C.P. 295335. Shipped June 25th.
15,000' 1 x 3 No. 1 & 2 F. G. Fir Flooring
5,000' 1 x 3 No. 3 F. G. Fir Flooring.
27,000' 5/8 x 3 No. 1 & 2 Fir V Ceiling.

Timbers
Dimension
Boards and Shiplap
Flooring
Ceiling
Siding
Green & Kiln Dried Clears
Red Cedar Shingles
Fir-Pine-Cedar Lath

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Yorkshire Bldg., VANCOUVER

Toronto Office:
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Phone Main 2789 18 Toronto Street.
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We would like to move at once:—

175,000 feet 1" Jack Pine.
325,000 " 2" Jack Pine.
40,000 " 1" White and Red Pine.
100,000 " 2" White and Red Pine.

In good shipping condition—Prices right
Inquiries solicited

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Bank of Toronto Building - HAMILTON, Canada

John Harrison & Sons Co.
Saw and Planing Mills Limited
OWEN SOUND, ONT.

Now manufacturing large quantities of Oak and White Cedar Timbers, Plank, etc., as well as Posts, Ties, side and end matched Hardwood Flooring, Sash, Doors, etc.

Try Us Once—Satisfaction Guaranteed

J H & S Co

W. S. LOGGIE CO.
Limited

Manufacturers and Exporters of

Spruce and Pine Lumber
Laths Box Shooks

INKERMAN, N.B.

Write for Prices

Head Office: Chatham, N.B.

J. B. Snowball Company, Ltd.

For Sale

800 M. 1, 2 & 3" Cull Deals, sawing of 1920

2,000,000 S ft. 2 x 4, 2 x 5 & 2 x 6, sawing of 1920

Part of the above stock sawn and ready for shipment

2,000,000 Laths; also Shingles.

WRITE FOR PRICES

J. B. Snowball Company, Ltd.
Chatham, New Brunswick

British Columbia Forest Products

The British Columbia Lumber Commissioner

is now located in new offices at
No. 1 Adelaide St. East, Ground Floor
and will be pleased to meet dealers and others interested in
BRITISH COLUMBIA WOODS
PHONE MAIN 6872. NOTE—We do not quote prices.

Northern Timber Co. Ltd.
Amos, Pontiac County, Quebec

Manufacturers of

Spruce Lumber
Rossed Spruce Pulpwood

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ROBERT COX AND COMPANY

OTTAWA

White Pine, Red Pine and Birch

Export Trade Specially Attended To

ROSE-McLAURIN LIMITED

WHOLESALE LUMBER

Douglas Fir Lumber, Timber and Doors

Cedar Lumber and Shingles

We Invite Your Enquiries

Representing
THURSTON FLAVELLE LTD.
CEDAR LUMBER AND SHINGLES
In Quebec and Maritime Provinces

SALES OFFICE
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TORONTO

HUGH A. ROSE, Manager.
Phone Main 6752

Every Minute of Every Day Service—Satisfaction

Broad Claims? Indeed! And we fully realize what responsibility we shoulder by making such claims.

That is why we constantly strive to give just a little better service and satisfaction than is ordinarily given. And that is why our customers say they like our way of doing business.

We will welcome your inquiries in regard to any of the items listed below as an opportunity to show you what our Service and Satisfaction policy mean.

Ash

1	"	FAS,	No. 1 and 2 Com.	28,990′
1¼	"	"	" "	52,822′
2	"	"	" "	79,400′
2½	"	"	" "	18,033′
3	"	"	" "	52,654′
4	"	"	" "	21,788′

Elm (Soft)

1	"	FAS,	No. 1 and 2 Com.	28,351′
1½	"	"	" "	153,019′
2	"	"	" "	60,520′
2½	"	"	" "	213,639′
3	"	"	" "	244,815′
4	"	"	" "	46,540′

Plain Oak

1	"	FAS and	No. 1 Com.	121,231′
1¼	"	"	" "	5,100′
1½	"	"	" "	19,985′
2	"	"	" "	184,895′
2½	"	"	" "	264,450′
3	"	"	" "	191,688′
4	"	"	" "	96,766′
5 & 6	"	"	" "	1,000′

Hickory

1	"	FAS,	No. 1 and 2 Com.	3,000′
1¼	"	"	" "	17,050′
1½	"	"	" "	14,119′
2	"	"	" "	18,057′

Most of the above stock is at our **Logansport Service Yard**, from which it is possible to give the promptest of deliveries.

John I. Shafer Hardwood Co.

South Bend, Ind.

Wanted in Any Quantity

4/4" Red and White Oak

Maple Beech and Birch

Send us particulars of your cuts

The Seaman-Kent

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Manufacturr of

Beaver Brand Hardwood Floorings—
in
Maple, Birch, Beech, Plain and Quarter Cut Oak

263 Wallace Ave. - Toronto

We offer the following 1920 sawn stock for prompt shipment:

1 Car 1½" and 2" Rock Elm, No. 2 C. & B.
1 " 1" Bay Poplar, FAS.
1 " 2" Hardwood, No. 3 Common, mostly Birch.
1 " 1½" Hardwood, No. 3 Common, mostly Birch.
3 " 2" Red & White Oak, No. 2 & B. (Canadian).
1 " 1" Red & White Oak tie sidings.
8 " 1" Hardwood Crating.
1 " No. 2 & 3 Common Basswood, 1".
1 " 2" Basswood, No. 2 C. & B.
1 " 1½" Hickory, full product of log, rough edge.
1 " 1½" W. Ash, full product of log, rough edge.
1 " 3" White Oak, sawn through heart, 16 ft. long.
5 " Pine Squares, 4 x 4 to 8 x 8.
2 " 3" Hard & Soft Maple, No. 1 & B., 10% No. 2.
1 " 4" Hard & Soft Maple, No. 1 & B., 10% No. 2.

Subject to prior sale. We solicit your enquiry.

PEDWELL HARDWOOD LUMBER CO.

Ft. Spadina Ave. - TORONTO

J. Burstall & Co.

Purchasers and Shippers of all kinds of Timber and Lumber

HEAD OFFICE:
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BRANCH OFFICE:
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ALSO

J. Burstall & Co., Ltd.

57 GRACECHURCH STREET
LONDON, E.C. ENGLAND

Before Buying

We wish to call your attention particularly to our stock at Victoria Harbor, consisting of about

8,000,000 ft. of White Pine

1 x 4	5/4 x 4	6/4 x 4	2 x 6	3 x 6
1 x 5	5/4 x 5	6/4 x 6	2 x 8	3 x 8
1 x 6	5/4 x 6	6/4 x 8	2 x 10	3 x 10
1 x 8	5/4 x 8	6/4 x 10	2 x 12	3 x 12
1 x 10	5/4 x 10	6/4 x 12		
1 x 12	5/4 x 12			

No. 1, 4 foot White Pine Lath.
No. 2, " " " "
No. 3, " " " "

We have at other points good stocks of Spruce and Norway in 1, 2 and 3 inch, also 4 foot Merchantable Spruce and Norway Lath, and Hemlock Lumber and Lath.

JAMES G. CANE & CO.

Office: Stair Building
Phone Main 3487 TORONTO, ONTARIO

H. R. Goodday

AND COMPANY

EXPORTERS OF

SPRUCE AND PINE

New Brunswick Agent
F. E. NEALE,
Chatham, N.B.

Head Office: QUEBEC, P.Q.

White Pine

DRY STOCK

The following stock is offered for IMMEDIATE SHIPMENT—

1 car of 1" x 4/6"-12/16' Outs of Good Strips.
2 cars of 1¼" x 7" & up 12/16' Outs S.C. Sidings.
1 car of 1" x 4" & up—Good short Shorts.
Several cars of 1", 1¼" and 1½" stocks in 4", 5", 6", 8", 10" and 12".
Several cars of DRY RED PINE in stock widths from 1" to 4" thick.

1920 Sawing

ORDERS BOOKED for WHITE PINE MILL CULLS.

A nice line for Boxes, Crossing Planks and platforms.

3" x 7" & up	6/16'
3" x 11" & up	9/16'
3" x 12" & up	9/16'

For Service and Quality write to

J. C. BARTRAM

JACKSON BLDG., - - OTTAWA

BUFFALO

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Carry a Larger Stock and Greater Variety of Hardwoods Than Any Other Market in the World.

Atlantic Lumber Company
HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

1055 Seneca Street

Taylor & Crate
Hardwoods of All Kinds

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years — Rail or Cargo Shipments

Standard Hardwood Lumber Co.
Hardwoods

Prompt Shipment { From Buffalo Yards or from Mill direct to you

8 Million Feet Dry Stock on Hand — 1333 Clinton St.

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HARDWOODS

We Specialize in Brown Ash and Elm

Car or Cargo Shipments — Cor. Niagara and Arthur Sts.

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Our Specialties—QUARTERED WHITE OAK
SAP AND RED GUM

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SPECIALTIES
Oak, Poplar, Ash, Maple

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Miller, Sturm & Miller
1142 SENECA STREET

Hardwoods of All Kinds

Buffalo Hardwood Lumber Co.
J. B. WALL, Pres. M. M. WALL, Treas. T. H. WALL, V.-Pres.
940 Seneca St.

We Specialize in—
WHITE ASH AND OAK

We also handle a complete stock of Quartered Oak, Maple, Poplar, Red Cedar, etc.

G. Elias & Bro., Inc.
Established 1881

All Kinds of Hardwood Lumber

And in addition we carry a full line of
White Pine, Yellow Pine, Spruce, Hemlock and Fir Timber, Lumber, Millwork and Boxes—Maple and Oak Flooring

CAREFUL ATTENTION TO MIXED CAR ORDERS

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A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain and Quartered Oak, Poplar and Walnut.

1100 Seneca Street

I have the following —

DRY WHITE PINE

4500′ 2 x 4 ′
51000′ 2 x 6 ′
87000′ 2 x 8 ′
47000′ 2 x 10′
32000′ 2 x 12′

All No. 1 Common SOFT WHITE PINE on hand at our British Columbia Mountain Mill ready for immediate shipment. This stock has been on sticks since August 1919. Will sell single carloads or entire block. Contains no box or coarse common.

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Lumber Manufacturer's Agent
PHONE MAIN 5345
Bank of Hamilton Bldg., TORONTO

Pine Doors and Trim
Veneer Doors and Hardwood Finish
Spruce and Pine Flooring, Siding, etc.
Hardwood Flooring
YOUR INQUIRIES SOLICITED
Catalogue on Request
Midland Woodworkers Limited
Box 727 MIDLAND ONT.

LUMBER and TIMBER
Carefully Selected and Graded

Basswood—We offer, subject to prior sale, one car 1st and 2nd, 10% No. 1 Common, 1½″ x 9″ and up by 6′ to 16′.

Stocks at Our Mill—Large quantities of 2 x 4, 2 x 6, 2 x 8, 2 x 9 and 2 x 10″ Spruce, in all lengths.

Fir Timber—We have a fine stock of Fir timber. Send us all your inquiries for anything from the Coast, as we have a representative there who will attend promptly to requests for quotations.

We are in an excellent position to supply mixed cars, also large block of mill flooring in 2″ x 4″, 5″ or 6″, which can be dressed on short notice.

SPECIAL OFFERING

20,000′ 1″ Clear Spruce.
15,000′ 2″ Clear Spruce.
50,000′ No. 1 Hardwood Flooring.
2 Cars 1″ Good Pine.
75,000′ 1¼″ x 9″ x 6′ & up 4th and Better Spruce.

BEAVER BOARD ALWAYS IN STOCK IN ALL SIZES

The James Shearer Co., Limited
Wholesale and Retail Dealers in Lumber and Timber
OFFICE AND YARDS: 225 St Patrick St. MONTREAL

James C. McCuaig
and Company
Room 302 Jackson Building, Corner Bank and Slater Sts.
OTTAWA - ONTARIO
Wholesale Lumber
Pine, Spruce, Basswood, Birch, Balsam and Poplar Pulp

WANTED
BIRCH, BASSWOOD, BROWN ASH AND OTHER HARDWOODS
Greig, Morris Co., Limited
TORONTO

The Harris Tie & Timber Co., Ltd.
The C. E. Fleming Tie & Lumber Co., Ltd.
The Poupore Lumber Co.

Railway Ties, Cedar Poles and Posts, Lumber, Lath, Shingles, Pulpwood

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CABLE ADDRESS: A B C 5th EDITION.

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Rolland Lumber Co.
LIMITED

62 St. James St., Montreal, Que.

EXPORT and DOMESTIC
WHITE PINE and SPRUCE

Pembroke Shook Mills Ltd.
PEMBROKE - ONTARIO

Producers of

Lumber, Box Shooks, Baled Shavings, Etc.

"Send us your enquiries"

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RideauLumberCompany
LIMITED

Canada Life Building, - Ottawa, Ontario

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Dry White Pine

1 car 1¼ x 8 and up—12/16′ Good Sidings.
1 car 2 x 7 and up—12/16′ Good Sidings.

100,000′ 1 x 6	—12/16′	Small Log M. R.
150,000′ 1 x 7	— "	Mill Run.
100,000′ 1 x 8	— "	"
50,000′ 1 x 10	— "	"
100,000′ 1 x 12	— "	"
100,000′ 1 x 8 & up	— "	S. C. & Dressing.

Also considerable quantity:—

White Pine Mill Culls

1 x 6/9—10/16′; 1 x 10 & 12—10/16′; 3 x 11—10/16′

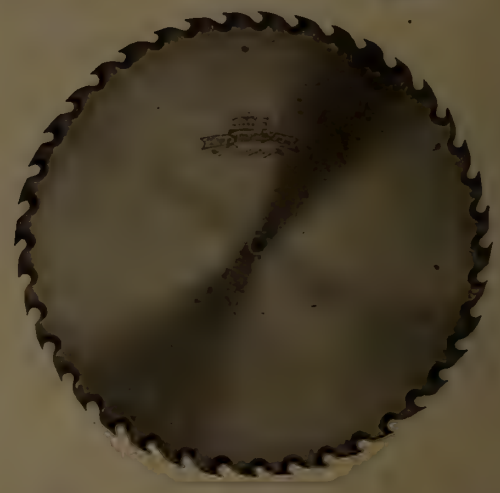
THE JUDGE GRAIN COMPANY

OATS *Bagged or Bulk*

BOARD OF TRADE BUILDING, MONTREAL

Phone, Telegraph or Write

Simonds Saws



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Let us send you our illustrated catalog and price list.

Simonds Canada Saw Co., Limited

"THE SAWMAKERS"

St. John, N. B. **Montreal, Que.** **Vancouver, B. C.**

Feeding the Camp

IF that is your problem, remember that it is our business, too. We do a tremendous lumber camp trade and are fully acquainted with the food requirements of logging camps. We shall be glad to quote you on any lines you need this year, and will submit special quotations if you will drop us a card. We can supply you with all that's best in provisions and fresh meats, and give you a service you will appreciate

WRITE OR WIRE US AT OUR EXPENSE—TODAY

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MINCEMEAT, ETC.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO WINNIPEG

Canada Lumberman and Woodworker

The National Lumber Journal for Forty Years

Issued on the 1st and 15th of every month by

HUGH C. MACLEAN, LIMITED, Publishers

THOS. S. YOUNG, Managing Director

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster-General for Canada, for transmission as second-class matter.

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The Backbone of Every Community

One hears much of the ideal community and the model home. Too often these are pictured only in fancy, but dreams often come true and if nothing was visualized there would be few realizations in life's undertakings. Imagination and ambition carry one on the road to sucess and contentment quite as far as those old-fashioned qualities of industry and application.

Every city and town in the Dominion is suffering from lack of housing accommodation. Many building associations and housing commissions have been formed to relieve the congestion. Among the organizations which are helping along such movements is the Southern Pine Association of New Orleans, which has recently issued an attractive booklet, entitled "Housing Plans for Cities." On the cover there is the slogan—"Building is the expression of a city's growth; lack of building is its stagnation."

It is interesting to recall the impulses of the movement behind the home building idea. All that is worth while in life, all that is dear, expressive, true and earnest, clusters around the home, which has often been described as "the heaven on earth." Any effort that will facilitate the building and owning or homes is, therefore, worthy of every support and encouragement. It is well known that a community of home owners is the most peaceful and prosperous of any on the globe. A city which enjoys steady, consistent progress and maintains its strength and activity during the ups and downs of commercial and industrial life, is the one where the majority of people own their houses, take a pride in their surroundings, become good citizens, develop public spirit and. in their own way, seek to get as much happiness out of life as they possibly can, and shed sunshine and cheerfulness on all sides.

The booklet "Housing Plans for Cities," tells what has been done where housing problems have been, in a large measure, solved, and the courses which have been followed in housing and own-a-home campaign. Much timely information is presented on how to carry out these laudable undertakings.

Some terse observations are given on the home situation which the retail lumberman might embody in his talks to customers and his publicity plans. Here are a few of the epigrams that stand out distinctly:

"The 'For Rent' sign has taken its place in many cities with the Dodo bird and other extinct features of by-gone days. With the departure of the 'For Rent' signs has come overcrowding of cities, attended by the evils of bad housing and industrial unrest. Every employer knows these conditions spell costly labor turnover, reduced efficiency of workers and increasing overhead charges. Production necessarialy is shortened and a train of industrial evils follows.

"A community of home owners is the ideal community. Such a happy condition makes for prosperity and contentment. The stability of the entire social and industrial fabric of the country revolves around the home.

"Any causes which restrict the opportunity for home owning strike at the foundations of modern industrial life. Workers who are not home owners are more easily subject to all the cross currents of unrest and radicalism. They lack the stamina and conservatism that home owning gives. They are constantly shifting. Employers know what this costs industry.

"Unfortunately, the present-day conditions have tended to restrict home owning. Perhaps it would be too much to say that inadequate housing is at the bottom of the present industrial unrest, but no one can doubt it has been a large, determining factor."

Keeping Aright Natural Resources

The Province of Quebec is generally admitted to have adopted a most progressive policy in matters relating to lumber. The province has been fortunate in having of late years Ministers of Lands and Forests who, although without technical knowledge, have taken into council men who know the needs of the lumber, pulp and paper industries. The government has recognized that Quebec has in its lumber resources one of the most important sources of wealth, and that these need conserving. The result of this recognition is seen in the co-operation with the limit holders in adopting means to guard the forests from fires, and also in legislation which protects the limit owner who spends large sums in the prevention and extinction of fires from the neglect of adjoining owners who refuse to take proper precautions.

We need only briefly refer to the legislation which laid the foundation stone of the ever-expanding pulp and paper industries. Had it not been for the law which restricts the export of pulpwood from Crown Lands we should not be in the position of being the owners of the finest pulp and paper plants in the world. We should, indeed, have continued to supply the raw materials for these industries and allowed others to benefit from the profits which attach to the manufacture of those materials into the semi-finished products. The advance made in this direction was made easier by the enlightened policy of the Government in the matter of water powers, enabling manufacturers to obtain a cheap and abundant supply of electrical power.

To Sir Lomer Gouin, who lately resigned the Premiership, must be accorded the chief credit for these progressive policies. The Hon. L. A. Taschereau, who now fills that position, has made it clear that he will not depart from the policy of his predecessor. In a speech at Quebec he outlined his programme. We cannot do better than quote his remarks on the subjects which interest our readers. They indicate that the work of reforestation which has been taken by the government, is to be expanded, and that in other directions measures will be taken to conserve the forest wealth and to develop the industries which are dependent upon the timber resources.

"The first article of my programme aims at continuing with vigor the bountiful policy of my predecessor, to develop it as much as it will permit, to enlarge and complete it accordingly as need arises.

"And first of all will be a jealous care and rigorous conservation

Manufacturers—What of the Tariff?

There are two big questions agitating the mind of the Canadian public—

Shall we buy Made-in-Canada goods?

Shall we continue to protect Canadian manufacturers?

Let us reason the thing out.

The sentiment of the Canadian people undoubtedly shouts "yes" to both questions.

But sentiment, to live, must be reciprocated.

What happens?

Foreign demand comes in. Higher prices are offered to the manufacturers. The home market is neglected. Those who would buy Canadian-made goods cannot get them because they are being supplied to foreign countries.

Or the price, protected by the tariff, is made prohibitive.

The manufacturer forgets about sentiment.

The home consumer is "sore."

It's a poor rule that won't work both ways.

What happens next?

The consumer goes without or buys foreign goods—partly from necessity, partly because he feels that the so-called sentiment is one-sided.

And he pays duty.

Why should I pay duty

"To protect the manufacturer who is making Canadian goods

"And then neglects the Canadian market?

"Let's reduce the tariff."

If

The Canadian manufacturer expects the Canadian people to be loyal to him—

To support a protective tariff and buy Made-in-Canada goods—

He must be loyal to them.

He must see to it—

That the home market is supplied first,

That the home price is based on cost of production,

And not on foreign demand,

Nor on the protection the tariff gives him.

Without doubt, the majority of Canadian manufacturers have been four-square with their old customers, but the average citizen sees only the "pirate." We all admit the existence of this species. He has ignored customers of long standing and sets prices not justified by costs.

A case in point:

It has been brought to our attention that a certain industry has been exporting eighty per cent. of its output to the United States. Further, the finished product for which it also supplies raw materials is sold in the United States at a lower price than the same product is sold to Canadians—by more than the amount of the duty. Further still—a combine makes it impossible for Canadians to buy in the States at the lower price.

The question is:

Shall we allow the "pirate" to wreck Canada's industries?

He must be curbed—it goes without saying.

Otherwise the people of Canada will accept him as typical of the manufacturing industry.

They will demand a removal of the tariff,

Throw sentiment to the four winds,

And buy in the cheapest and easiest market.

When the Dominion government gets around to the tariff question, the "Canada Lumberman and Woodworker" may have something further to say.

of our natural resources. We have 80,000,000 acres of unleased forests which need fire protection. For some time big white birds have been hovering over them. The hydroplanes have begun their patrol to locate fires at their outset. They will be supplemented by observation posts equipped with wireless telegraphy.

"The time has come, it appears to us, to regularize the cutting on limits by fixing a maximum of the annual cut to prevent the destruction of the forests, and a minimum to stop speculation and to assure us a reasonable revenue from the cutting rights. Reforestation should be immediately undertaken and encouraged with energy.

"I am giving you a few of the plans which are dear to the heart of the Minister of Lands and Forests. Not only will he send young engineers to study forestry science in Europe, but he is thinking of creating a paper school and a school for the cutters and forest rangers."

Saw Mill Waste for Paper

Writing to the "Manufacturers Record," G. W. Soule, of Meridian, Miss., scouts the idea that there is any shortage in the United States of material for the manufacture of paper. He claims that the waste (so-called) from logging operations and the production of lumber is sufficient to manufacture all the paper needed.

He speaks particularly of the parts of the pine trees left in the woods, the sawdust from the sawing of lumber and the shavings from the planing mills, and says that, of course, pine is not the best wood for paper stock; but goes on to say that there is an immense quantity of small gum, bay, cottonwood, etc., all of which is the best paper stock, all over the South.

Publishers of newspapers know that during the past few years the prices for paper have advanced 200 per cent. or more, and they have been impressed with the idea that the supply of paper-making wood is becoming so scarce that these prices were inevitable.

The Forest Products Laboratory at Madison, Wis., has conducted many experiments to determine the paper-making qualities of many woods, and it seems likely that that institution would have discovered this inexhaustible source of supply if it were available.

These woods may contain the qualities which make them possible sources for a supply of paper; but publishers are interested in the production of news print and the higher grades of paper such as are used in the publication of magazines and books. And, if pine, gum bay, cottonwood and many other woods are not suitable, the problems of the publishers, who use the bulk of this kind of paper, are no nearer solution than before.

A new edition of a map of Manitoba, Saskatchewan and Alberta giving the number of quarter-sections available for homestead entry in each township with the boundaries and offices of government land agencies has been issued by the Natural Resources Intelligence Branch of the Department of the Interior. This new edition clearly indicates all railways, forest reserves, parks and Indian reserves, also the land which has been reserved for soldier settlement purposes. The importance of the new edition at the present time is apparent to prospective settlers, officials of banks, railway companies and land agencies, in fact everyone interested in the development of land in the Western provinces. A copy of this publication which is known as the "Small Land Map of Manitoba, Saskatchewan and Alberta," may be obtained free of charge by applying to the Superintendent of the Natural Resources Intelligence Branch of the Department of the Interior, at Ottawa.

Public-spirited lumbermen in Canada and the United States are not opposed to a forest policy. They recognize that both national and industrial welfare demand early development of an aggressive forest policy which shall substitute for indifference and accident an intelligent, practical, equitable, and concerted program for the perpetuation of the forests: The members of the National Retail Lumber Dealers Association of Chicago recently enumerated:

That growing future timber crops must be largely though by no means wholly, a Government and State function;

That Government and States should be permitted to condemn any deforested land classified as suitable, chiefly for forest growing and pay for it at prices comparable to those paid in voluntary transaction;

That land classification and studies should be undertaken jointly by industry, States and Government;

That the Forest Service should be the recognized leader of public forestry thought and effort along general lines;

That wise conservation requires the determination of better methods of waste prevention and of utilization of the forests we already have;

That a successful forest policy means much more than tree-growing. It means confidence and security in every legal and commercial phase, to industry and public alike.

Retailers Ramble Through Northern Ontario

Annual Educational Trip Marked by Large Attendance, Splendid Welcome and Successful Fishing—Many Points Visited—Fine Timber and Busy Sawmills

The retail lumber dealers of Ontario have held many annual outings, but the one which took place from July 29th to August 2nd throughout the North Bay district stands forth as the peer of all pilgrimages from an educational, recreational, scenic and every other viewpoint.

About 75 distributors of wood products from various parts of the province, as far west as Chatham and as far east as Ottawa, participated in the trip and will long remember its delightful associations and pleasant pursuits. The lumber manufacturers of Callander, Trout Mills, Cache Bay, and North Bay and the Sturgeon Falls Division of the Spanish River Pulp & Paper Mills, did everything possible to entertain and instruct the visitors. Every one returned with a larger conception of the vastness and importance of Northern Ontario, its fertility of soil, its agricultural, mining, lumbering, transportation and water power facilities, and above all fully realizing the outstanding urgency, economic consideration and national aspect of the French River scheme, which would provide not only unlimited "white coal" for the north but would in many other ways help to link up the west and east of the Dominion.

Northern Ontario is rich and varied in resources and marvellous are the products that can be grown with gratifying results. The vast territory has only touched the fringe of prosperity and development. With every encouragement in the way of substantial grants for good roads, the construction of "The French River—a natural waterway" and the development of the many waterpowers now unharnessed, there is no reason why this great inland empire should not expand along many other avenues as rapidly as it has in the pulp and paper arena. Twenty-five years ago there was not a pulp paper mill of any description in this spacious hinterland. Today there are half a dozen towns which are busy, flourishing centres, and judging from present indications, many more industries in this line will be placed on the map within the next two or three years.

But this is not a story of the French River, Northern Ontario, its splendid potentialities nor the magnificent future which awaits that portion of the province, neither is it a record of the progress which has been made in the past and achievements effected in the face of many obstacles, but rather is it a running report of what the retail lumbermen saw and did during five days' absence from their respective towns.

No attempt is made in this edition to set forth the special time and labor-saving features, history, systems, equipment and processes employed in the various saw mills inspected. These will be presented at considerable length and with valuable illustrations in the annual Camp and Supply Number of the "Canada Lumberman" which will be published on Sept. 1st. In the present edition an outline is given of the points visited and what the retailers of wood goods did from day to day in the way of sightseeing, motoring, sailing, feasting, fishing and exploring.

The Arrival at North Bay

Arriving at North Bay the sojourners made their headquarters at the Pacific and Queen's hotels and about ten o'clock set out in automobiles provided by the town and its enterprising citizens and lumbermen to Callander, nine miles south-east. This is a busy place with two busy mills. The first plant visited was the Callander Saw Mills, owned by A. B. Gordon & Co., where an hour was pleasantly spent and the guests conducted all over the mill and yards. The mill is being painted and the surroundings are neat and well laid out. The officials of the company gave the sightseers a warm welcome. On the route to Callander the attractive summer homes near Lakeview Park on Lake Nipissing, belonging to Duncan McLaren, of the Union Lumber Co., Toronto, and A. B. Gordon, Toronto, were passed.

At noon the members of the party along with several leading citizens of Callander and North Bay were entertained to luncheon at the summer home of James H. Smith of John B. Smith and Sons, Limited, who is the manager of the company's operations at this point. W. J. Smith, of Toronto, president of the company, was also present and joined in the welcome along with several ladies, who waited upon the tables which were laden with viands of the most tempting character. The luncheon was admirably arranged and too much praise cannot be bestowed on the firm of their kindness and hospitality. Full justice was done to the excellent repast, previous to which the visitors were photographed on the lawn.

C. R. Harrison, M.P., North Bay, on behalf of the citizens of that district spoke of the pleasure which it gave them to welcome such a distinguished body as the retail lumbermen of Ontario. While he was a railway man, and had been one all his life, he recognized

THE LUMBER MERCHANTS OF ONTARIO AT STURGEON FALLS,

and some of their hosts. At the extreme left of the front row are seen Hon. George Gordon, of North Bay and A. Kavanaugh, Supt. of the Sturgeon Falls' pulp and paper activities. The gentleman with the white beard is James Harriman of Niagara Falls, now in his 75th year. He was one of the most active in the party on the entire five days' trip.

the worth and extent of the great lumber industry of Canada and the men who were engaged in it. They dealt in the finished product and had built up large plants employing thousands. He hoped that legislation would be introduced by parliament to restrict further the export of pulpwood from the country, which would result in the building up of more mills in the Dominion.

Dr. J. B. McDougall, of North Bay, assistant chief inspector of schools, Department of Education, also extended greetings to the guests and dwelt eloquently upon the importance of the French River improvement plan and what it would do not only for Northern Ontario but all the cities of the province, in the way of transportation, lessened freight rates, industrial and agricultural development.

Mayor John Ferguson, of North Bay, and W. J. Smith, of Toronto, followed with expressions of goodwill and hearty salutations, which were suitably acknowledged by John B. Reid, of Toronto, president of the Ontario Retail Lumber Dealers' Association, who was in a happy vein. His sprightly remarks put all in good humor as he told of the progress of the organization, its aims and objects, work and worth and cordially thanked all for the way in which they were being entertained. Mr. Reid said that the dinner which they

On the left is Jas. H. Smith of Callander. Next to him is John B. Reid, Toronto, and on the right is W. J. Smith, President of John B. Smith & Sons, Toronto, as snapped at the annual outing of the O.R.L.D.A.

had all enjoyed was fit for Royalty and could not be surpassed by the commissariat department of the King Edward Hotel. He also paid a well deserved tribute to the ladies.

After the dinner the mill of John B. Smith and Sons was toured and all the members of the party given a ride on flat cars behind one of the locomotives of the firm throughout the extensive yards. There are some nine miles of tracks and sidings belonging to the company.

The Route to Trout Mills

The lumbermen re-entered the waiting fleet of automobiles and were conveyed to North Bay and then three miles east of the town to Trout Mills on Trout Lake where the plant of William Mile and Sons is located. There they saw some of the finest and largest white pine logs, which it has ever been their pleasure to witness, being band sawed. The operation of handling the huge sticks was watched with much interest and favorable comments made upon the superior character of the timber, not only as to its quality but also quantity. Wonder was depicted on the facial expression of the visitors, many of whom remarked that they did not thing such monster sentinels of the forest were obtainable on any limits in the province of Ontario.

The next order on the programme was back to North Bay for the evening. This was followed by an informal reception on the grounds of Mayor John Ferguson, who has a spacious and attractive home right in the centre of the town, the main street of which is now being permanently paved. The Mayor's property is the site of the first house erected in North Bay. The members of the Town Council, the Board of Trade, the Board of Educaation and other bodies were invited to the function. Refreshments were served on the lawn which was brilliantly lighted while the floral and other decorations imparted to the environs a gala appearance. Mrs. Ferguson joined with her genial husband in greeting all the arrivals and there was an abundance of music and dancing. An informal programme of speeches followed. J. W. Richardson, president of the North Bay Board of Trade, presided and told of the pleasure which it afforded all the citizenss to have with them the retail lumbermen of Ontario in such large numbers. He was sure they would carry back larger visions of the importance and potentialities of Northern Ontario and the great progress which it was making.

The Development of the North

A rousing address on the claims which Northern Ontario has on the remainder of the province was delivered by J. H. Marceau, M.P.P., North Bay, who is no stranger to the lumber business. He said that a billion feet of lumber had been taken out of the Lake Nipissing district during the past twenty-five years and there was a great deal left yet. Fully fifty per cent. of the annual mining output of the Dominion came out of that portion of the province. Northern Ontario paid into the revenue of the province annually three million dollars and was getting back only a little over two million dollars which was out of all proportion of what Old Ontario received. The people of North Bay and district wanted the other parts of Ontario to know the north better and assist them in the work of development of their great natural resources in the way of good roads, better means of communication and transportation and industrial and agricultural expansion. Mr. Marceau is certainly a great booster for the North and his remarks were sympathetically received.

W. J. Smith, of Toronto, spoke of the necessity of greater production on the part of the people of the province and the urgency of thrift to meet the days that were to come. He referred to the rapid development of the North and the essentiality of water routes, the railways being unable to handle expeditiously all products of the country. The completion of the French river route was of the most vital importance in the way of cheaper transportation, cheaper coal and cheaper power and affording the Canadian National Railways and the Canadian Pacific Railway new grain routes to the seaboard, shorter than the Buffalo to New York haul, and thereby diverting the flow of Canadian wheat and other products now going to American Atlantic ports.

Brief addresses of welcome and pointing out the great interests of the hinterland were also made by Mayor Ferguson and Hon. George Gordon, of North Bay. President John B. Reid, of the O. R. L. D. A., and Secretary Boultbee, of Toronto, also spoke and warmly thanked the chief magistrate of North Bay and the citizens of that progressive railway centre for their splendid reception and entertainment.

The Jaunt to Cache Bay

Early next morning, the train was boarded for Cache Bay twenty eight miles northwest, where the extensive and modern sawmill and planing mill of George Gordon and Co. was visited. Here the party spent a most delightful time and were shown over the industry by B. Bain, superintendent of the mill which possess many economic features.

The touring lumber merchants were entertained to a splendid repast, which was thoroughly appreciated and enjoyed. The host, Hon. George Gordon, presided and after the inner man was more than satisfied and the choice Havanas passed around, there was a short series of speeches. Senator Gordon expressed his extreme pleasure in having present such a representative and vigilant body as the retail lumbermen of Ontario who occupied a most important place as distributors of the product of the sawmills. He warmly congratulated the O. R. L. D. A. on its progress and growth and the splendid co-operative lines along which the organization was working for the welfare and advancement of the industry. "I cannot tell you," he added, "how much we appreciate your visit and we hope that it will not be long before you again favor us with your presence and bring along as many of your friends as you can with you."

A. J. Young, of North Bay and Toronto, was well received as he told of coming to Cache Bay for the first time in 1883 when the C. P. R. was being built and helped to clear some of the land on which the town now stood. Mr. Young, who is a former Mayor of Cache Bay, referred to the great progress that the town had made and gave some interesting reminiscences of its incorporation, the introduction of electric light and other civic improvements. Hon. George Gordon had taken hold of the mills at North Bay when they were in liquidation years ago and had improved and extended their operation and built up the large business which they were doing at the present time for which he (Senator Gordon) deserved every credit. Mr. Young added that the retail lumberman was of value and usefulness to the district in which each one resided as the retailer came

On the left, the retail lumbermen are seen assembled on the lawn of Jas. H. Smith's residence at Callander. The next view is that of civic welcome at Sturgeon Falls showing the handsome arch erected in their honor. Some of the fish caught at the Chaudiere Falls on the French River by enthusiastic anglers completes this pictorial reel

next to the consumer and carried on a most important work as a distributor. He referred to the investigation in timber limits which was being conducted by the Department of Lands and Forests and said that the press had endeavored to convey the impression that the lumbermen were profiteers. He warmly refuted the allegation that there had been any combine or understanding on their part to raise prices. ,'I have," he continued, "been engaged in the lumber line all my life and so far as I have come in contact with them during that period, the lumbermen are as upright and honorable a body of men as are engaged in any business in Canada. (aplause). Proceeding, he said that lumber was one of the commodities the prices of which were fixed by the inexorable law of supply and demand. World values governed the market in Canada not only in lumber but in every other line. For sharing in the advances naturally brought about no member of the industry could be blamed. The lumberman had a perfect right to do so in order that he could take care of his losses when they came. Mr. Young hoped on their return to their several homes they would "speak a good word for the North."

C. R. Harrison, M. P., spoke briefly telling of his first visit to Cache Bay as a brakesman in the days when A. J. Young was Mayor of the town. He touched upon the advance that had been made on all sides.

E. D. Jessup, Mayor of Cache Bay, who is now postmaster of that town, to which he came in 1885, extended hearty greetings on behalf of the citizens and told of what Hon. Mr. Gordon had done for the prosperity of the place.

No Culls in Retail Ranks

President John B. Reid spoke on behalf of the retailers and thanked Senator Gordon for referring to them as the "uppers in the lumber business." "There is not a cull among us" added Mr. Reid, amid much laughter. "We take an annual trip and have always been welcomed with open arms. Each year it would seem as if the part of the manufacturers to entertain us could not be surpassed. This is an educational tour with a moral aspect and we are living up to our high reputation. ,No longer is the retail lumber dealer looked upon with suspicion because he belongs to a progressive organization like ours which has removed petty jealousies in our ranks, raised the dignity and standard of our business and shown what co-operation and good will can bring about in the way of welfare and progress. Where will you find a finer body of men than those gathered here today, all engaged in the same line of business and meeting on a most friendly footing. Our membership is growing rapidly and the ideas and ideals of the retail dealer have been elevated with the result that better service and sounder and wiser business methods are now in evidence among us."

Senator Gordon referred to the investigation which had been conducted by the Ontario government in which it was sought to cast aspersions on the conduct of the limit holders and the manufacturers of lumber. An attempt had been made to make the people believe that they, the lumbermen, were dishonest. Personally he was perfect willing to have any man look into his books and examine all his business methods. He added that so far as his jurisdiction extended there was absolutely nothing that he had to be ashamed of and he believed that the business of all lumbermen was honorably conducted. The pine timber in Ontario had brought more per square mile than that of any other country in the world. In Quebec limits had brought from five to six thousand dollars per square mile while in Ontario they had been sold as high as thirty and forty thousand dollars. Much had been said about overruns and it was well known that the Doyle rule did not give the full contents of the log as produced at the mill. Other rules also had defects. It was easy, however, for the provincial authorities to measure the logs at the mill and then the product as it came from the saws. In his career he had come in contact with many lumbermen and they were all men of whom he was proud. The Senator resented the imputation that they were dishonest or profiteers, and that they had "got millions for nothing or next to it." He had been in business at Cache Bay for twenty years and for a long period had not slept, wondering where the next pay roll for his employees was to come from. He could count on the fingers of his hands the number of lumber manufacturers who had survived in the struggle. The few, who had succeeded had done so by applying themselves diligently to business and by exercising industry, thrift, self-denial and foresight, which had enabled them to overcome many obstacles (applause).

The gathering broke up with cheers for Mr. Gordon, Cache Bay and the ladies.

The Trip to Sturgeon Falls

Motors were once more taken and that active pulp and paper centre, Sturgeon Falls, three or four miles east of Cache Bay was next on the itinerary. An evergreen arch spanned the main entrance to the hustling town and bore the magic words "Welcome O. R. L. D. A." A. Kavanaugh, superintendent of the Sturgeon Falls industries of the Spanish River Pulp and Paper Co., which employs seven hundred persons at the Falls, welcomed the guests to the town on behalf of the company. Civic greetings were extended by His Worship Mayor James Lillie.

The party divided into groups of ten and for two hours were in the hands of competent and courteous guides who explained every process of converting the spruce logs into pulp and paper from the slasher to the finishing room. The trip was full of interest and many revelations were afforded the guests, not a few of whom had never seen chemical or ground wood pulp or newsprint in the process of manufacture. There are two kinds of wood pulps, one known

At the Chaudiere Falls, French River (left to right) Pres. John B. Reid (Toronto) in fishing attire. Mayor John Ferguson, of North Bay, and John Barry, of Toronto, who captured the porcupine which was the mascot of the retail lumbermen's party.

as ground or mechanical and the other as chemical. The first is the cheapest, and is used chiefly for making newsprint and wrapping paper. Spruce wood is most commonly used because it is cheap and gummy, the latter quality being valuable in that it adds much to the tenacity of the material made from the pulp. Chemical wood pulp is made by cutting up spruce and poplar logs into small chips, which are then placed with a liquid preparation in huge tanks to be digested.

From Spruce to Newsprint

After going through every portion of the various units the party adjourned to a local theatre where an eight reel film was shown entitled "From Spruce to Newsprint," all the views being taken from the operations of the Spanish River Co., who employ some five thousand men in woods operations and have extensive plants at Sault Ste. Marie, Espanola and Sturgeon Falls.

The barking room at the latter place is equipped with three large drum barkers and several disc barkers while there are two chippers. There are in the sulphite pulp mill two digesters, 16 x 54 feet, with a daily output of 60 tons. In the ground wood pulp plant there are twenty-one grinders and twenty six wet machines with an

Splendid specimens of white pine logs taken out by Wm. Milne & Sons, North Bay, Ont., at Mileage 26, on the T. & N. O. Railway. These logs were the finest and largest seen by the retail lumbermen of Ontario on their recent trip to the North.

average daily production of 130 tons while in the newsprint plant there are two paper machines, each 120 nches wide, turning out 75 tons a day of paper. A third machine, 166 inches wide, is being installed which will bring the daily delivery up to 135 tons. The company generates its own electric power—3,500 h.p. Sturgeon Falls is a live, go a head municipality with splendid residences, recreation grounds and all that tends to make the life of the employees happy, cheerful and contented.

After witnessing the picture of the conversion of spruce into paper, the lumbermen were regaled at luncheon in the club room which is for the benefit of the employees. Here a spread, both tempting and varied, was partaken of by all. Supt. Kavanaugh presided and speech-making followed by Mayor Lillie, President J. B. Reid, Senator Gordon, A. J. Young, Frank Kent, (Toronto); Theo Legault, (Sturgeon Falls); Rev. Father Lecuyer, (Sturgeon Falls); Rev. Canon Piercy, (Sturgeon Falls), and others.

It was stated by one of the speakers, that the building in which they were assembled, was on the site of the old portage of the Hudson's Bay Company and that the first white child in the Nipissing district was born at Sturgeon Falls.

Senator Gordon, in his remarks, said that the newspaper publishers were themselves largely to blame for the present high cost of paper by seeking to have the Federal authorities arbitrarily control the price. The press had not given the newsprint manufacturers a square deal. The publishers had sought regulation and price fixing of the product during the war. The result was that large concerns, which had contemplated extensions, had not gone on with the undertakings owing to capital hesitating, and interference with the natural economic law of supply and demand. The outcome was delay in the work of installing additional machines and a consequent shortage in the print paper business today that was very acute. Had there been no attempt to throttle the industry, there would have been a far greater output at the present juncture. The supply would have equalled the requirements and more plants have been in operation throughout the Dominion.

Fishing and Camping at the Falls

The lumbermen were escorted to the C. P. R. station and left on the evening train for North Bay, with the kindliest feeling for the people of Cache Bay and Sturgeon Falls.

On Sunday morning the steamer Northern Belle plying between North Bay and Chaudiere Falls was taken for a thirty-four mile sail across Lake Nipissing and up the majestic French River, the scenic beauties of which are impressive. Capt. A. McKinney of the Northern Belle looked well after the comfort of his passengers and arriving at the Alabama hotel, at Chaudiere Falls, the party disembarked and enjoyed a refreshing dinner early in the afternoon. Capt. J. A. Clark is the proprietor of the Alabama hotel which was opened up for the occasion, having been closed since the war but blankets, provisions and everything needful for a couple of days rest and fishing were provided. Here the majority of the boys stayed until Monday evening, August 2nd, when they boarded the steamer for the return trip to North Bay and entrained at ten-thirty that night in two special pullmans reaching Toronto early on Tuesday morning, August 3rd, "happy to meet, sorry to part, happy to meet again—in 1921."

Notes and Jottings of the Trip

The champion fisherman of the party was F. W. Bryan, of the Bryan Mfg. Co., Collingwood. He caught a black bass which tipped the beam at 3¼ lbs. The second largest specimen landed was by Horace Boultbee, secretary of the Association. His capture weighed 3½ lbs. The aggregate of the first day's catch by the many anglers in the party was 103 fish, consisting chiefly of black and rock bass, with a sprinkling of pickerel and pike.

One of the interesting points passed on the journey to Chaudiere Falls was the habitation of the Solid Comfort Fishing Club, about three miles east of Chaudiere Falls. This club, which has been established for years, consists of about 150 members, principally residents of Pittsburgh, who make their summer home in Northern Ontario, where they have admirable sleeping quarters and every convenience to make life pleasant.

Mayor John Ferguson, of North Bay, is what the American "doughboys" would term a "reg'lar fellow." He was on the job all the while and accompanied the retailers on their trip to Chaudiere Falls where he spent two days with them and was never weary in looking after the comfort and welfare of the members of the party. Mayor Ferguson is one of the leading citizens of North Bay, where he has large property holdings and has always taken a lively interest in the progress and development of Northern Ontario. The retail lumbermen voted him as being the livest wire in the whole aggregation, and if His Worship ever aspires for federal parliamentary honors, a seat in the Canadian Senate or any other exalted position, he will have the hearty endorsation and undivided support of the lumber merchants of Ontario.

While the lumbermen were at North Bay Hon. Arthur Meighen, the new Canadian Premier, passed through on the C. P. R. on his way to the West. John B. Reid, president of the O. R. L. D. A., and Horace Boultbee, secretary, were invited by C. R. Harrison, M. P., of Nipissing, to join the Premier, which they did and rode in his private car to Cache Bay. There the president and secretary rejoined the other members of the group of lumbermen who were being conducted through the splendid sawmill of George Gordon & Co. Mr. Boultbee is an old college associate of the prime minister and had not seen him for nearly a quarter of a century. They had a very pleasant chat on the short journey to Cache Bay while the gallant Mr. Reid engaged in conversation with Mrs. Meighen and family.

Through the courtesy of the Spanish River News, the bright weekly sheet published by the Spanish Pulp and Paper Mills at Sault Ste. Marie, Ont., the "Canada Lumberman" is able to present several illustrations of the industries of the company and scenes in and around Sturgeon Falls, which were seen by the visiting retail lumbermen on their travels to that enterprising town.

John Barry, who has been thirty-seven years with John B. Smith & Sons, Toronto, was on hand morning, noon and night and enjoyed the outing to Chaudiere Falls. He is a familiar figure in the north and paid several visits to the Indians on the French River Reserve, calling upon Chief Dokies and other leading members of the contingent who are descendants from the Chippawas. The Indians are happy, well-to-do and comfortably housed, many of them possessing motor boats, cultivating vegetable gardens and raising

flowers. They are all well-fixed financially, the white pine on their limits having been sold some years ago for considerably over $1,000,000, a small proportion of which was paid to them direct in cash. The interest on the residue is handed over to the Indians in the shape of a remittance twice a year from the Indian Department at Ottawa. Each member of the Reserve, nearly a hundred in all, whether adult or child, shares equally in the division of the revenue from the big timber sale. There is still unsold about 1,000,000 feet of birch, maple and basswood on the Reserve.

Charlie Coates lost the fishing championship which he won last year. He, however, managed to land a nice string of bass but the big ones were missing.

The retail lumbermen discovered a new kind of pine while exploring the French River country. There is now white pine, Norway pine, jack-pine and porcu-pine. John Barry was the only dealer in the latter commody and from long acquaintance with this kind of pine, he can grade it properly every time.

Many excursionists spent several hours picking blueberries which grow in thick clusters on short vines all over the rocky slopes. Hundreds of quarts of blueberries annually go unpicked and campers could sustain themselves for several weeks on berries if there were no other foods available. There are also cranberries to be found in and around the French River.

During the stay of the party at the Alabama Hotel they were visited by several members of the Indian reserve, including Chief Dokies who was the guest of the "Chief of the Pale Faces,"—John Barry.

Cyril T. Young, of Toronto, head of the Eastern Lands Department of the Canadian National Railways, was a welcome visitor, while the boys were at North Bay. He also accompanied them to Chaudiere Falls. Mr. Young is familiar with all the resources and development of the great north, paying frequent visits to all parts of the country. He was called upon at Cache Bay for an address but excused himself on the ground that he came to see and hear and not to speak. He was given a cordial reception but no plaudits could induce him to "deliver a few remarks."

Those who ably assisted Mayor Ferguson, of North Bay, in making arrangements for the entertainment of the lumbermen were Lieut.-Col. W. H. Milne, W. A. Cockburn and others, while Hon. George Gordon, A. J. Young, Fred Milne, A. B. Gordon, W. J. Bell and other representatives of the lumber interests of the great north were greeted by friends on all sides.

The number who took in the entire trip was about seventy-five. The oldest member of the party was James Harriman, of Niagara Falls, Ont., who is in his 75th year. He was as active as the youngest recruit and enjoyed every minute of the jaunt.

The "camera fiends" were C. H. Roper, Hamilton; Chas. L. Coates, Burlington; Alex. Rhind, Toronto, and H. Boultbee, Toronto.

So alluring was the spectacle at the Falls and so attractive the angling that President J. B. Reid and Secretary Horace Boultbee remained over for a week, "keeping batch," and roughing it in order to deplete the northern waters of all the members of the finny tribe. They had great luck, and on the excursionists leaving these two lone gentlemen behind, the latter were accorded a great cheer and wished every success in their piscatorial pleasures.

John B. Smith & Sons have certainly extensive interests at Callander where they own 550 acres of land and 80 buildings in connection with their operations, as well as 9 miles of railway sidings and tracks throughout their yards. The company enjoy excellent connection with both the C. P. R. and the G. T. R. and can pile 30,000,000 feet of lumber on their property without any back-piling.

Every place the lumberman visited the Mayor was there to greet them. At Cache Bay, Mayor E. D. Jessup, who is also postmaster of the town, was on hand to do the honors, while at Sturgeon Falls Mayor James Little, who is a progressive hardware merchant in that pulp and paper centre of 5000 population, made many friends by his genial manner and kindly disposition.

While he was not successful in catching any big fish, the most unique capture of the day was a large-sized porcupine which John Barry, of Toronto, noticed far out on the branch of a tree. He climbed the tree and the animal jumped off into the water, barely missing the head of Geo. N. Kernohan, of London, who was sitting in a canoe, swam ashore and started clambering over the rocks. It finally dropped into a crevice, and, after a fight, Mr. Barry was successful in getting a strong cord around its tail. He brought the sharp-quilled quadruped up to the hotel, and as some of the boys had not yet risen from their slumbers, they were awakened with a start by this new "species of New Ontario bed bug." The porcupine was the mascot of the party for several hours in the morning and disported himself with commendable demeanor under the expert training of Mr. Barry. Mr. Porcupine was finally released and spent the rest of the day under the broad piazza of the hotel.

A Kavanaugh, superintendent of the Sturgeon Fallls industries of the Spanish River Pulp & Paper Co., is large in girth, and short in stature. He made a capable presiding officer at the banquet tendered the visitors and in the play of wit and repartee was able to hold his own with anyone in the company.

"J. B." seems to be the popular initials of retail lumberman—to wit, J. B. Reid, Toronto; J. B. Mackenzie, Georgetown; J. B. Mustard, of Brucefield; and a few others too numerous to mention.

The excellent group portrait of the boys which was taken at Sturgeon Falls, is the work of Irmand LeBel, photographer of that town, who is certainly an artist in his line.

Some Navigation and Power Facts

The following data in reference to the French River improvement will be perused with interest:

The Government has completed exhaustive surveys, prepared detailed plans and revised estimates, making possible immediate resumption of the work upon which has already been expended a considerable portion of the appropriation of $500,000 in the construction of Chaudiere Falls dam, which controls the water level of Lake Nipissing.

Lake Nipissing provides an immense summit reservoir with an area of 320 square miles and has a total drainage area of 4,077 square miles, largely consisting of forest reserve.

Deep water protected harbors providing ample searoom for the largest lake carriers exist on the northern shoreline of the lake at Cache Bay, Sturgeon Falls, North Bay and Callander, and the three transcontinental railway systems serving these points have acquired miles of water frontage awaiting the completion of this waterway.

The inviting summer home of James H. Smith at Callander where the touring lumbermen were splendidly entertained

The distance from Georgian Bay to the deep water of Lake Nipissing is 49 miles, and the distance from Georgian Bay to North Bay is 83 miles. If the canal work which occurs mainly at the lock approaches were combined it would total only three-quarters of a mile of actual canal work. The steamer trip will occupy about 9 hours. The depth of water will be 22 ft. over a surface of 350 ft. to 2,000 ft. wide, with less curvature than St. Mary's or St. Clair River.

Three locks overcome the 69.5 foot fall between Lake Nipissing and Georgian Bay; at these points a total of 35,394 electrical horse power will be made available, this being calculated on the regulated low water development, and takes no account of increased energy possibly by storage dams constructed on the various rivers emptying into Lake Nipissing.

The three locks are so designed as to permit of locking through vessels up to 21 foot draft and 705 feet in length, thus accommodating the largest vessels on the Great Lakes.

Dense fog is not only cause of delay but a menace to the safety of vessels on our Great Lakes. Georgian Bay, however, holds the record for only four days per month, the still clearer atmosphere of Lake Nipissing reducing this minimum to two or three days, at most, per month.

The records show that Lake Nipissing is open to navigation 211 days each season without ice-breakers. Records by the Montreal Harbor Commissioners show that the harbor is open 215 days each season. Navigation on the French River waterway will open earlier and will continue as late as, or even later than that on the

"Sault" Canal. This is due to the control of lake levels through the operation of the dams.

The report of Walter Shanly, C.E., on the entrance to the mouth of the French shows it to be a suitable harbor entrance, and later reports by other eminent engineers confirm this.

The still water reaches created by the three power dams eliminates the dangers to navigation met with in the three to five mile currents prevalent in other navigable river stretches of the Great Lakes systems.

The depth of the waterway will be 22 ft. and the average depths of water at the grain elevators and coal docks of the Great Lakes correspond with this as follows: Buffalo, 21 ft.; Chicago, 21 ft.; Cleveland, 17 ft.; Detroit, 20 ft.; Port McNicol, 23 ft.; Duluth, 22 ft.; Depot Harbor, 21 ft.; Port Arthur, 21 ft.; Fort William, 21 ft.; Port Colborne, 22 ft.

THE ROLL CALL OF THE PARTY

The retail lumbermen who took in the North Bay trip were as follows:

Barrett, E. M., Barrett Bros., Ottawa.
Bennett, Miles, T. H. Hancock, Toronto.
Bissell, H. S., R. Laidlaw Lumber Co., Ltd., Toronto.
Bond, T. G., Batts Limited, 372 Pacific Ave, Toronto.
Bowden, Frank G., Frank A. Bowden & Sons, Ltd., Toronto.
Bryan, F. W., Bryan Mfg. Co., Ltd., Collingwood.
Burton, F. R., Consumers Lumber Co., Ltd., Hamilton.
Clendenan, Geo., Clarksburg.
Coates, Chas. L., A. Coates & Sons, Burlington.
Copeland, A. H. M., R. Laidlaw Lumber Co., Ltd., Toronto.
Cummings, F. J., Kingston Rd. Lbr. Co., Toronto.
Dykes, E. D., Whitby Brick & Clay Products Co., Whitby.
George H., R. Laidlaw Lumber Co., Ltd., Toronto.
Gilchrist, Jas. T., Jas. T. Gilchrist Lumber Co., Toronto.
Gilchrist, Campbell, John C., Gilchrist Lumber Co., Toronto.
Gorvett, W. G., Arthur.
Hadley, S., C. & J. Hadley Lumber Co., Ltd., Chatham.
Harriman, James, Niagara Falls.
Hain, Alex., Watt Milling & Feed Co., Toronto.
Harriman, James, Niagara Falls.
Henderson, A., Cheltenham.
Henderson, J., Cheltenham.
Hillock, J. F., John Hillock & Co., Ltd., Toronto.
Howes, John, Harriston.
Irvin, Chas., Irvin Lumber Co., Toronto.
Irvin, W. C., Irvin Lumber Co., Toronto.
Kent, F., The Seaman, Kent Co., Ltd., Toronto.
Kernohan, Geo. N., Geo. N. Kernohan Lumber Co., Ltd. London.
Laidlaw, R. A., R. Laidlaw Lumber Co., Ltd., Tornoto.
Lawson, Chas. C., Alliance Lumber Co., Ltd., Hamilton.
Lee, R., The Riverdale Lumber Co., Toronto.
Light, Jos., Robert Light, Napanee.
McBride, R. B., J. M. McBride & Sons, St. Catharines.
Macabe, A. M., St. Clair Construction Co., Toronto.
McAfee, R. J., Cookstown, Ont.
McDowell, Harry, R. Laidlaw Lumber Co., Ltd., Toronto.
Mackenzie, J. B., Georgetown.
McKinnon, Alex., Hillsburg, Ont.
McMurray, T. E., Builders Moulding Co., Toronto.
McPherson, G. D., Merlin, Ont.
Mason, Percy, George M. Mason, Ottawa.
Morgan, Jos. E., Frank A. Bowden & Sons, Ltd., Toronto.
Murphy, J. E. Jr., Kingston Rd. Lbr. Co., Toronto.
Mustard, John B., Brucefield.
Paterson, T. A., Mickle, Dyment & Son, Toronto.
Patterson, Thos., Patterson & Crosthwaite, Hamilton.
Reid, J. B., Reid & Co., Toronto.
Rhind, Alex., Simpson Planing Mills Co., Ltd., Toronto.
Richardson, F., Ingersoll.
Richards, Miss Gladys, Ingersoll.
Richards, L. H., R. Laidlaw Lumber Co., Sarnia.
Roper, C. H., John Poag & Co., Hamilton.
Savage, W. E. S., Mimico.
Sinclair, S. M., Nicholson Lumber Co., Burlington.
Smith, Christie, John B. Smith & Sons, Toronto.
Smith, W. J., John B. Smith & Sons, Toronto.
Taylor, Mr. and Mrs., Earle, Taylor & Wells, Paris.
Taylor, Mr. and Mrs. George, Taylor & Wells, Paris.
Tennant, W. B., John B. Smith & Sons, Toronto.
Turner, Percy, St. Clair Construction Co., Toronto.
Watt, Allen, The Watt Milling & Feed Co., Toronto.
Boultbee, Horace, Secretary of the Ontario Retail Lumber Dealers Association, Inc.
Van Blaricom, G. B., Editor "Canada Lumberman," Toronto.

Colonel W. E. Haskill, an American paper manufacturer, complained to a meeting of Southern publishers that the Canadian provinces, with proper regulation and fire protection, can cut three to four million cords of pulpwood annually without seriously impairing their own supplies. Had the American manufacturers conserved their own resources by these methods they would not now be dependent upon Canada for supplies.

Comprehensive view of the varied pulp and paper enterprises of the Spanish River Pulp and Paper Mills at Sturgeon Falls, Ont.

Canadian Sawmills are Splendidly Equipped

Able Review of Methods Employed on the American Continent as Contrasted with Operations in Great Britain and India

By F. A. Leete, Imperial Forest Service, India

The contrast between American and Indian mills is so very marked that the writer takes up the subject with some reluctance, because statements must be made that are bound to be controversial and unpalatable. There is no getting away from the fact that, measured either by British or by Western standards, Indian practice is very much behind the times.

The term "Indian" is here used in its broad sense as referring to the Indian Empire as a whole. It is only right to mention that there are differences between the various provinces. Owing to the fact that the last twelve years of the writer's service have been spent in Burma, he is better acquainted with conditions there than he is with those prevailing in other provinces. In respect to Burma itself there is no hesitation whatever in stating that sawmills machinery is very out-of-date and inefficient in comparison with the best modern practice in other parts of the world.

A striking example can readily be given. Bandsaws held the field absolutely in North America for log sawing, and they are rapidly coming to the front in Great Britain. In Burma there are believed to be none at all. Other provinces are more advanced, for one British firm alone has supplied no less than twenty-five horizontal bandmills to railway companies and to others.

Most of the sawmill machinery in India has come from home and it is only natural that this should have been the case originally. But it is rather curious to note that, by continuing to get their supplies from the source—after the industry has assumed large dimensions—lumbermen in India have shown far too little desire to follow the lead of big lumber producing countries in other parts of the world.

The inference that may be drawn from the preceding remark, that British sawmill practice is totally different to Canadian and American practice, is fully justified by fact. As the title of this book implies, the greater part of it is taken up with a description of Western practice. At the end of this chapter on sawmills some notes on British practice are given. But it should be clearly understood that they are only fragmentary. The writer did not have time to study the matter in detail, and to describe it fully would require a good sized volume.

Quite recently, when I expressed surprise at finding Western mill machinery so little used in England, an explanation was given to me which seems quite reasonable. It was as follows: American mills work faster than English ones and so they would be apt to dislocate business, for the supply of raw material (logs) would probably run out. By being compelled to stand idle for longer periods the mills would simply waste the time they saved.

Can such an argument be seriously advanced with regard to India? Certainly not. With forests of such great extent that they are comparable in size to those in the Western Hemisphere, India need not be handicapped by fear of exhaustion of supplies.

Labor is Very Cheap in India

It is very probable that the marked difference in labor conditions accounts for a great deal of the slowness in introducing improved methods and machinery into India. In America labor has always been so expensive that there has been every inducement for the exercise of ingenuity in inventing labor-saving devices. On the other hand in India labor is so cheap and plentiful that mechanical devices for reducing the amount of it have stood no chance of finding favor unless they are themselves inexpensive to instal. After living in this kind of atmosphere for many years it becomes fatally easy to assume that the equipment to which one is accustomed is not only good enough for the purpose but that any great outlay on machinery of a different kind would be a waste of money.

A simple illustration may be given to show that it is not likely to be waste of time to study American milling methods. When the last census was taken the number of men employed in the timber industry in Rangoon was about 20,000. In reply to enquiries as to how many men would be required to do the same amount of work in America the writer was more than once told that 2,000 would suffice. The average daily wage in Rangoon was fully one rupee before the war, and in America not more than six or seven rupees. Moveover, it is hard to believe that American machinery would cost as much as a Rangoon plant of the same total capacity and it would certainly take up less than half the same amount of room.

Another point may be mentioned. The mechanical devices in Western mills are primarily intended to reduce the amount of labor, but the full benefit cannot be reaped from them unless the men employed in the mill work well. There is no room for dilatoriness or "taking things easy." The lag carriage must travel fast; and as soon as one log is finished, another must be ready for it. It is the same throughout the mill.

Ordinary Mill Work is Mechanical

The writer is of opinion that the above consideration need not be an effective bar to the use of Western machinery in sawmills in India. As explained later one or two men requiring special qualifications are necessary, such as the filer and log sawyer, but for the most part the work is mechanical and does not call for any violent exercise of the muscles. The greater part of the work in mills and lumber camps in the Southern States is done by colored labor, and with good supervision, there is no reason why Indians and Burmans should not prove equally satisfactory. Shorter hours are probably indicated and if necessary, half-day shifts (i.e., doubling the labor) could be resorted to. Even so, for the same output the total bill for labor would be far below its present figure.

In concluding these introductory remarks the writer desires it to be understood that they are chiefly based on the mills he is acquainted with in Burma. Only in so far as mills in India proper are radically different are any qualifications to the remarks made in this chapter called for.

It is proposed to discuss the subject of sawmills under the following headings:—

(1) Description of North American sawmills and comparison with Indian mills.
- (1) General Design.
- (2) Double storey plan.
- (3) Storage of logs.
- (4) Entrance of logs into mill.
- (5) Log Carriage.
- (6) Filing Room.
- (7) Band and Circular Saws.
- (8) Single and Double Edgers.
- (9) Trimmers.
- (10) Re-saws (including Frame Saws)
- (11) Live Rolls and Conveyors.
- (12) Engine Room and Belting.
- (13) Electric Drive.
- (14) Water Power.
- (15) Special Mills (Portable, etc.).

2. Summary of suggestions for mills in India.
3. Notes on the history of sawmill practice.
4. Notes on British sawmill practice.

The General Design of Mills

Before going into details as to the design and equipment of Western sawmills, it will be as well to make a few general remarks. It is a comparatively simple matter to give a general idea of the mills because they are all so very much alike. To anyone whose knowledge of sawmill practice is confined to Europe it may come as a surprise to be told that there is only one type of lumber sawmill throughout the length and breadth of North American continent. There is nothing comparable to the diversity of design of mills and of the machinery in them which is such a conspicuous feature in England. All mills of any size and all permanent in character have such a strong family likeness that a careful study of one modern mill would enable anyone to form a good idea of practice in general. It is true that there are differences in detail between hardwood and softwood mills, but these differences are only in the outside arrangements for getting the logs into the mills. Inside the mill itself the sawing arrangements are just the same in both cases.

Once having satisfied himself of the correctness of the above statements, an observer must at once realize how strongly this simplicity of design speaks in favor of Western practice. Taking into account the fact that milling in North America is carried out under such a wide range of different conditions, both as to climate, scale of operations and nature of the timber dealt with, there must be something superlatively good about modern mill design for it to be so remarkably uniform, and simple in character, in spite of the

keenness of the competition of the large number of manufacturers of machinery supported by the industry. The keynote everywhere is large output per machine and the free use of mechanical devices for saving labor.

Bringing the Logs into Mill

A conspicuous feature of a mill for softwoods is the „mill pond" into which the logs are discharged from the logging railways or other source of supply. For a mill dealing with hardwoods which will not float the pond is replaced by skidways, on to which the logs are rolled from the railway cars, or placed by an overhead derrick.

The mill itself has at least two floors, and generally a third one. All the driving mechanism, shafting, etc., is on the ground floor, so that the first or main floor is left entirely free for the operation of the machines. As the majority of the mills in America are band-mills, it is usual to find a third floor above the main floor to accommodate the filing room. The latter only occupies part of the floor space of the mill and so it is customary to have in extension of it a raised platform running the whole length of the building, from which an excellent view can be obtained of all the operations in the mill. In circular sawmills the filing room is generally placed on the main floor.

To bring logs into the mill they have to be pulled up an incline. In hardwood mills this incline often takes the form of a tramway up which loaded cars are hauled through by means of an endless shain provided with dogs or spikes. All that the attendent at the lower end of the trough has to do is to pole the logs forward until they are firmly gripped by the dogs.

Inside the mill, alongside the trough or tramway as the case may be, is a sloping platform known as the "log deck" leading down towards the "log saw carriage."

The Log Kicker and Nigger

To bring the logs from the trough on to the deck a contrivance known as the "log kicker" is used. The operator by pulling a lever causes two steel arms, worked by steam power to shoot forward and push the log bodily out of the trough. It then rolls down the deck until held up by two quadrant shaped projections ("loader"). When the sawyer is ready to cut up another log he pulls a lever which causes the quadrant to drop, thereby allowing the log to roll onto the carriage.

Every one in India knows how painfully slow a business it is to turn a heavy or crooked log round on the log table, to get it into the desired position for successive cuts. It is true that in Western sawmills very small logs are often turned round by hand, but the universal practice for logs of any size in permanent mills is to make use of a mechanical contrivance known as the nigger, a steel arm rising from the floor and operated by steam.

A detailed description is given later on of the log saw carriage. Here it may suffice to mention that it is a much more elaborate piece of mechanism than the plain travelling steel table to be met with in British and Indian sawmills. It is provided with automatic dogs for holding the logs firmly in any desired position, and these dogs can be instantaneously applied or released. The moving of the log forward for successive cuts is not done by hand levers but by means of mechanism known as the setworks. For the proper placing of tapered logs special levers are provided.

Mobility of Log Carriage

One of the remarkable things about the log carriage is its extreme mobility. The mechanism provided for the purpose is wonderfully elastic in operation, and I believe that it is far superior to the general run of practice at home and in India. Full descriptive notes are therefore given and I am optimistic enough to think that careful perusal of these notes, and of the illustrated catalogues of standard makers of machinery, will initself be sufficient to lead the generality of millowners in India to feel desirous of overhauling their plants. The matter has a very important bearing on mill outturn. British mechanism for driving the carriage is positive, i.e., the speed cannot, as a rule, be varied without stopping, or at least checking, the motion of the carriage. The result is, therefore, that the speed of the carriage is as a rule much slower than it need be, as it is turned down to the slow speed necessary for occasional big logs. In North America, on the other hand, the sawyer has absolute control, and by means of a single lever he can instantaneously change the speed from the slow rate required with a large or refractory log to the racing speed at which the carriage is driven backward. Knowing how elastic steam is it should appeal very powerfully to an engineer to be told that the favorite form of feed in better class mills is by direct steam, namely, either gun shot or twin engine and rope.

Although the log carriage undoubtedly deserves its place in popular estimation as the most important machine in the mill it is also true that in respect of the other machines and mechanical arrangements for handling timber the difference between British and Western practice is very striking. No two British mills are alike in the way baulks, planks and slabs are dealt with after leaving the log saw; the machine is called upon to complete the conversion.

Edging and Trimming Operations

On the other hand the standardizing of machine design as applied to Western sawmills is largely due to the universal recognition of two distinct stages after the rough lumber leaves the log saw, viz.:—

1. Squaring the long sides (edging)
2. Squaring the ends (trimming)

Special machines have been evolved which are simple in design and yet so wonderfully efficient that their operation is extremely fascinating to watch, and their superiority to British machines for the same purpose cannot but be freely admitted.

The first of these two operations is performed on a machine known as the double edger, as it trims both long sides simultaneously. It consists of two or more circular saws mounted on a common shaft in such a way that the distance between the saws can be varied at will. The necessary adjustment is practically instantaneous. The rough planks to be edged are placed in position by hand and are carried forward by feed rolls.

The method of performing the second operation, or trimming of the ends of planks, depends on the size of the mill. In large mills the trimming saws are mounted in gangs or rows at a fixed distance apart, generally about a foot. The individual saws can be raised or lowered independently of each other. A single operator controls the machine and by pulling levers, or by pressing keys as the case may be, he can bring any two desired saws into position to trim off the end of any piece of wood passed endwise below them.

The Steady Supply of Material

The log carriage, double edger and trimmer would not in themselves be sufficient to account for the efficiency of Western sawmills. They are capable of doing so much work simply because of the excellence of the arrangements for moving the timber from machine in its passage through the mill. There is no carrying of wood about by hand, or piling on tramway trucks, as in British and in Indian mills. Such a practice would inevitably lead to congestion and reduce the output. In Western mills as soon as each plank or slab is cut, it automatically moves forward to the next machine, either on rolls or on chain conveyors. Each machine, therefore, has a steady supply of material to operate upon, and correct design for a mill is simply a matter of having the three types of machines of the right size each other of the desired class of sawing.

Lastly, in this general description it may be noted that live rolls and chain conveyors are not only freely used for passing the wood from machine to machine and finally out of the mill altogether, but conveyors are also used for slabs, refuse pieces and saw-dust. There is no removal of refuse and saw-dust by headloads in baskets. Whatever is required for the furnace goes direct to it in the conveyors and the balance passes out to and is burnt in an incinerator.

Endless Variations in Detail

Although all mills resemble each other in having log deck, log carriage, edger, trimmer and conveyors, there are endless variations in details. In very small and temporary mills the steam kicker, loader, nigger and live rolls may be dispensed with and a single pendulum cross-cut saw may have to do all the trimming. In very large mills there may be as many as four log saws and carriages. In many mills bandsaws are supreme, but some operators still cling to big circular saws. For the sawing of planks band or circular re-saws are installed in some mills, in others, vertical frame or gang saws are preferred. Some operators burn all the slabs and small stuff; others cut it into laths, shingles, box shooks, etc.; in fact there is no hard and fast line of division between lumber sawing now under discussion and manufacturing processes dealt with in a separate chapter.

In the United States of America there are something like 50,000 lumber and manufacturing plants, ranging in size from the smallest of portable mills to the biggest of permanent ones. There are a large number of manufacturers of sawmill machinery and they are always on the look out for something original, for some improvement to patent. It can, therefore, be readily understood that there are a bewildering number of different designs to choose from.

All that I propose to do is to describe the general features of each type. The principal makers publish profusely illustrated catalogues which may well be carefully studied by anyone interested in the subject. I am indebted to manufacturers for many illustrations, as very few good photographs of the interior of mills were taken in my tour of the plants in Great Britain, Canada and the United States.

It might at first be thought that the vibration from heavy machines raised off the ground would be excessive. This is not the case even where the main floor is supported wholly on wood posts.

Brick or masonry walls are indeed exceptional. In the majority of mills the only brickwork or concrete is in the foundations of the posts and for the boiler and engine.

The advantages of the two-storey plan are obvious. Not at all unimportant are the facilities afforded for getting rid of sawdust and refuse by means of chain conveyors working in troughs.

The term "portable mill" is rather elastic. It is usually applied to any mill which is so small that it can easily be moved about, irrespective of the length of time it may be required at any one place. From lack of attention to the latter point is is commonly supposed that any kind of temporary or make-shift arrangements are good enough for such mills. This is a mistake. A mill may be a small one, but if it is to stay in one place for a long time it may as well be set up to the best advantage, especially as it can supply the necessary timber itself and very little additional expense on iron work is required. For the above reason, I would suggest that the double storey plan be adopted in India for any mills which may be expected to remain in one place for six months or more.

Further comment on the lumbering and woodworking industries in the United States and Canada, together with notes on British practice and suggestions for India, based on a tour of North America made by Mr. Leete, who is in the Imperial Forest Service in India, will appear in later issues of the "Canada Lumberman." The reviews by Mr. Leete are edifying and interesting, and written in a very readable style.

Coating that Prevents End Checking

Wood, whether in the form of logs, lumber, timber, shaped blanks, or veneer, will split and check at the ends during seasoning, if drying is allowed to go on at a natural rate through the end grain. To retard the rate of drying from the ends, it is necessary to cover them with some protective coating.

The law of end coatings, in simple terms, is that the harder and greener the wood, the more effective must be the coating. In its experiments to determine the practicability of various coatings and end dips, the Forest Products Laboratory found the following to be true:

Paint is convenient to handle, but is of low effectiveness.

White lead is convenient to handle, and is of medium effectiveness.

Lorac, a commercial compound, is convenient to handle, and is of considerable effectiveness.

Rosin-lampblack is inconvenient to handle, but of high effectiveness.

Rosin-lampblack is made according to the following formula: Clear grade rosin, 60 parts by weight; lampblack, 1 part by weight.

The rosin should be melted, but not allowed to boil or froth. The lampblack should then be thoroughly stirred in. The ends of the sticks should be dipped in this molten mixture to a distance of about ½ in. When hard, the coating should be smooth, free from bubbles, shiny, and an eighth of an inch thick over the end.

If the stock is to be subjected to rough handling which might cause the coating to chip when cool, linseed oil may be added, in the proportion of 1 to 15 by weight, but this will have a tendency to make the coating excessively soft in the kiln at temperatures above 103 deg. F.

General Conditions in Lumber Line

In the last issue the "Labor Gazette" of Ottawa gives the following interesting comment on the lumber industry in Canada from coast to coast: The lumber mills at Charlottetown slowed down during the month, the bulk of the lumber having been sawn during early spring. Large quantities of logs were brought down St. John river for the various mills at Indiantown and Milford, and the saw and shingle mills in St. John district were all busy. At Fredericton the sawmills and rafting booms gave employment to large numbers of men. River driving at Bathurst was disappointing owing to low water level. Quebec reported river driving nearly over in that district, conditions having been fair; outside sawmills all started their season's cut. The saw and shingle mills at Sherbrooke were busy, and the logging camps were cutting and peeling pulpwood. The sawmills at Ottawa and Hull continued busy. The lumber mills at Pembroke ran full time; extra gangs were required for river driving owing to low water. River drivers were still very busy in Peterborough district, large quantities of logs being supplied to the sawmills which were running to capacity; shingle and lath mills were also very active. At Sault Ste. Marie lumber yards and planing mills had a busy month and bushmen were in demand. Edmonton reported a scarcity of help in the lumber camps of northern Alberta. Vancouver reported lumbering in the coast district rather less active than in the past few months, a few camps closing down temporarily; saw and shingle mills were fairly busy. At New Westminster the saw and shingle mills had a busy month. Experienced loggers were in demand in Prince Rupert district. Nanaimo and Victoria reported activity in all branches of the lumbering industry on Vancouver Island, with a shortage of shipping facilities for export.

Do Not Buy Beyond Requirements

In a letter to the trade under recent date, Julius Seidel, of the Julius Seidel Lumber Co., St. Louis, says:

"For some time I have been receiving personal requests from customers for an expression in regard to conditions of the lumber market, asking also for an opinion relative to buying.

"I have always considered it unwise for a retail yard to buy beyond actual requirements. In these times, and especially now, stocks can be reinstated very quickly from wholesale yards, in large concentrative centres, that carry the assortment. As a consequence the retailer need not invest in certain articles until he makes an actual sale and can also reduce stable items to a minimum. In short, 'tis better to buy what you need when you need it, at the market value on the date of shipment. There are so many species of woods, grades and sizes seeking a market, that it's simply impossible for a retailer to maintain a complete stock at all, get his turn over and make money on his investment.

"What our country needs at present is stabilization and nothing will so help to build up our finances as the reducing of stocks. It is our duty to help conditions. Cheerful statements are made that prices will come back to war-time levels. Personally, I doubt it. I do believe, however, that prices will gradually adjust themselves to supply and demand. The demand will be for the peace time wants of our countdy.

"Every community, without a doubt, needs buildings and needs them badly, but potent factors are delaying matters and we might as well adjust ourselves to actual conditions as they are for the time being."

The Building Situation in England

The British Government subsidy of 250 pounds or $1250 per house, can be secured also for temporary wooden structures, provided they cover not less than 700 square feet, reports the U. S. Consul at London, as quoted by the Bureau of Foreign and Domestic Commerce. For the housing schemes, much English timber is being used, except for joinery purposes. Housing schemes in Great Britain are not yet sufficiently advanced for heavy quantities to be required in construction, although orders are plentiful for manufactured wood.

The market for American lumber shows little improvement. It is not so much a question of price as of lack of demand. Every month shows an increased quantity of mining timber coming to the United Kingdom from France, while there have lately been increased deliveries of home-grown mining timber.

Not a little of the present depression is said to be due to the uncertainty prevailing as to the future of transportation. The probable increase in British freight rates makes the future grading of prices of such a commodity as lumber very problematical and difficult, and merchants in general are suspending purchasing for forward delivery.. The general opinion throughout the timber trade, however, is that a period of slow recovery and increased prosperity will follow almost immediately on the present stagnation.

It was stated in Parliament in the early summer by the Minister of Health that the number of disputes in the building trade had delayed construction of houses. Present rates of wages, he said, varied in different districts from the equivalent of 30 cents to 57 cents per hour, the corresponding range in 1914 being 14 to 23 cents per hour.

Another Sawmill Wiped Out by Fire

The sawmill of Moose Lake Lumber Co., in Firstbrook Township, west of Cobalt, was recently destroyed by fire. The mill was sawing about 20,000 ft. per day and had only half of the season's cut completed. The company have upwards of 20,000 logs in the waters of Moose Lake, and announce that it is their intention to rebuild as soon as matters are adjusted. The sawmill was partly covered by insurance. The flames broke out in the plant after the day's work was completed and the cause of the blaze is unknown. The Moose Lake Lumber Co. are both wholesalers and retail dealers in lumber and timber. Their yards and office are at Cobalt, and their limits and mills in Firstbrook Townhsip. Chas. J. Price is the president of the company, John Ough, vice-president, and A. W. Harrington, secretary-treasurer.

Living Up to Contracts in Lumber Business

Membership in Association Should Mean Something of Guarantee of Business Character—Trade Ethics Which Should be Rigidly Observed

It is generally admitted there have been a good many changes in the lumber business that are of a progressive character, and I've heard it intimated that the personnel is of a little bit higher grade than it used to be. The men now engaged in it probably have a better school education and a better knowledge of how to do business according to correct principles. They know more about the commodities they handle and how they should be used and are better acquainted with the art of merchandising. You might say that as a whole they are more proficient business men than those of the rank and file in the industry thirty or forty years ago, says C. H. Ketridge, of Evanston, Ill., in the "Mississippi Valley Lumberman."

However this may be, there is one thing equally true, that notwithstanding all which has come about in the way of progress, there are still some practices followed that remain as unchanged as the human nature which prompts their action. All the veneer of a higher business culture that is admitted does not hide the same mean and dishonest character of these practices and I don't suppose it ever will be changed, for the same disposition and spirit to do these things is common in mankind in general.

One of these practices relates to business contracts. It is naturally supposed that the higher the grade of the men entering into them, the more scrupulous and conscientiously will the obligation be executed. There is hardly anything that puts the real character of a man to the test as that of fulfilling a contract that has gone against him since he made it. His sense of justice tells him it should be lived up to regardless of changed conditions affecting it. Every normal, intelligent man knows this, and a selfish reason for breaking a contract is no valid excuse for doing it. Many a man in the lumber business has had his moral strength put to the test in this way. Hardly a retailer but who has been tempted to dodge meeting the terms of a contract he has made with the seller of a carload of stock, and the man at the mill has had his moral calibre tried in the same manner when weighing his interests against those of his retail customer. The same human nature controlled them both.

Anything Was Thought Fair

In the old primitive days of doing business, it was generally considered that anything was fair in trading and, to some extent, this is still followed by a certain class of business men, though not so large as formerly, at least, in the lumber business. I can remember the time, however, when the average retailer had an easy conscience in his dealings with the shippers. He thought little of taking advantage of a wholesaler in a settlement. Such a thing as business ethics as we now know them to be had not been formulated in those days. I have known dealers who told me it was their policy to make their "kicks" on stock shipmentt pay the expense of unloading and piling in the yard, and these were men, too, who were regarded in the communities as fair dealing people. To "beat" the shipper, however, was regarded as part of the business game. Or, in other words, they didn't know any better, because old time custom had blinded their realizing there was a moral element in business dealings, which, in these later years, the business world has come to recognize and understand the value of, although there is still a good deal of room for its being improved in practice.

I confess to being somewhat surprised at the prevalence for a year past, of the complaints arising from dealers cancelling their orders and mill men failing to ship orders because of a raise in the market price. I have no means of knowing how extensive these practices prevail, but judging from what I have heard about, there must be a good deal more under the surface of this matter than is known. I would not have attached much importance to it in the years I've been speaking about, because, as I remarked, it was considered, a part of the game, but as we like to "point with pride" to the high class character of the man now engaged in the business, it certainly seems they are not living up to the standard claimed. The very nature of these cases precludes them from becoming generally known. Both parties would "hate like the dickens" to have publicity in the trade as to the individuals doing these things, provided it is the other fellow that is exposed. It would tickle the retailer to have the trade know that a certain manufacturer had held up shipping his order placed several months before because of a rising market. He wants everybody to know how that concern had treated him. But on the other hand, wouldn't he squirm though if another mill man published to the trade the fact of his cancelling his order because of a falling market? But, as Kipling or some other fellow said, "That is a horse of another color."

Now, the very fact of these two parties not wanting to have their own particular actions known outside, is the very best evidence that acts of this kind are to be numbered among the "things that are dark and tricks that are vain." Furthermore, neither one of them would care to tell his personal friends that he had cancelled his contract for a car of stock because the market had gone down and he could buy it cheaper eleswhere. Nor would the other care to let his neighbors know that he was making more money selling at the market advances, and letting his old orders wait till it was more profitable to ship them.

Proof That It Is Wrong

This inclination to want to keep it to themselves is good proof that they know it is not the right thing to do, and would be ashamed to have it known they had gone back on a business contract, for, an accepted order to buy or sell a carload of lumber is a "sure enough" contract, and both parties know very well in their own minds that it is. Attempting to discard the obligation is wrong, no matter what may be said to explain it away. It is something that might be expected in dealing with young boys, or men with boys' minds, but it is not a he-man's way of doing and no amount of plausible excuses will justify a thing of this character in business relations. Becouse of its being done by others is no reason why you or I should do it. I really think the sticking by a contract is an important part of a business man's credit, and should be regarded so, and I cannot see why it should not be included in his credit rating and made known to the trade accordingly in the same manner as his financial rating is recorded. Those dealers who cancel orders on a falling market should be reported in a way that the shippers would know the character of those in this respect with whom they are dealing, and likewise the retailers should be afforded the information as to those manufacturers and wholesalers who take advantage of a rising market to withhold shipping orders accepted by them at previously lower prices, and give preference to those of more recent acceptance.

I know this is a difficult question to deal with, and I am not prepared to say how it should be done. I do believe, however, that publicity of some kind would be more effectual in restraining such practices than anything else. The boards of trade and stock exchanges are rigid in their requirements of members to keep their obligations, and do not hesitate at discipling or expelling those who are discovered being guilty of unbusiness-like practices. If these bodies of business men can do this to maintain their ethical standing, is there any good reason why the associations in the lumber industry should not develop a system whereby unethical practices in the trade should be restrained? From my knowledge of lumbermen in general, I am of the opinion that only a small percentage of them are violators of their shipping contracts, but as a few rotten apples in a barrel affect the whole lot, so do the few guilty of unethical practices throw discredit on the branch of the trade to which they belong.

Should Be A Badge of Honor

The time is coming when to be a member of an association of retail lumbermen will be something of a guarantee of his business character, not only to members of the producing and wholesale branches of the industry, but to the consuming public as well. Instead of being afraid, as the country dealer now is of having his community know he belongs to the association, he will consider it worth while to have it printed on his letter heads and otherwise make it known in his advertising. Before this comes to pass, however, the retail lumbermen will have educated the public into knowing what the association really is and what it stands for in its high ideals of business integrity and of service to the community. And when people come to know this, an association membership will be as a trade mark insuring them intelligent service and fair dealing, and a certificate of his business character.

You may think we have a long way to travel before we arrive at this state of mind, but the way we are progressing now in our associations, and the awakening to the value of ethics in business, it is not so far over the horizon of the future as we may think. The old theory that business and religion did not mix well together, is becoming regarded as a thing of the past in the light of an under-

standing that business ethics and service is exemplifying Christianity. This is so regarded now by the more progressive men in the churches who have gotten away from the old idea of Christians coming out from the world and being separate from it, for be it known that the Code of Trade Ethics as worked out and adopted by the American Lumber Trades' Congress is nothing more nor less than the Golden Rule being applied to business relations.

Of late years this immortal code has not been in the limelight of publicity in connection with the lumber industry that established it. Neither have the Ten Commandments in the morality of the present day. Nevertheless both remain and endure as the standards of right living and business relations. One of our trade journals recently published in full the Constitution of the United States: a document so full of vital significance to every citizen of the country, and yet so very little known as being the basic guarantee of our civil rights and liberty. To the great mass of the American people of to-day, it is an obsolete document and is only heard of in courts of law.

I think it time we should revive the attention and interest of lumbermen in our established Code of Trade Ethics. There are many hundreds in the trade to-day who scarcely know of its existence, and many have never heard of it at all. I suggest that it be again published in all of the trade journals, and that they keep reviving it from time to time. The associations also should take the matter up and do their part in letting their members know of its existence and that it still remains as morally binding on them and every man who has a part in the lumber industry. If it were better known, studied and lived up to, there would be less cause for complaint in cancellation and side-stepping in the matter of contracts between buyer and shipper.

Another Offense of Long Standing

There is another old subject that seems destined to always be a matter of dispute between the shipper and retailer, and that is, the practice of ignoring the terms of sale and taking the discount after the specified time has passed. I have heard this subject discussed many times at the retailers' conventions, and the general opinion, as expressed at these times, was that the dealer had the right to inspect the shipment before paying for it. I was present also at the meetings where manufacturers, wholesalers and retailers were assembled for the purpose of discussing and threshing out all these differences in trade relations between the several branches of the industry, resulting in the formulation and adoption of the Code of Trade Ethics which was supposed to be morally binding on the trade in future transactions. This particular subject occasioned a great deal of discussion and argument, and took up much time before a unanimous agreement was reached. As finally passed upon at the last meeting of the Congress at St. Louis, May 22-23, 1911, the Sixth Section of the Code reads as follows:

"The terms of sale as noted on original order or acceptance of same should be considered as much a part of the contract as the price at which the stock is purchased. Should any shipment upon which cash has been advanced or discount has been taken, on arrival at destination not be acceptable for legitimate reasons to buyers, or satisfactory adjustment cannot be made as to the acceptance of the stock, buyer should have the right to demand return of such money as he has paid, before allowing the shipment to be moved or disposed of elsewhere."

The seventh section also is of particular interest in these days of uncertain transportation. It reads:

"The seller should not be held responsible for delays incident to transportation beyond his control, unless otherwise specifically agreed."

Approved by the Whole Trade

Now, for the information of the younger men and others who have engaged in the trade since the adoption of this code, I want to say that these meetings which extended over a period of three years, were composed of representatives of more than eleven thousand different firms and nearly forty retailers, wholesalers and manufacturers associations. So, you see, the greater part of the whole lumber industry was represented, and not merely a few individuals for themselves. Furthermore, the code as finally amended and adopted at the last meeting, was practically unanimously adopted by all the associations in the country at their subsequent conventions. It is assumed, therefore, that this voluntary action expressed the faith and promise of the individual members of the different branches of the trade to abide by and follow the provisions of the Code in their business dealings with each other, and it seems to me that in all cases of dispute covered by these provisions, a mutual disposition to regard them as binding should bring about an amicable settlement. Studying these sections I have quoted, any fair-minded man can see they are based on a principle that is fair and just to both seller and buyer, as is also every other section of the code. I know that in the discussions referred to, one of the prime considerations that governed the whole work was that nothing should be adopted but what was practicable in every case and under all conditions. For the spirit of the Golden Rule runs through it all.

In this matter of taking the discount contrary to the terms of sale, I believe the shipper is largely to blame, for it is obvious that if he will not sanction or permit it in a settlement, the buyer cannot do otherwise than abide by his contract. The shipper has it all in his own hands, and if he allows a customer to take the advantage of him, he has no reasonable cause to complain of the practice. I know very well the argument of the dealer pertaining to this matter, but just let him consider that if the shipper is willing to trust him with a car of lumber before getting his pay for it, is it not fair to suppose that he in turn should have confidence in the shipper by paying for the goods within the discount period named in his contract, in advance of receiving them?

In my own experience, I tried to live up to these contracts, and I made it a rule not to have anything to do with a wholesaler or manufacturer that I could not trust to settle fairly a just complaint of mine relating to a shipment either before or after paying for it.

Is Metric System Possible in Lumber Line?

Its Introduction Would Mean Changing Thicknesses and Lengths and Scrapping Present Sawmill Equipment—Other Difficulties

The metric system has recently received considerable attention in lumber and other circles and its exponents are busy urging its adoption by various bodies, public and private. At a recent monthly meeting of the Wholesale Lumber Dealers' Association in Toronto an interesting address was delivered on the system, its convenience, simplicity and advantages. The prediction was made that the prospects were bright in time for the metric plan to prevail in lumber operations.

The question has been reviewed from many angles and a correspondent recently wrote an American trade journal as follows:—

It is not going to be any more trouble for us to measure a board or a piece of steel with a rule that is marked in tenths, than it is to use one in inches, and it is going to be a good deal easier to make calculations.

We older people, as we get far away from our school days, forget the trouble that we had with fractions, and with tables of weights and measures, that we had to commit to memory. A prominent college president says that it would save about two years of a child's life if we were to drop this old system of measurement and adopt the metric system.

There is certainly one thing that foreign nations excel us in. They do not all of them have their monetary system arranged that way, as witness the British, pence, shillings, etc., but they all use the same measurements. No doubt the British think that our cents, dimes and dollars is the best money system, but they cannot get enough people to agree on it to carry it by vote. But there must have been a time, not so far back, when they combined and took over the decimal system for measurement and they have become thoroughly shaken down to it and are fully satisfied with it. You could not prevail on one of them to go back to the pounds, etc., that we work under.

There would not be any more "quarter of a pound, eighth of an inch," etc.; it would be all in tenths. Cannot you conceive the improvements in calculations? Did your little girl or boy come to you and ask you how to multiply one fraction by another, and didn't you try to reduce them to decimals or some common divisor first?

The world do move, and I hope it is going to move the metric system into the United States. There are new generations coming along all the time, and if it may be hard for us older ones to adapt ourselves to the new system, although I deny this, yet once adopted it stands for all time.

In his reply the editor ably answers the correspondent in the following manner:—We will agree that our present system of weights and measures is cumbersome and that had we started out with a

decimal system in these matters as well as in money, calculations would be easier. Decimals are easier than fractions.

But there is no foreign country of importance where there is a single system in these things, even where the metric system has been made "official." Even where it was adopted many years ago, it has not become the sole system in use, and there is so much confusion that the supposed change has not become effective.

There are other difficulties in the way. The metric system uses the meter as the unit of measure, and the meter is a little more than thirty-nine inches. Fractions or multiples of the meter are expressed by the use of prefixes. Fractions of a meter make use of Greek prefixes, and multiples of a meter make use of Latin prefixes. A decameter is ten meters; but change the "a" to an "i" and it becomes decimeter, which is one-tenth of a meter. There would be danger of mixing these two.

Applying it to the lumber business, it would be rather difficult to change all thicknesses and lengths of the various items, and if we did, how would we express them. Inch lumber would have no measure name. The nearest we could come to it would be to call it a quarter of a decimeter, or twenty-five centimeters, and that would not be exact. The former would break the rule by using the quarter fraction, and either would be too cumbersome.

The adoption of the metric system, if we were consistent, would mean that every machine used in the manufacture of every commodity bought and sold by weight or lineal measure would have to be changed. Every acre of farm land and every piece of city property would have to be re-measured. Every deed to real property would have to be re-written. Past records running back through the entire history of the country would be meaningless.

New Brunswick Raises Timber Rates

Announcement of new stumpage regulations for Crown lands of the Province of New Brunswick has been issued. The rate has been increased to $5 per thousand feet with increases in other minor particulars. This is the third advance in stumpage since 1917 and the rate at that time was $1.50. Since then it has jumped to $2.50, $3.50 and now to $5. The following is a list of the rates for the ensuing year, compared with those in force last season:

Spruce pine and hacmatac saw logs, per M, superficial feet—1920-21, $5; 1919-20, $3.50.

Hardwood timber, up to an average of fourteen inches square, per ton—1920-21, $1.50; 1919-20, $1.10.

Hardwood timber, about fourteen inches, additional per inch per ton, 1920-21, ten cents; 1919-20, ten cents.

Hardwood logs per M. superficial feet—1920-21, $1.25; 1919-20, $1.25.

Pine timber, up to fourteen inches square, per ton—1920-.1, $3; 1919-20, $2.

Pine timber, additional per inch per ton—1920-21, fifty cents; 1919-20, fifty cents.

Hacmatac timber, per ton—1920-21, $1; 1919-20, $1.

Spruce timber per ton—1920-21, $2; 1919-20, $1.50.

Cedar logs per M.—1920-21, $5; 1919-20, $3.50.

Railway ties, eight feet length, each—1920-21, seventeen cents; 1919-20, twelve cents.

Hemlock logs per M. superficial feet, including bark—1920-21, $4.50; 1919-20, $5.

White birch, for spool wood, per cord—1920-21, $1; 1919-20, 65c.

White birch logs, for spool wood, per M. superficial feet, 1920-21, $2; 1919-20, $1.25.

Fir logs, per M. superficial feet—1920-21, $4.50; 1919-20, $3.

Poplar logs, per M. superficial feet—1920-21, $4.50; 1919-20, $3.

The penalty has been increased from $7.50 to $10 per thousand feet on lumber left in the woods contrary to regulations and on logs seized for cutting beyond licensed limits or on unlicensed land. Railway ties must pay twenty five cents each as penalty if cut beyond licensed limits or on unlicensed land or if the mark for the ties has not been furnished to the department. An increase from $7.50 to $10 per thousand has been made in the penalty on spruce or pine used as skids when other varieties of timber are available.

Lumbermen Candidates in Nova Scotia Elections

Hon. R. M. MacGregor, who is a member of the Murray Government, was returned in the recent provincial elections in Nova Scotia. He ran in Pictou County and won a victory over a Labor candidate. The many friends of Mr. MacGregar will be glad to learn of his return at the polls as he is a live legislator and had occupied a seat in Assembly for the past sixteen years, being first chosen in 1904 and re-elected at the general contests in 1916, 1911 and 1916. Mr. MacGregor was appointed a member of the Executive Council of Nova Scotia without portfolio in June, 1911. He resides in New Glasgow and has long been a prominent business man in that town, being a member of J. D. & P. A. MacGregor, lumber merchants. He is a son of the late James D. MacGregor, who was at one time Lieut.-Governor of the province. He was educated at New Glasgow high school and Dalhousie College, Halifax, where he graduated in Arts in 1896.

Rufus S. Carter, who was defeated in Cumberland in the recent election in Nova Scotia, is a lumberman. He was first returned at the polls in 1911 and was re-elected in 1916. He also served in the Municipal Council for two years and was a commissioner for the Maritime Winter Fair for three years. Mr. Carter resides at Maccan, Cumberland County. He has always taken a deep interest in military matters and retired some years ago from the 93rd Regiment with the rank of captain. He was a member of the Canadian Bisley Rifle team in 1897 and was present at the late Queen Victoria Diamond Jubilee. Mr. Carter's family claim to descend through a direct line from the Earl of Derwentwater and he is of English extraction. He was born at Maccan in 1866.

Hon. Fulton J. Logan, who is a member of the Legislative Council of Nova Scotia, is a prominent lumberman. He resides at Musquodoboit and is a Liberal in politics. Being in the Legislative Council he did not have to seek a renewal of the confidence of the electorate in the recent sampaign. He was appointed to the Upper Chamber of Nova Scotia in 1916. Previous to that he sat for Halifax in the Legislative Assembly. Mr. Logan was born in Stewiacke, Colchester County, in 1857.

Hon. R. M. MacGregor, (Pictou, N. S.) Member of Executive Council

Rufus S. Carter, ex-M.L.A. (Cumberland, N. S.)

Hon. Fulton J. Logan, (Halifax County, N.S.) Member of Legislative Council

Uncertainties Contractors Have to Face

Great Advances Will be Made in Construction Industries—Present Problems Call for More United Effort—Service and Co-operation

By J. Clark Reilly, Ottawa

"Analysis of income tax retufns shows that contracting is the most hazardous industry in the country. They show that the amount of loss for every dollar of profit made by construction corporations is eight times as great as it is manufacturing, agriculture, or personal service corporations; five times as great in transportation and public utility corporations; over three times as great as in mining and quarrying; and nearly twice as great as in banking.

"The reasons for this condition are due to the unusual number of doubtful elements in construction with which a contractor must work. It is unnecesasry to enumerate them. They are all too familiar. It is sufficient that the more such uncertainties can be eliminated, the lower will be the cost of construction to the owner, the more satisfactory will be the relations of the architect, the engineer and the contractor, and the more will contracts be awarded on a basis of skill, integrity and responsibility. Never was this more true or action on it more needed than at the present time."

The foregoing statement, quoted from a prominent American authority in the construction industries, applies equally to conditions existing in Canada, and furnishes us with one of the principal reasons for the formation of a Canadian association of the building and construction interests. One of the best measures to stabilize the industry is to bring those connected with it into close relationship, and furnish a common ground for discussion and action. In both the conferences which have been held, in November, 1918, when the Association of Canadian Building and Construction Industries was organized, and in February, 1920, the need for such stabilization has ben strongly emphasized.

It is an admitted fact that members of the construction industries have been far too provincial and individualistic. The system of competitive bids with fixed price for contract has tended to encourage this attitude, and increase the uncertainties. But in recent years there has been some evidence of a change. In several of the most progressive countries of the world, at practically the same time, the idea seems to have gained ground that the construction industry was suffering from a lack of organization, and efforts have been made to remedy the defect. The period of re-construction, subsequent to the war, hastened the movement. We found, in organizing our Association, that we were working along practically identical lines with our brothers in the industry elsewhere.

Greater Need for Unity Than Ever

The need for greater unity in the construction industries of Canada is becoming more apparent every day. To the careful student of conditions, it is evident that the problems which worry the builder, the contractor, the sub-contractor and the supply-man in Edmonton and Vancouver are in the main the same as those which keep his fellow-constructionist awake nights in Montreal, St. John, Toronto, or Halifax. Fluctuation of prices, difficulties of transportation, uncertain weather conditions, changes in plans, financial obligations, unforseen conditions, cost of equipment, labor troubles and many other similar worries are common to us all. A common meeting ground where these can be discussed will be furnished by the general conferences of the Association and the national council meetings.

The Association furnishes a medium for communication with the government, and with the representatives of organized labor. It has been very apparent, during the past year, that labor is making the strongest efforts toward the unification of labor laws throughout the Dominion. The questions of the eight--hour day, minimum wage, and workmen's compensation acts are of vital concern to our industry, and to secure the best legislation, which will at the same time protect our interests and give labor a fair deal, we need to present a strong and united front. There will be the necessity for strong provincial organizations, to deal with these matters as they arise in the provincial legislatures, but the new conditions demand also that our industry shall be adequately represented in proposed Dominion legislation.

The Association of Canadian Building and Construction Industries stands, as an effort to unify those engaged in the construction industry in Canada. The ideal method would have been to have organized local societies in each city, then have these organized into provincial bodies with a Canadian executive governing them all. Conditions already existing made it necessary to proceed in a rather different direction, for in a number of cities there were societies of builders already in existence, but in only two provinces were there provincial organizations making an effort to combine the local organizations. Consequently, the work of organization has gone slowly at first, and it has been necessary to incorporate a Canadian body, and work with it as a basis, endeavoring to secure the allegiance of the provincial and local organizations. In this direction both the Provincial Builders' and Supply Association of Ontario and the Associated Builders' Exchanges of Saskatchewan have gone on record at their last annual general meetings as expressing their affiliation with the Canadian Association, and have each elected three provincial councillors to the national council. The Province of Manitoba, through the thriving Winnipeg Exchange, is also actively identified with the movement. In Quebec, Alberta and New Brunswick, where there are no Provincial organizations, a number of the existing local associations have taken out "collective" memberships, and in several cities where no builders' organization was already in existence, branches of the Association have been formed.

The success of an Association such as ours depends upon two chief factors, namely, the service it renders to the industry, and the support it receives. In endeavoring to fulfil the first of these, we have been working along several lines and will extend our scope of operations just as rapidly as the support received warrants the additional expenditures.

Aiming to Adopt a Standard Contract

The office of the secretary is situated in Ottawa, in the Commercial Chambers, Sparks Street, and is intended to be a "service station" for the industry. Members are encouraged to write or wire inquiries regarding proposed legislation or information which they wish obtained from the governmental offices or the Department of Labor. Much valuable work has already been done in this way. It is also planned to keep a close watch on legislation affecting our industries as it is introduced, reporting same to the members throughout the country, and securing their co-operation in what action may be deemed necessary. As the opportunity arises information will be sent out from the secretary's office to the members, in the form of "service letters."

At the present time, the Association has two very important standing committees engaged in the consideration of matters affecting the industry throughout Canada. One of these is the Committee on Standard Practices, under the chairmanship of H. T. Hazleton, president of the Winnipeg Builders' Exchange. It is considering the problem of a satisfactory standard contract, which ought to be one of the simplest means to eliminate some of the uncertainties existing to-day in construction work. The aid of the Engineering Institute of Canada has been enlisted in the committee's deliberations and representatives are being appointed by both of these bodies. It is worth noting here that a similar committee appointed by the Associated General Contractors of America, has made a study of 113 forms of contracts of various types during the past year. Their committee is not yet prepared to submit a complete form of contract embodying every provision which should be included in a good contract, but have submitted some very interesting provisions. From this it will be seen that our committee has no small task on its hands, and any suggestions which may be given it by members of the industry will be appreciated.

The other standing committee was appointed to consider problems relating to labor, and consists of fourteen members, under the chairmanship of Mr. J. P. Anglin, Montreal. It is engaged in considering questions including: Responsibility of labor unions, annual agreements, apprenticeship, technical education, grading and classification of workmen, immigration of labor, eight and nine-hour day and standardization of wages. The Minister of Labor and the leaders of labor connected with the Canadian building industries have expressed their willingness to co-operate in discussion of these and other important matters and in the formation of a National Joint Conference Board.

We believe that the next few years will see great advances in the construction industries of our country, but the problems which will confront us will demand our utmost effort and united action. The Association of Canadian Building and Construction Industries is an endeavor to meet the situation and therefore requires the support and co-operation of every Canadian builder, contractor, sub-contractor and supply-man in its work.

Jottings and Views in the Pulpwood Arena

Cut of Pulpwood Large in Quebec

Reports received from Quebec and other points in the east show indications that the pulpwood cut this season will, no doubt, be heavier than last year. One of the largest concerns handling pulpwood is the Jost Co., Limited, of Montreal, who state that the Canadian railways are not increasing their equipment and the business of the country is demanding more transportation every day. While they do not wish to take a gloomy view o fthe situation, this firm say that it looks as if more than half of this season's cut is going to stay alongside of the tracks on account of the scarcity of the equipment to move the wood.

The Jost Company have had a rather unfavorable experience in connection with some of their own stock and altogether have not been able to move more than 10 per cent. of it. They are apprehensive that the greater part will not be shipped until some time next year. Under these circumstances they declare that the car situation will have a great deal to do with the price of pulpwood delivered at the mill. American plants are at the present time willing to pay comparatively high prices for immediate delivery of wood. A few United States mills are contracting for their next year's supply at a price around $2.00 and $3.00 less than what is being paid at the present time for immediate shipment. Sap peeled spruce and balsam pulpwood is being sold to-day at Watertown, N. Y., at around $30.00 or more per cord, but shipments cannot be made in any large quantities owing to the scarcity of cars. Along with spruce and balsam, peeled poplar and hemlock have also gone up in price. Poplar pulpwood is being very much controlled and the increased figure obtained for it is only for wood that is being cut this year and will be delivered next year. Under these conditions poplar that is already at the track and must be sold has to go at a low price.

The Jost Company has been shipping as much as 50 carloads of pulpwood per day to American and Canadian clients, but the pulpwood business at present is being done on the pressure of high competitive cost. The American mills are very anxious to obtain immediate supplies and have created a strong competition for the other buyers. On the other hand, the Canadian mills get quite a good proportion of the wood that is being shipped at a price lower than is being paid at the American plants, because Canadian car equipment can be used to move wood to points in the Maritime provinces and Quebec.

Hull is After Big Pulp Mills

The citizens of Hull, Que., are putting forth every effort to have the proposed new mills of the Riordon Co. located in that city instead of at Chelsea. The present plan of the Riordon people is to build a big dam at Chelsea, some 20 feet in height, which will back the Gatineau River up some seven miles. This will afford splendid power at this spot. It is pointed out that it is a very simple thing to convey the power seven miles or less, from Chelsea to Hull, where more labor is available than at Chelsea and housing conditions better, and sewage, water, light and heat immediately available. Ottawa interests are strongly backing representations from Hull for the location of the new industry, as a plant in Hull means a great deal for the prosperity of Ottawa, almost as much as if situated in the latter city. The two communities, in the matter of spending money, are practically one.

Poplar Pulpwood in Active Demand

J. L. White, Grand Falls, N. B., states that the prices of spruce and balsam to be delivered during the coming winter averages about $18.00 per cord, f.o.b. cars, in his district, although the figure for spot deliveries is considerably higher. The quotation for poplar is about $12.50 per cord, f.o.b. cars, with a demand for all that is available in the district. Poplar goes almost exclusively to the mills in Maine, but it is doubtful, adds Mr. White, if they could handle any large quantity of poplar from Ontario. Mr. White states that the production of all kinds of pulpwood in and around Grand Falls will not exceed to any great extent that of last year on account of the scarcity of labor, weather conditions, and the shortage of cars for shipment.

Recovering Many Cords of Pulpwood

The salvaging of 6,000 cords of pulp wood lost in the storm of September 24, 1919, is being accomplished along a 100-mile front on the south shore of Lake Superior from Copper Harbor on Keweenaw peninsula to Ontonagon and further west. This raft, invoiced at $34,000 when lost, is probably worth more now on account of pulp wood scarcity. It was a choice lot of four-foot wood from Nipigon Bay, Ont., in tow of the Canadian tug Traveler, and was bound for Ashland to be shipped by rail to the Wisconsin paper mill by its owner the Pulpwood Company of Appleton.

Search this sping showed that the raft had beached itself over such a wide territory of coast as to make salvage difficult. Quantities were found along the coast west of the Porcupine mountains near Union Bay, west of Ontonagon. Fifty miles up the coast the life savers at the mouth of the Portage canal had piled up some of the wood and were using it as fuel.

The largest quantities were found between Eagle River and Copper Harbour and at the latter place headquarters were established by Kingston, agent of the pulp wood company, and with a fleet of gasoline boats the wood is being made into a raft and secured by a boom of logs towed from Ashland by the tug Sauga tuck of Milwaukee.

A considerable quantity has already been taken care of and it is estimated that of the 6,000 cords lost in the storm, 4,000 cords may be towed to Ashland within a few weeks.

Making Additions to the Belgo Plant

The Belgo-Canadian Pulp & Paper Co., of Shawinigan Falls, Que., are making extensions to their plant. The contract for the buildings was let some time ago and the work is now in progress. There will be 533 wooden piles and 106 Raymond concrete piles supporting the foundations. There will be 2470 cu. yards of concrete foundations, 131 tons of structural steel and 544,000 bricks. The buildings will consist of grinder room extension with a span of 59.5 feet and 108 feet in length with the possibility of further extension. The boiler room addition will have a span of 64 feet and a length of 84 feet and the transmission building a span of 26 feet and a length of 74 feet. The latter will be located at the further end of the new boiler house.

The new groundwood mill will provide room for three grinder units, of which two will at present be installed. The new plant will be entirely electrically driven and the power will be supplied by the Shawinigan Water & Power Co. The current furnished will be 6000 volt, 3 phase, 60 cycles. The electrical equipment will consist of 3 2000 k v a. 60000 2200 volt and 3 1000 k v a. 60000 600 volt Westinghouse transformers, 2 2600 h.p. 225 r.p.m. 2200 volts 3 phase synchronous motors and 1 motor generator set, 875 r.p.m., 2200 volt, 3 phase and 125 kw., 125 volt D.C. respectively. The grinders will be of the magazine type, two to a unit, each grinder an approximate capacity of 20 tons.

Foresters Gather at Grand Mere

About thirty foresters from all parts of Canada and the Eastern States attended a three-day conference recently, which terminated at Grand Mere, Que., with a luncheon at the Laurentide Inn.

Mr. G. C. Piche, chief of the forest service of the provincial Government, briefly addressed the foresters at the luncheon, and outlined the forestry policy of the new premier, Hon. Mr. Taschereau. He said that in general the policy of Sir Lomer Gouin in dealing with the paper industry would be followed, and declared the new premier would make an announcement shortly relating to the classification of the size of the various kinds of wood that could be legally cut.

The foresters spent most of their time at the Proulx Nursery of the Laurentide Company, where experimental reforestation work is being carried on under the direction of Ellwood Wilson, head of the Forestry Department of the Laurentide Company.

The Services of Sir George Bury

Speaking of the recent resignation of Sir George Bury, President of the Whalen Pulp and Paper Mills Co., a Vancouver paper says.—

Arriving in Vancouver a year ago, Sir George found logging operations were more or less tied up by legal disputes. Creditors were clamoring for their money, and the employees were holding meetings and talking strike because their pay cheques were not cashed. The peace treaty had been signed, and the bottom fell out of the pulp market. The production of the mills had previously been disposed of in Japan, which country had advised that shipments be stopped, and it was necessary to find new markets quickly

and to face closing down the largest pulp plant for six weeks.

A steamer was chartered, and 2000 tons of pulp shipped to New York; sales were made in the East and the Middle West states, and though the prices obtained were small, it enabled the company with the new capital that was secured to weather the storm.

Although money was short, Sir George could see that log costs must increase, due to the boom in the lumber market, and he courageously faced the expenditure of a large sum, so that small wood might be used as in the eastern mills, and proceeded to install additional screens and other appliances so that the product of his plants might be equal to the best in the world. The wisdom of installing the small wood operations is borne out by the fact that the price of logs on the open market has doubled in the past year, while contracts have been let at a price which makes the small wood costs half that of logs.

He reorganized the personnel of all the plants, and the logging operations, and then proceeded to Japan, where he made a more favorable contract for the disposal of his mills' product.

New Company Secures Pulpwood Limits

The pulpwood limits acquired by the Fort William Pulp and Paper Co. comprise one thousand square miles of limits on the Garnd Trunk Pacific between Fort William and Sioux Lookout, known as the Farlinger-MacDonald limits. The lease runs twenty years with privilege of renewing for two further periods of 25 years each.

It is estimated half a million dollars yearly in freight rates will accrue to the Dominion government from the transport of pulp logs from the limits to the mills here, and in addition the government pulp-cutting dues.

May Make Paper From Seaweed

The manufacture of paper-pulp calls for an enormous quantity of raw material, and this demand in the course of time will become more and more emphatic. On this subject a French authority states that the sea-weed or sea-wreck possesses the desired properties for the production of a good paper pulp, and that it offers the following economical advantages. Besides furnishing a crop that is very abundant, this seaweed can be left to dry on the spot, and (before collection), cleaned by a rudimentary shaking process. For transportation it can be put up in bales.

Paper Suits Sell From $8 Up

Large quantities of paper suits made in Germany are being displayed by a British firm of importers at its shop in London, according to a despatch received in Washington.

These ready-made suits are cut to English styles and are said to be of the very best class of paper texture, and are being retailed at from $8 to $40 a suit. Last month 40,000 of these suits were imported by a firm of transport agents from Germany via Holland, and another consignment of 5,000 is on the way. Further consignments are expected to arrive at frequent intervals.

A large number of the suits have been re-exported to India and South Africa, says the despatch, but some merchants in London are of the opinion that in view of the present high price of clothing there are wide possibilities in paper suits, especially in industrial districts, if they could be cut more in the English style and to English tastes.

The agants who are dealing in these suits state that by buying under the present rate of exchange it is possible for a man to purchase a new suit once a week, and that over a period of twelve months the entire cost would be less than the price of one single English suit.

Aircraft Useful in Timber Industry

That he obtained more information regarding the timber and waterways of the country over which he had flown as the result of a few hours' air trip than he could have secured by years of travel on foot was the recent statement of a timber expert in Quebec. A flying boat was used for this exploration and survey of the forests of the northern part of the province, the trip of 850 miles being completed in 12½ hours of flying. Several stops were made to complete reports of the country travelled over as well as to secure more fuel. Besides the pilot and logging expert, the party included an aerial photographer. The results of this and similar journeys have added to the conviction of lumbermen that aircraft was extremely useful in the timber industry. In the woods of northern Quebec alone this season, 4000 miles have been explored in flying trips. A complete camping outfit is carried on these flying boats, including a tent, canoe and a plentiful supply of food.

Initial Dividend Declared by Big Firm

Riordon Company, Limited, Montreal, directors have declared an initial dividend of 1¾ per cent. on the $10,000,000 7 per cent. cumulative convertible preferred stock and an initial payment of 2 per cent. on the $10,000,000 8 per cent. first preferred stocks of the company. The payments cover the quarter ending September 30 next, payable October 1 to shareholders of record September 24.

In all $375,000 will thus be distributed, $187,000 of which will be paid into the treasury of the old Riordon Pulp and Paper Company, which holds $1,500,000 of the 8 per cent. securities and $9,000,000 of the 7 per cent. stock, in addition to $12,000,000 of common.

The regluar quarterly dividend of 1¾ per cent. was also declared on the $1,500,000 7 per cent. preferred stock of the Riordon Pulp and Paper Company, Limited, for the quarter ending September 30, payable September 30 to shareholders of record September 24.

Protecting Shipments of Newsprint

The accompanying cut shows the precautions which the Spanish River Pulp & Paper Mills take in the shipment of carloads of newsprint from their big plant at Espanola. Like lumber, newsprint is a valuable commodity nowadays, and in order to guard against any

Shipping car load of newsprint in paper lined and sealed cars

rain entering the car, the roof is covered with tar paper, which also projects over the side of the sliding door, to the joints of which cardboard is securely fastened. It will thus be seen that the car of newsprint is proof against all kinds of wet and sleet, while the car is also lined with about 200 lbs. of paper in order that the ends of the huge rolls may not be injured in any way.

Newfoundland Woods Shown in London

In connection with King George's reception of the British Empire Forestry Association, Newfoundland was represented at the Forestry Conference in London, and also was an exhibitor at the Empire Timber Exhibition. This exhibition, which was arranged by the Department of Overseas Trade, was opened by Prince Arthur of Connaught, at the Holland Park Skating Park, and the Newfoundland exhibit included reels of paper, wrapping paper, and sheathing paper, sheets of sulphite and ground-wood pulp; and samples of white spruce, black spruce, balsam, fir, white pine, white birch, yellow birch and larch. The Newfoundland representatives at the Conference were Sir Mayson M. Beeton and Mr. D. J. Davies, B.Sc., government analyst.

Enquiry Into Empire Timber Resources

H. D. Searles-Wood, chairman of the Timbers Committee, with headquarters at The Imperial Institute, London, S. W., Eng., makes the announcement that he will be glad to receive communications from all those who have knowledge of undeveloped timber resources within the Empire which may be suitable for structural or decorative purposes.

The committee consists of experts including representatives of the timber trade, nominated by the Timber Trades Federation, architects, nominated by the Royal Institute of British Architects, builders, nominated by the Institute of Builders, and of furniture manufacturers, nominated by the National Federation of Furniture Manufacturers.

Personal Paragraphs of Interest

Fred Milne of William Milne & Sons, North Bay, was in Toronto, recently.

J. Mackinson of the Deer Park Lumber Co., Deer Park, B. C., died a few days ago.

James Herron, the proprietor of a grist and sawmill at Herron's Mills, Ont., recently passed away.

Duncan McLaren, of the Union Lumber Co., Toronto, was in Winnipeg recently on a business trip.

W. T. Mason, of Mason, Gordon & Co., Montreal, was calling upon the trade in Toronto for a few days.

Arthur Leak, of Toronto, and Mrs. Leak recently returned from spending a pleasant holiday in New York and other cities.

Fred H. Bigwood of the Canadian General Lumber Co., Toronto, has returned after spending a pleasant holiday at Burlington, Vermont.

Sir Lomer Gouin, former Premier of the Province of Quebec, has entered on his new duties as political director of La Presse, Montreal.

George H. Mell, of Mell & Sons' Lumber Co., Philadelphia, Pa., was in Toronto recently and called upon a number of members of the trade.

A. Stanley Sutherland recently passed away at his home in Brookfield, Ont. Mr. Sutherland operated a sawmill at Brookfield for many years.

R. B. Elgie, of the Elgie and Jarvis Lumber Co., Toronto, and family, are spending a vacation at the Woodington House, Lake Rosseau, Muskoka.

The Larkin Lumber Co. will shortly remove their offices from 45 Canada Permanent Building, Toronto St., to larger quarters, at 442 Confederation Life Building, Toronto.

William Little, of Westmount, Que., who is one of the pioneer lumbermen of Canada, and a valued contributor to the columns of the "Canada Lumberman" from time to time, was in Toronto recently calling upon a number of friends in the industry.

James W. Sewall and James A. Conners, timber estimators and foresters of Old Town, Maine and Washington, D.C., have returned from a timber valuation trip in Tennessee. They report business exceedingly good, almost to the point of saturation.

George Newell, of Millville, N. B., where he farmed extensively but had been engaged on the river in the lumber business lately, jumped from the footboard of an automobile recently and was injured so seriously that he died at the hospital a short time later. He is survived by one daughter and two sons.

A. Fenton was recently appointed assistant to Mr. T. J. Stevenson, sales manager of the Riordon Sales Company, Limited, Montreal. Mr. Fenton, who has seen considerable service overseas, has been connected with the lumber mills department of the Riordon Company for 12 years, and has now charge of the lumber sales.

C. W. Montgomery of Truro, N.S., after 29 years' service in the Canadian Bank of Commerce, of which he was manager of the Truro branch for the past ten years, has severed his connection with that institution and has opened an office at Truro, and carries on a general brokerage business, handling lumber, insurance, real estate and investments.

W. C. Mason and C. E. Kimball have formed a partnership, under the name of the Mason, Kimball Lumber Co., with offices at Room 23, 212 McGill St., Montreal. The firm are wholesale dealers in a general line of lumber, including Western forest products. Mr. Mason has left for a trip to the Pacific Coast, where the firm intends to establish a branch office.

The death of Joseph R. Clarkson took place recently in Helensburg, Scotland, where he had lived in retirement for a number of years. He was for a long time managing director of the Partington Pulp and Paper Co. of St. John, N. B., (now the Nashwaak Pulp and Paper Co.) and leaves a wife and two sons, one of whom is J. B. Clarkson, who is on the staff of the Fraser Companies, Limited, Edmundston, N. B.

William Conklin, proprietor of the Conklin Planing Mills, Kingsville, Ont., has bought the lumber business and planing mill of John Fraser, Amherstburg, Ont., who is retiring from business. Charles Wellman, who for many years has been associated with the Windsor Lumber Co. at Windsor, Ont., has been appointed manager of the Amherstburg industry. Mr. Conklin now has four lumber yards at Kingsville, Woodslee, Cottam and Amherstburg.

W. J. Lovering, of Toronto, returned lately from a four weeks' trip to British Columbia. He states that the western crops look well and a record yield is looked for which should result in a good demand from the prairies for B. C. forest products. Several shingle mills which were closed down have resumed, and while business with several sawmills was quiet there is a belief that general activity will, in the near future, reassert itself in the lumber line.

L. Van Meter, vice-president of the Dennis-Canadian Co., Ottawa, Ont., who, it was announced recently, intended leaving that organization to enter upon a business of his own at Cadillac, Mich., which is his old home town, will remain in Canada for a longer period. The directors of the Dennis-Canadian Co., whose mills are at Whitney, strongly urged him to continue with them at this particular time and Mr. Van Meter agreed to stay for two years more. The manufacturing concern, which he organized at Cadillac, Mich., and in which he has a controlling interest, is the Cadillac Iron Works, which will begin operations in a short time and will be managed by Mr. Van Meter's oldest son who is a thoroughly-trained technical engineer. The many friends of Mr. Van Meter will be pleased to hear that he is not leaving Ottawa where he has resided for the past eight years. They will still have the pleasure of seeing him at the annual conventions of the Canadian Lumbermen's Association.

Hon. George Bryson Seriously Injured

Hon. George Bryson of the Fraser-Bryson Lumber Co., who is a member of the Legislative Council of Quebec, was recently injured when he was thrown from a carriage in which he was riding, near his home in Fort Coulonge, Que. He was being driven by his coachman when the horses became frightened and, believing they were unmanageable, Mr. Bryson attempted to spring from the vehicle.

Hon. George Bryson, Fort Coulonge, P. Q.

When he stood up to jump he was hurled headlong to the ground. His face was badly bruised and his left knee seriously injured, while he suffered much from shock. Hon. Mr. Bryson is sixty-eight years of age and has been engaged in the lumber business all his life. He served as Mayor of Mansfield and Pontefract and is a director of the Bank of Ottawa. He was appointed to the Legislative Council of Quebec in 1887.

Many Thrillers at Canadian National

Cols. Bishop and Barker will again have charge of the flying at the Canadian National Exhibition this year. Five machines of the latest and speediest types will be in use each evening and a display of daring and aerial skill even greater than last year is assured.

Mile-a-minute motor boats will also provide much excitement while lovers of thrills will find an additional treat on Saturday, Aug. 28, and Monday, Aug. 30, when the great dirt track kings of the continent will hold a two-day automobile meet. There will be a regular programme of races and to lend additional interest special purses of $1,000 and $500 have been provided for the drivers establishing a new world's or Dominion record for a half mile track. The entries already include Sig. Haugdahl, the world's dirt track champion; Bob Kline, Burr Lampkin, the British sensation, and others equally well known.

Miss Toronto, the boat which will take part in the races off the waterfront, recently established a world's record for a mile at 52.7 seconds and averaged 56 miles in her two forty-mile races for the Webb trophy. She showed an official mile at 68.3 miles an hour and unofficial made 70 miles an hour on Toronto Bay, and her owners expect to attain 72 miles before the season is over.

National Retail Lumbermen To Meet

Every preparation is being made for the Fourth Annual convention of the National Retail Lumber Dealers' Association, to be held in St. Louis, Mo., September 7th and 8th. The forthcoming gathering has been styled "the 100 per cent. retail lumber distributors conference," and the trade mark of the Association reveals an emblematic shield bearing the word "co-operation." It is expected that 2,000 successful retail lumber distributors will attend the conclave in St. Louis on September 7th and 8th, and some attractive and effective advertising is being done to boom the assembly. Successful business men always attend conventions pertaining to their own line of business. They may be asked why. Here are the answers that the National Retail Lumber Dealers' Association presents to the query: "Of course such men get information and ideas that are valuable to them, which make them successful, which they could not get any other way; besides they can help someone else by giving as well as absorbing ideas and information."

It is, therefore, expected that hundreds of alert and aggressive lumber merchants will hie themselves to St. Louis during the second week in September.

Loggers Want "Bolshies" Left Alone

A message calling for "hands off" the Bolsheviki was the final action of the lumber camp and agricultural workers' department of the O. B. U. convention held recently in Vancouver, B. C. It was forwarded to Premier Lloyd George. The convention went on record as protesting against the Allied Powers supplying arms and munitions and men to the "reactionary government" of Poland.

The next convention of the organization will be held next January at a place to be later decided. It was agreed to alter the election of executive officers from the present system of selecting them at large to a more representative form of electing by districts.

The convention decided to alter their constitution to include agricultural workers. This means that the union will be open to men employed in lumber, construction camps and on farms. It was also decided not to affiliate with any other labor body, but to pledge support to all working class movements directed toward industrial freedom.

A protest was made against the maintenance of an armed force and military control in Ireland. This resolution called on the British Government to give the people of Ireland an opportunity of self-government.

Will Stop Work of Log Pirates

The Log Pickers' Association, an organization of lumbermen on the Georgian Bay, formed to stop the operation of thieves who make a practice of stealing logs and who secured the passage of the Timber Marks Act by the Legislature, has begun to prosecute at Parry Sound, Ont.

George Bosley a log picker, who was found with 400 logs tied up at Bear's Head, was charged with picking up logs contrary to the Criminal code. He has consented to a trial before the Police Magistrate at Parry Sound. His defence is that he was given permission to gather logs by Manly Chew, a member of the Log Pickers' Association.

A mill owner was charged with violating the law as to having marked logs and cutting them, and he has elected to be tried by the District Judge.

British Columbia Forest Fires Quenched

Recent heavy showers and thunderstorms in many parts of British Columbia have improved conditions in the forest areas, and in numerous instances have extinguished fires. In the Vancouver forest district, however, hot and dry conditions caused the officials of the Forest Branch of the Department of Lands considerable anxiety, while hot, dry and windy weather in the Vernon area is requiring constant vigilance on the part of fire fighters.

In the Okanagan and Kamloops districts, too, extreme heat and parched vegetation demand active attention, according to a recent press despatch. All fires at Prince Rupert have died out and showers in the Cranbrook district have aided the officials of the department. Similar remarks apply to conditions at Nelson and Prince George.

Saguenay Company Had Good Year

The first annual report of the Saguenay Pulp & Paper Companies and its subsidiaries, formed a year or so ago to take over the several companies represented by the North American Pulp and Paper Companies Trust, covers the twelve months ended December 31st, last. It indicates an improved position of the new company over the old, gross revenue in the period having amounted to $5,416,545, as compared with $4,268,368, as shown in the 1918 report of North American Pulp Co. After bond interest net earnings amount to $464,636 against $442,227 for the old company in 1918, while the surplus of $33,651 compares with $38,005 for the North American Pulp Co. in 1918, the showing being lowered by way of creation of a reserve against depletion of timber limits of $263,001, and writing off of surplus of coal used in alterations of the Chandler mill of $149,067.

Among the assets are pulpwood on hand at cost $1,119,440, pulpwood on hand at cost $904,694, and advances on pulpwood, season 1919-20, $568,944.

In his report to shareholders, Hon. F. L. Beique, the president, says: "We are glad to announce that the Chandler mill, which heretofore has been a source of loss to the company, has been much improved and will show a substantial profit during the current year. The enlargement of one of the mills at Chicoutimi has also been completed, increasing considerably production of the company. Our pulp, both sulphite and mechanical, is now being sold at prices much higher than in 1919, and firm contracts which have been made for delivery during 1920 and 1921 warrant us in saying that the net income for each of these years will exceed three million dollars.

Which One of These Are You?

By J. C. Hemming

There are curious classes of individuals and you meet many of these complex characters. There is the chap who is going to take you to dine with him "some day," the neighbor or old friend who has promised to take you for a ride in his new automobile "one of these days" and the standing invitation, which has done duty from the era of the flood, "come over soon and see us."

Such glittering generalities have ceased to function. They lack point and earnestness, sincerity and conviction. This is a period of decisive action, definite arrangement and prompt method.

This "anytime" business is pretty nearly worn threadbare and should long ago have been consigned to the scrap heap of monotony and perfunctory politeness.

The age desires something that is not vague and intangible, something not elusive and evanescent.

The fellow, who is always "going to" do this and that is a pleasing promiser but generally a poor performer. The one who is always "going to" take you out in his car or motor launch, have you to lunch or visit his rural estate "some day" may think, by his exhibition of social interest and friendly spirit, that he is a fine fellow. He, who performs these little acts of courtesy or hospitality without much ado or promise but gets down to business in short order, counts far more in the genuine esteem of his confreres than he who is demonstrative or sentimental.

The men, who accomplish things really worth while, carry them out first and talk about them afterwards. They are not the chaps who are always "going to" or intend to do. The plans of these humans seemingly never materialize and their schemes seldom take definite shape except in their own imagination.

What the world calls for to-day is action and result, not bluster and bluff. If "an ounce of prevention is worth a pound of cure," a modern industrial interpretation might read "one day of practical execution is worth a month of tireless talk, day dreams and these "some time invitations" to lunch, to motor, to angle or to rusticate."

Newsy Jottings From the East

Walter H. Millican, Charles J. Melliday and Harry A. Powell, all of St. John, have been incorporated as the Imperial Lumber Company Ltd., with head office at St. John, and capital stock of $49,000. The company is authorized to carry on a general lumbering business in its various branches.

Chief Fire and Game Warden L. A. Gagnon has returned to his home in Fredericton after prosecuting forty cases for violation of the forest fire laws in the Province, as a result of which valuable timber lands were destroyed and thousands of acres of pulp wood burned. As a result of his efforas thirty-three convictions were secured, three were withdrawn and three cases dismissed. The charges were for setting fires without having secured a permit, and for refusing to assist in fighting fires; also for neglecting to keep fires within proper limits.

Larger Revenue from Crown Lands

Quebec Province Will Reap Augmented Returns from Public Domain in Near Future

In a decidedly interesting letter to the press Edward Beck of the Canadian Pulp and Paper Association, Montreal, says in part: Every reasonable reader will agree with your editorial approval of those parts of the Hon. L. A. Taschereau's programme speech dealing with the intention of the Government to look to the public domain for increased revenue in the not distant future.

Last year the Quebec Government profited to the amount of more than $2,000,000 from lumbering and pulpwood operations on its crown lands. Increased cutting fees, since inaugurated, will increase the revenue from this source. No disposition has been shown by the limit-holders to object to these increased assessments. The question does arise, however, as to what steps the Government is taking to insure a continuance of this source of revenue for the future.

The only way this can adequately be accomplished is for the Government to reinvest a fair proportion of the revenue thus obtained in restocking the lands from which the forest yield has been taken. Unless this is done, Quebec, notwithstanding its enormous heritage of forest wealth, will some day find itself in the position of the Eastern States, where, for many years, forestry has been carried on with little or no regard for the future, with the result that the forest areas are almost totally denuded of stock and industries dependent upon them for existence are confronted with the alternative of importing their raw material at enormous cost or of closing their doors.

Competent authorities aver that the Quebec Government should set aside at least 25 per cent. of the revenue derived from its forest resources for the replenishment of the cut-over lands and that in the long run this would prove to be a profitable investment. Some of the private corporations are already carrying on extensive reforestation operations, but to do it properly and on the extensive scale necessary to complete success, would require an investment not economically feasible for private capital. The lands belong to the State. The State alone is in a position to finance adequate reforestation, and since the State will ultimately reap the larger part of the reward, the State should assume most of the responsibility.

Sir Lomer Gouin, the late Premier, frequently subscribed to this view, and under his administration a good beginning was made by the establishment of a practical forestry service, with its own nurseries. But a great deal yet remains to be done and the new Government can undertake no work of greater value and importance to this province than to put its forest operations on a strictly scientific and economically sound basis, such as will not only take care of present needs, but also make adequate provision for the future, and, for that matter, all time to come.

Quebec should take a leaf out of the experience of Sweden. This province in forestry matters is to-day where Sweden was fifty or sixty years ago. Foreseeing the ultimate effects of unrestricted and unscientific forestry methods, the authorities of Sweden at that distant day inaugurated a system of conservation and re-planting which to-day ensures that country a perpetual supply of wood for its many industries. Sweden's forestry operations are conducted on a basis which keeps its forest capital intact and allows to be consumed merely the equivalent of the net annual forest increment. It is said to be the only country in the world where this has been brought about. Losses from fires and insect pests are reduced to a minimum and wasteful cutting is absolutely unknown.

The time is opportune for Quebec to start in where Sweden began. The new Premier is in a position to inaugurate a forest policy in connection with his intention to draw a larger percentage of the provincial revenues from the crown lands that will ensure greatly to his credit and to the great advantage of everybody concerned.

Big Enterprise for Northern Ontario

As announced in the last edition of the "Canada Lumberman" the Kimberly-Clark Co., of Neenah, Wis., who successfully operate and own several paper plants in the Western States, recently became largely interested in a financial way with the Spruce Falls Company of Kapuskasing, which organization was lately granted a provincial charter with a capital stock of $7,000,000. F. J. Sensenbrenner of the Kimberly-Clark Co. is president of the new organization; S. A. Mundy, of Bradford, Pa., vice-president; and J. C. Kimberly, of Neenah, Wis., secretary. E. Stewart, of Toronto, who was vice-president of the former Spruce Falls Pulp & Paper Co., is one of the directors of the new concern.

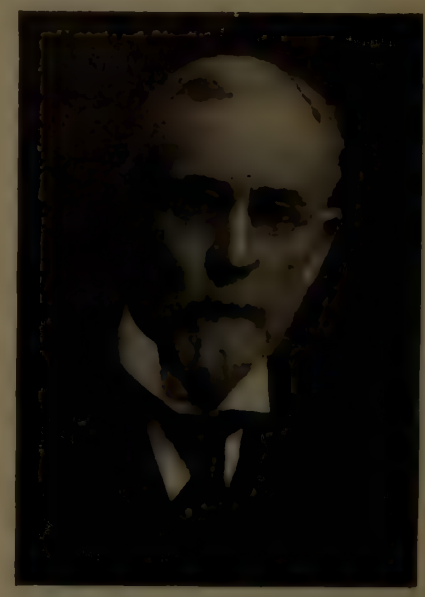
Further details in connection with the operation of the new company and the arrangements they have entered into with the Ontaria government are now announced . The undertakings in the way of a large pulp mill and a paper plant of 150 tons daily capacity should prove of much benefit to the settlers of northern Ontario and particularly those in the Kapuskasing district.

The company will take over the concession granted in 1918 to Mundy and Stewart, which extends to some 1500 square miles, and in addition they will be granted about 24,000 acres of adjoining land in O'Brien township.

In return the company have undertaken to begin operations this fall on the construction of pulp, paper and lumber mills. The previous concessionaires were, under their agreement, charged by the government a flat rate of 75c per cord for all timber cut, but the new company have agreed to pay $1.15 a cord for spruce and 95c a cord for all other kinds of timber. Any sawlog timber cut is to be used for lumber and paid for at current lumber rates.

The new company has also been given certain areas not reserved for settlement along the line of the railway, and for all spruce they cut there they are to pay $1.60 a cord and $1.30 a cord for other kinds. In addition they are to destroy all the brush in a manner satisfactory to the government.

The provincial farm established by the agricultural department at Kapuskasing, which consists of about 400 acres, will be taken over



E. Stewart, Toronto

by the company at a valuation to be fixed by government valuators. All buildings on the farm, except the school, will also be taken over and if the company desire to remove the school to another site it will be at their own expense and with the government's concurrence.

Permission to develop water power on the Kapuskasing River is included in the agreement. There is a 50-foot head on the river and 2,000 horse-power may be developed.

The sawmill, which will have a daily capacity of 70,000 feet, must be ready by January, 1921; the pulp mill, with a capacity of about 75 tons a day, by January, 1922, and the paper mill, with a capacity of 50 tons a day, by January, 1923. It is expected, however, that all these plants will be ready and in operation a considerable time before this. In fact, the roof of the sawmill will probably be on this fall.

In the agreement the government has laid down a new principle and one which will be observed in all future concessions granted, the premier declared. It has been provided that the company must furnish at least 15 per cent. of the output of newsprint to Canadian newspapers.

"This is the first time such a clause has been inserted in an agreement of this kind," said the premier, "and all future ones will contain it, too."

It is also the intention of the government to lay out a townsite on the concession instead of allowing the company to do so. The rights of the future inhabitants in the matter of power is safeguarded.

The premier wished it to be understood that with the exception of a comparatively small additional grant to round out the original area, the government were not making a new concession. They were simply approving of the transfer of the one granted to Mundy and Stewart to the Spruce Falls Paper Company. It is understood the original concessionaires will retain an interest in the new company.

Big Order From India for Ties

An order for four million feet of creosoted British Columbia ties has been received by the H. R. MacMillan Export Co., Limited, Vancouver, B. C., from the Government of India, and this will mean much activity in British Columbia mills and the Dominion Creosoting Works at North Vancouver. The order is to go forward by the first Canadian Government cargo vessel consigned to the India run and will be shipped towards the end of the year.

Mr. MacMillan secured the order while in India and the ties will be loaded for discharge at Calcutta. The lumber will be cut by the Associated Timber Exporters and creosoted at the North Vancouver works, which will be busy for three months on this consignment.

Only two previous orders for ties have gone to India from British Columbia. Some years ago Balfour, Guthrie & Co. shipped about four million feet for the Indian Government on a Harrison liner.

The foreign lumber trade has been slack for some time and this present order is taken as an indication that British Columbia is again to receive orders from off-shore points. The building of the government merchant marine is helping to solve the tonnage problem which is one of the difficulties.

Sawmill Men Will Handle Flax

The greatly increased acreage given over to flax in Huron County this year has necessitated further mill facilities and there are two instances in this neighborhood of sawmill owners extending their plants to handle the flax crop.

Ament Brothers, of Brussels, Ont., who do a large stave, heading and sawmill business, are now constructing an addition to their sawmill to be utilized in connection with their own flax output. The Ament Brothers, who have also been extensive farmers for years, report an excellent crop of flax this year, some of nearly four feet in height. The acreage is not very good, but the firm contemplate going into flax more extensively next year, encouraged by the results on that part of their land given over to the crop this season.

Mr. Philip Ament, father of the members of the firm, was one of those who attended the flax machine demonstration on the Bradley farm in Kent County.

Mr. John McDonald, of Walton, another sawmill owner, is erecting an up-to-date flax mill, and has a fine crop of flax himself this year.

Mills Around Timmins Are Busy

It is not generally known that about the gold area of Timmins, Ont., much lumbering has been carried on in the last few years, says a correspondent.

The Mattagami river furnishes a natural waterway and the T. and N. O. Railway has run a spur to the river. Now, when a number of the mines are closed down, the buzz of the saws may be heard incessantly, for the output, although surprising, still lags behind the demand.

As yet there are only five mills on the Mattagami within a radius of five miles from Timmins, yet this year 1,500,000 ties have been cut, making 3,000 car loads which have been pulled out of Timmins.

These ties of spruce and jack-pine sold at 90 cents each. Besides the ties, 6,000,000 or 7,000,000 feet of board lumber have been cut in the same radius and have been sold at approximately $40 and up per thousand feet.

A great deal of this lumber has gone to the building of stores and houses in the mining district. The shafting timbers and the heavy stalls for stopeing have also been a source of revenue to the lumber enterprises. The Hollinger mine alone has bought heavily of these heavy timbers for their huge underground operations.

The recent changes in the mining laws regarding the cutting and selling of timber on claims, does not affect those claims which were staked in the early days.s

It is felt in the North country that any man who faces the pioneer hardships should get any benefits that the country can give him, especially as the practice of husbanding forests from fires has proved a failure owing to inadequate fire protection.

They ask why the forerunners should not get the benefit of the timber instead of having it burnt, especially as by the clearing the bush opens up the country for the farmers.

Belgo Company Sawmills Are Active

Mr. H. E. Howe, manager of the lumbering operations of the Belgo-Canadian Pulp & Paper Co., Limited, Shawinigan Falls, Que., says that their drive was slow during the early spring, but improved greatly during the heavy rains in June. Their production will be a little above last year's, as they started sawing on April 19th, a little earlier than usual. The company, at their Shawinigan Falls plant, expect to cut about 10,000,000 feet of long lumber and about 1,500,000 feet of box boards.

The Belgo Company have had no difficulty in securing labor and have a better class of men this year than during the past three or four years. Wages are about 20 per cent. over last season, but the hours are the same, that is, nine hours a day, with the exception of the sawmill, which runs ten hours, and the company pay for the extra hour.

At the plant of the Riverside Mfg. Co. in Three Rivers, which is situated on the St. Maurice River, driving conditions this spring were about the same as at the Belgo Company. Sawing was started during the first week of June and production will be about 5,000,000 feet of lumber, 2,000,000 feet of lath, 1,000,000 shingles. Labor conditions are similar to Shawnigan and everything is running smoothly.

A large portion of the cut of both mills has been sold at satisfactory prices, but just now buyers are not making many purchases. They appear to expect lower prices although Mr. Howe does not believe that the prices have been cut by anyone in the district. Manufacturers seem to think that the present quietness is only temporary and that quotations will go higher in the fall. Local trade has been exceptionally good and there has been a splendid demand at steady values.

In Three Rivers the St. Maurice Paper Company's sawmill is not operating this year, but the sawmills of the St. Maurice Lumber Co., Wayagamack Pulp & Paper Co. and Mr. Dansereaux are all operating.

Mr. Isherwood Plans to Visit Canada

Writing to the "Canada Lumberman" H. R. Isherwood of St. Louis, Mo., secretary-treasurer of the Concatenated Order of Hoo-Hoo, says: I sincerely hope that in the latter part of the year or early part of the coming year, I can spend some time in the principal cities of Canada and have the opportunity of meeting with members and lumbermen, and outlining to them the present activities and future plans of the Order of Hoo-Hoo that will enable me to increase our membership, as I would like. At the same time I hope that I may have the opportunity of serving the lumbermen by addressing them and discussing problems on the merchandising of lumber product.

I am starting a movement to organize Hoo-Hoo clubs, and in doing so my first move is to have the vicegerents or members in the different districts select a hotel for Hoo-Hoo headquarters in which we will arrange to supply a large emblem of our Order for display in the lobby. In this connection we will establish a Bureau of Information for the benefit of our members. This will have many advantages and many features, which, in itself, I feel will be well worth the annual dues paid into this organization. This will also serve as a means of bringing members and lumbermen together often and, at times, other than concatenation. Many new plans are being developed, which will be acted upon and passed at the coming annual meeting in St. Louis, which will be one of the largest and most interesting held for many years.

Legal Action Over Ownership of Logs

A preliminary investigation was in progress recently in the Court of Sessions, presided over by Magistrate Corriveau in the case of the Abitibi Power & Paper Co. against five lumbermen of La Sarre, who are accused of having in their possession pulp wood logs, the property of the company, which had been taken in the White River, Abitibi. The investigation commenced in the Circuit Court Chamber, when Messrs. J. N. K. Laflamme, K. C., M.P.P., who appear for the defence, admit that the clients had been found with wood in their possession, claimed to be the property of the Abitibi Power & Paper Co., Ltd., but the action should have been taken in the civil court and not the Court of Sessions, which had no jurisdiction in such a case. Mr. R. Taschereau, K.C., Montreal, contended that the wood which had been in possession of the defendants bore the registered mark of the company, and under no consideration should the defendants have retained the wood, which was a violation of the law.

Congestion of Lumber on Miramichi

Considerable congestion of manufactured lumber exists along the Miramichi river in New Brunswick, as only six vessels have taken lumber cargoes from the river this season. The mill men have great quantities awaiting shipment and many of them are cramped for room. The Snowball Company is hauling lumber to piling grounds at some distance from their mill at Chatham.

Drying Schedule for Air-Seasoned Oak

The following skeleton drying schedule is recommended for the kiln drying of air-seasoned oak. It must be remembered, however, that no mere formula in itself will insure the perfect drying of wood. The kiln operator must be trained to watch the condition of the lumber and to apply the proper remedies if things start to go wrong.

The schedule was prepared by the U. S. Forest Products Laboratory for 4/4 plain-sawed oak (highland variety) with a moisture content of 15 per cent. This moisture condition would ordinarily be reached in from 9 to 12 months of air seasoning.

Stage of kiln run in hours	Temperature degrees F.	Humidity per cent.
1	120	100
6	120	100
12	125	85
24	125	80
36	130	70
48	130	60
60	135	60
72	135	60
84	140	60
96	140	50
108	140	50
120	140	40
144	140	40
156	145	35
168	145	35
180	145	30
192	145	25
Until dry	145	25

After the stock is dry, the temperature should be held at 145 degrees and the humidity raised to 80 per cent. This condition should be maintained for 10 hours in order to balance the moisture content, thus reducing the tendency of the lumber to warp after machining.

Valuable Works of Reference

An interesting and artistic booklet was recently issued by James Davidson's Sons, Ottawa, Canada. It is called "Davidson's Portable Cottages." There are shown pictures of the manufacturing plant in Ottawa, the company's sawmill at Davidson, Que., photographs of the late James Davidson, (the founder of the business), and his two sons, Grant P. Davidson and Lieut. Keith Davidson, who are directing the large enterprise. The leading characteristics and special features of Davidson's portable houses are pointed out and a number of illustrations given, not only of cottages but of hunters' cabins, churches, garages, hen houses, dog houses, refrigerators and other accessories.

The firm lately put out a most complete and neatly bound catalogue of sash, doors, blinds, boxes and shooks. The illustrations are particularly well executed, the grouping is effective and a vast amount of data is presented on doors, blinds, portable houses, sash, etc. James Davidson's Sons announce that their slogan is "from tree to finished product." They cut the logs and saw the lumber into doors, sash, blinds, etc., which enables them to meet adequately the requirements of the trade.

Proper Grading and Handling of Lumber

Editor, "Canada Lumberman."—

I have read with interest the letter from Mr. James Charron which was published in the June 15th edition of the "Canada Lumberman."

I may say regarding the marketing of lumber for export that English exporters having offices in Quebec, Montreal, Ottawa and Toronto, have no difficulty in disposing of forest products and other export markets are cared for by United States firms.

The term "mill run" has always meant all good lumber cut and all cull lumber out, in white pine, at all large mills. Sometimes 1, 2 and 3 cut-ups are included and at other times are not. The term "shipping cull" has three meanings—No. 2, No. 3 and No. 4 deal or No. 2 and 3 deal and No. 4 deal—much depends upon where the product is shipped from.

In regard to an item from Sarnia, which appeared in your paper, I notice an error. The reference should read "fine, common and better," which means a nice grade of good siding. This will explain the confusion.

"Cut ups and better," or the term "and better" after any grade, means there is better lumber than the grade mentioned and the price is put on to care for the greater value.

The simple grading of lumber or groups to suit as many as wanted might for the trade be graded as follows:

1—Good sidings, shorts and strips.
2—Outs of good (when shipping good.)
3—No. 1 cutup.
4—No. 2 cutup.
5—No. 3 cutup.
6—Dressing.
7—No. 1 barn.
8—No. 2 barn.
9—No. 3 barn.
10—Box.
11—Mill cull.
12—Dead culls.

Grouping these grades, good and outs of good. are in the same pile and can be tallied separately when stripping or the cuts laid out and shipped later. In 1, 2 and 3 cutups each grade can be tallied separately when shipping and, if any difference of opinion exists in the value of the time of the sale, 1 or 2 cutups can go well together and 3 cutups be piled separately.

Dressing, 1, 2 and 3 barn and any number of these grades may be piled together or separately to suit the purchaser. Coarse box and No. 1 mill culls is a natural grade. No. 2 mill culls can be kept separately or piled with No. 3 mill culls.

In regard to retail or factory yards, any good lumber should be piled in sheds. The piling should be close when the stock is dry and loose when the lumber is green. The lumber should be graded to suit the use to which it will be devoted or the particular trade by which it will be handled, at the time the stock is taken from the car.

Successful buying for a factory means getting the grade of lumber to suit with as little waste as possible. Good lumber piled in the open air should be well covered on front and back as well as at the top, and also the ends of thick hardwood painted with red bridge paint and piled on a three stringer pile bottoms, with a crosser over each stringer and the fourth one on the tail-end in inch lumber.

Sincerely Yours,

M. H. Haney,

270 Bronson Ave., Toronto.

Can You Stand Prosperity?

We dread to see some managers get beyond a certain stage because we know that as soon as they do they will begin to go down grade. They lose their heads. They begin to feel as though they can accomplish anything. They run wild!

We see dozens of them fail every year—not in our own organization alone but in others. They come in and tell us how much money they are making for their company and how little of it they are getting. We shudder when we hear a bright young fellow begin to talk that way. It means he is getting way out of line. His perspective is distorted.

His head is swelling.

Ambition is alright so long as it is sensible and logical. Overambition is bad. It makes fools out of men. They become surcharged with their own importance and becomehope TH figam bmc charged with their own importance and before they know it they are looking in new places for greater opportunities when they neglected to dig the diamonds in the fields which they deserted.

There was a little poem published in the "Tote-Road and "Trail" by Douglas Malloch which every manager should read every now and then whenever the "engine begins to race" a little. Perhaps you know it. If not, you should. Here it is:

It's easy to haul on the level,
A tote-road that's smooth as the floor;
You may have to work like the devil
An' pull till your shoulder is sore;
An' even a hill may not best you,
A little upgrade now an' then—
But there is one road that will test you,
The test of both horses and men.

Exploration Made by Hydroplane

Recently the Laurentide Company, Gdand'Mere, P. Q., made an exploration of their northern limits by means of the company's hydroplane. The trip was made by Lt. Stuart Graham, the pilot; his mechanician, M. Kahre; Mr. M. C. Small, chief of the logging division; C. R. Townsend, aerial photographer; and Philippe Charland, one of the explorers of the company. Mr. Charland who had previously spent eight weeks in exploring the district by canoe, states that the flight permitted of the work being checked up in less than three hours.

Lumber Business is Big Economic Problem

Its Expansion and Successful Operation Materially Aided by Scientific Means—How Industrial Research Assists in Conservation

Extensive conservation of the national wealth of wood through more efficient utilization was the keynote sounded throughout the recent decennial celebration at the Forest Products Laboratory at Madison, Wisconsin. Over 200 visitors from all parts of the United States were present, representing every line of wood-using industry, including 59 wood-using associations and companies, 18 lumber manufacturing associations and companies, the Deans of 12 Forestry schools, the United States Forest Service, and other visitors and friends. They came to pay tribute to the laboratory's ten-year record of service to American industry.

The Forest Products Laboratory is a government institution of industrial research in wood and all wood products maintained by the United States Forest Service in co-operation with the University of Wisconsin. In this work 220 engineers, wood technologists, manufacturing specialists and assistants are employed in developing new uses for wood and improving present manufacturing methods. Investigations and experiments are undertaken both independently and for individuals and companies on a co-operative basis. Results obtained are disseminated through co-operative reports, commercial demonstration, correspondence, government bulletins, mineographed circulars, articles in the trade press, and practical instruction courses given at the laboratory.

The program continued with inspection of the work and exhibits of the laboratory. Guides in charge of small parties showed the visitors the various lines of endeavor in which the laboratory is saving millions of dollars a year to the people of the country. Following the inspection trip was a period for recreation, consisting of automobile tours around the city, boat rides, and swimming.

Nearly 500 prominent lumbermen, manufacturers and users of forest products, and members of the Forest Products Laboratory attended the banquet. Lieut.-Col. W. B. Greeley, Chief Forester of the United States, spoke on "Forests and National Prosperity." Following the address of Colonel Greeley, Mr. Max Mason, research specialist of the National Council of Defence, gave an illustrated talk explaining in detail the submarine detector which he perfected during the war, and which was successfully used in European waters.

Mr. John Foley, forester for the Pennsylvania Railroad, was chairman, introducing the speakers as follows: D. C. Everest, secretary and general-manager, Marathon Paper Mills Company, "Some Problems of the Pulp and Paper Industry"; H. T. Howe, chairman, Research Extension Division, National Research Council, "America's Place in Industrial Research"; and W. A. Gilchrist, representing the National Lumber Manufacturers' Association on "Some Problems of the Lumber Industry."

Mr. Gilchrist spoke from the viewpoint of the lumberman. He offered a plea for a more sympathetic understanding of the earnest efforts of the lumbermen to protect the forests and conserve wastes. "The lumber business," he said, "no different from any other commercial industry, is an economic problem and failure confronts if pursued in any other manner." "The task that confronts us is one of mere engineering—to establish rules covering the creation of suitable mechanism. Who better can accomplish this than an engineer co-operating with the woodsmen? Certain activities of this wonderful institution, the Forest Products Laboratory, are attracting the earnest attention of members of our industry. Being engaged in the commercial side of the lumber business I hear comments of the most favorable nature that I fear do not come to the ears of those sincere men engaged in directing this activity."

The Forest Products Laboratory celebration afforded an opportunity to a number of forestry and lumbering organizations of holding conferences following the close of the decennial program. The Executive Committe of the American Wood Preservers' Association met, and at the same time a conference on reforestation by wood-using industries was held in co-operation with the representatives of federal, state and lumber-producing interests. There were also meetings of the deans of the forestry and engineering schools of the country, and of the Inter-regional Technical Committee of the National Lumber Manufacturers' Association. Most of the 200 lumber men and lumber manufacturers who attended the Forest Products Laboratory program remained for the various conferences.

At the conference on reforestation, attended by lumbermen and representatives of wood-using industries, the program of addresses included: "What Should be our National Forest Policy," Lieut.-Col. W. B. Greeley, United States Forest Service; "The Lumberman's Interest in Reforestation," A. L. Osborne, vice-chairman Forestry Committee of the National Iumber Manufacturers' Association; and "Why Should the Wood-Using Industries be Interested in Reforestation."

A resolution appointing a committee, at the reforestation conference, Madison, Wisconsin, was carried, as follows:

Whereas, representatives of wood-using industries in an initial conference at Madison, Wisconsin, on July 23rd, 1920, have considered that their interest in reforestation is definite, and that any legislation enacted or proposed for enactment should have the endorsement of all wood-using industries, and whereas, there is a need of securing adequate intelligence of all phases of reforestation through cooperation with all energies active to that end—such as

The Forest Products Laboratory of the United States at Madison, Wis., which recently celebrated its tenth anniversary

federal government, state government and private owned interests co-operating with programs already initiated, and, whereas, there must be some centralized agency to serve for the wood-using industries and report to them such progress as develops from time to time, therefore be it

Resolved, that it is the sense of this conference that the wood-using industries declare a profound interest in reforestation: That this conference authorize the chairman to appoint a committee whose duty shall be to formulate a definite plan for organizing a committee representing all the associations of wood users for the purpose of considering present or proposed legislation dealing with reforestation and for formulating a program of federal and state legislation which will represent the views and interests of the wood-using industries.

Every Farmer Might be Forester

The suggestion in regard to reforestation that came up at the June meeting of Hastings County Council is worthy of being passed on, says the Cobourg "World." It was suggested that five acre plots in each township be set out to trees by way of experiment, planting them with pine and maple principally. A still better suggestion is for every farm to have a reforestation plant of its own, by raising young trees to take the place of those cut off. Both are good ways of building for the future.

A forestry and print paper conference will be held at New London, N. H., August 24, 25, and 26, it was announced by the American Forestry Association. Both the United States and Canada will be represented. The meeting will be under the auspices of the Society for the Protection of New Hampshire Forests.

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber— —Positions Wanted & Vacant

Lumber Wanted

LATH

5 million lath wanted. State quantity, grade and lowest price. Box 353, Canada Lumberman. 16

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request. Also Deal ends.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Birch Wanted

No. 1 Com. and Btr., 4/4" to 16/4". Name us your best prices delivered here for dry stock. Will contract for mill output in Birch, Elm, Basswood and Ash.

WARREN ROSS LUMBER CO.,
10-t.f. Jamestown, N.Y.

WANTED

White Pine Spruce
ALL GRADES.
Also LATH of all grades

JOHN F. BURKE,
2-t.f. Aeolian Bldg., New York City.

White Pine Wanted

One car or more each of:
1 x 10" x 16'
1¼" x 10" x 12 to 16'
2" x 12" x 16'
1¼" x 8" x 12 to 16'
1¼" x 12" x 12 to 16'
1" x 12" x 16'

in best grade you can furnish, which please describe in your offer.

G. ELIAS & BRO. INC.,
15-17 Buffalo, N.Y.

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

FOR SALE: Cull staves for crating purposes, thirty inches long, from four to seven inches wide, one-third of an inch thick. Trenton Cooperage Mills, Ltd., Trenton, Ont. 13-16

For Sale—Birch Lumber

About 750,000 ft. of Birch Lumber 4/4; 8/4; 12/4 and 16/4. This year's cut. Apply Box 343 Canada Lumberman. 16-19

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

Laths For Sale

Also 500 M. ft. White Pine L. R., D.C.O.
500 M. ft. Hardwood—Birch, Maple, etc.
800 M. ft. of 5th and better L. R., D. C. O. Dry Spruce.

J. P. ABEL, FORTIN, LTD.,
16 Maisonneuve, Montreal.

For Sale

F.O.B. cars or delivered, 60,000 feet of 3 x 2 No. 1 Fir, has been used for the construction of three buildings same size, for joists. Buildings were erected expecting to be taken down, so materials are in first class condition. For particulars address: Leslie J. Hastings, 27 Wellington Street, Brantford, Ontario. 16

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

For Sale

1 car 1s and 2s Qt. Red Oak.
1 car No. 1 Common Qt. Red Oak.
1 car 2 in Red Gum Quartered Sap. No defects.

1 car 2 in. and 2½ in. Hickory, 1s and 2s and No. 1 Common.
All Indiana stock.

WM. E. LITCHFIELD,
77 Kilby St.,
P. O Box 2398. Boston, Mass.
16

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

Swing Carriage Heading and Shingle Machine wanted. Box 351, Canada Lumberman. 16-19

WANTED—A complete Saw Mill to cut 20 M. per day, with plenty of power. Box 311, Canada Lumberman. 13-

Wanted

Second Hand Lombard Steam Log-hauler, in good condition. Box 350, Canada Lumberman. 16

Machinery For Sale

FOR SALE—One used Waterous Carriage. Apply Bishop Lumber Company, Ltd., Nesterville, Ont. 15-16

Shingle Machine

Also one 14" double drive Grain Grinder.

FRED INMAN,
16-17 Milton, Ont.

For Sale

Excelsior Machine and Press. Can be seen running. Good reasons.

REID BROS.,
16 Bothwell, Ont.

For Sale

4 Phoenix Steam Log Haulers.
57 set Logging Sleighs for same. Second hand—good condition—right price.

PRINCE ALBERT LUMBER CO.,
16-20 Prince Albert, Sask.

For Sale

One NEW KENDALL GANG—can be seen at the Wm. Hamilton Mfg. Co.'s shops at Peterboro. Apply for price to Schroeder Mills & Lumber Co., Pakesley, Ont. 13-16

Circular Slab Resaw For Sale

Strictly First Class Machine carrying 42" inserted tooth saw. Keenan Bros., Limited, Owen Sound, Ont. 9-t.f.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

Pulpwood Rossers For Sale

7 Waterous Rossers, 58 inches, in good shape, with knives. Also complete saw-mill machinery in good order, 30,000 feet capacity. Will sell either in whole or in lots. For particulars apply to

CHICOUTIMI PULP COMPANY,
16-17 Chandler, P.Q.

Truck For Sale

Four-ton Acason Truck for sale, run 18 months, good as new, new tires throughout and in best of condition. If interested see this at once. Price $4,040, $2,500 cash, or will take amount in lumber. Terms on balance arranged. Apply

HALL BROS., LTD.,
12-t.f. Toronto, Ont.

For Sale

Waterous Big Champion Edger for six saws.
Waterous Log Kicker, 10 inch cylinder with arms all complete.
Waterous Ratchet set works.
Two single bevel friction live roll drives complete.
Further information apply Conger Lumber Co. Ltd., Parry Sound. 16

FOR SALE—One 40" ten-inch steam feed, complete with valves and piston rod. Apply Bishop Lumber Company, Ltd., Nesterville, Ont. 15-16

For Sale

One Holmes Two Saw Edger.
One Woods Self-Feed Rip Saw.
One Mitts & Merrill Hog.
Write to

THE C. BECK MFG. CO., LTD.,
15-16 Penetanguishene, Ont.

Logging Outfit For Sale

Surplus logging equipment, in good order, at Bolger, Ontario. Prompt delivery. Blankets, tools, and camp equipment. Sleighs, snowplows, tanks, horses and harness. Blacksmith outfits. Log loaders, steam and gasoline and horse power. Powerful Pacific Coast skidding engine, cables, boats, etc. Easy to inspect. Holt Timber Co. Ltd. Bolger Bridge P. O., Bolger, Ontario. 16-19

Saw Mill Machinery

One 14" x 36" No. 4 Wilkin Challoner Steam Gauge.

One 58" opening 3 dog Clarke Bros. Carriage.

One R. H., one T. H. 6' Nigger—Clarke Bros.

One R. H. 12" x 30" Kicker or Flipper—Bros.

One R. H. 10" x 18" Loader (mill) Clarke Bros.

Chain, shafting, pulleys, tools, gears and Fuller pump. Several Fay & Egan Planing Mill machines.

ASCENSION RED CYPRESS CO., LTD.,
402 Whitney Central Bldg.,
16-17 New Orleans, La.

FOR SALE Immediately Available

We have the following Used Woodworking Machinery, all in first class condition, at the following prices, F.O.B. Cars, Montreal:—

1—No. 303 C.M.C. 10" Four Sided Moulder. Price	$1500.00
1—No. 313 C.M.C. 6" Four Sided Mouder. Price	$400.00
1—"AMERICAN" Heavy Type 4" Four Sided Moulder. Price	$400.00
1—"BERLIN" Heavy Twin Double Planer & Matcher, will plane two 12" boards at one time. Price	$1400.00
1—New C.M.C. No. 110 Planer, Matcher & Moulder. Price	$900.00
1—No. 6 "GREENLEE" Vertical Automatic Cut-Off Saw with Table. Price	$750.00
1—No. 350 "GREENLEE" Universal Boring Machine. Price	$150.00
1—48" "COLUMBIA" Three Drum Sander. Price	$900.00
1—No. 20 "TOWER" One-Man Two-Saw Trimmer; trims from 6 to 20 feet. Price	$375.00
1—"SMITH & PHILLIPS" Sash and Pocket Machine. Price	$250.00
1—No. 3 "GOODSPEED" Variety Lathe. Price	$375.00
1—"LEWIS T. KLINE" Variety Lathe, pattern 1915. Price	$425.00
1—"DAUBER BELL" Dowell Machine. Price	$700.00
1—"MACGREGOR-GOURLAY" 8" Four Sided Moulder. Price	$450.00
1—Heavy Self-Feed Rip Saw. Price.	$300.00
1—"H. B. SMITH" Two Sided Sash Moulder. Price	$150.00
1—"NEW BRITAIN" Chain Saw Mortiser having an outfit of 6 Chains. Price	$575.00
1—No. 438 "C.M.C." Hollow Arm Sander. Price	$90.00
1—"H. B. SMITH" Power Mortiser. Price	$250.00
1—"C.M.C." No. 509 Blind Slat Borer and Mortiser. Price	$125.00
1—"C.M.C." No. 911 Blind Slat Tenoner. Price	$75.00
1—New "OBER" No. 11 size 42" Handle Lathe. Price	$550.00
1—New No. 931 "C.M.C." Dowel Machine. Price	$360.00

Williams & Wilson Limited,
84 Inspector Street,
13-16 **Montreal, Que.**

For Sale

Planer and Matcher. One S. A. Woods No. 33 Planer and Matcher in very good order, $1200.00. Also one 4" Sticker, American Woodworking Machinery Co., new, $450.00. O. Chalifour, Inc., Quebec, P.Q. 15-18

FOR SALE
Mill Machinery

Oxford Foundry Rotary Saw, 30' carriage.
Leonard Boiler, Return Tube, 70 H. P.
Leonard Tange Engine, 14 x 15, 65 H. P.
Double Surfacer, 14 x 26, C. M. C. No. 210.
Wood Boring Machine, C. M. C.
Automatic Knife Grinder, C. M. C., 32"
Buzz Planer, 26", C. M. C. No. 823.
Bevel Band Saw, Preston 42". No. 133.
Automatic Band Saw Filer, Black Diamond.
Air Compressor, 8 x 8, G. S. B., Belt driven.
Air Receiver, 4' x 11', Boiler Plate.
2 No. 5 Improved Rev. L. G. Air Drills.
2 No. 11 N. B. Air Hammers.
1 L. Steam Coil for Dry Room.
Shafting, Boxes, Pullies, Belting, Ship Clamps, Butt Clamps, Saws, Augers.
Rotary Saw Carriage is cable driven and all machinery has proper counter shafting, etc.

R. H. HOWES CONSTRUCTION CO.
16 Meteghan River, N. S.

I offer the following
USED MACHINES
for Immediate Shipment
Subject to prior sale

Combination Single Spindle Shaper and Dovetailing Machine.
New Mereen Johnson Double Box Board Matcher.
No. 3 Waynoth Turning Lathe.
Francis 42" Combination Single or Double Glue Spreader with 20 gallon glue cooker.
Superior Jigg Saw.
Moore Machine Co. Standard Rubbing Machine.
Fay & Egan 42" Band Rip Saw.
Mershon Band Resaw.
No. 10 Ober Turning Lathe.
Berlin Machine Works No. 229, Hopper Feed, Double Cut-off Saw.
American 30" x 12" 4 Side Timber Sizer.
Moore Machine Co. Double Belt Sandpapering Machine.
Hall & Brown 12" 4 Side Moulder.
H. B. Smith 6" 4 Side Sticker.
E. B. Hayes Dowell Rod Machine.
E. B. Hayes Dowell Gluer and Driver.
E. B. Hayes Standard Power Door Clamp.
Berlin 48" 3 Drum Sandpapering Machine.
Berlin 36" 4 Drum Sandpapering Machine.
Mattison Edge Belt Sander.
Hermance Machine Co. 10" 4 Side Sticker.
Buss Machine Works 30" Cabinet Planer.
Baxter D. Whitney 42" Scraper.
S. A. Woods 24" Pony Planer.
American No. 129 Fast Feed Hardwood Flooring Matcher.
Greenlee Bros. No. 2 Power Feed Rip Saw.
Falls Machine Co. 24" Power Feed Under Cut Jointer.

C. J. ANDERSEN,
15 W. Swan St., Buffalo, N.Y.
15-16

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

Experienced young lady desires clerical or secretarial position. Accustomed to assuming responsibility. Box 331, Canada Lumberman. 16

Ex-Officer Imperial Forces, experience English timber trade, desires position as assistant manager or foreman. References. Box 349, Canada Lumberman. 16

Hardwood lumber inspecor, 34, with experience in bookkeeping and general office work, employed at present, wishes to change Position in or near Ottawa, Ont., preferred. Box 321, Canada Lumberman. 15

LUMBERMAN, Canadian born, now engaged as manager of a Wholesale & Retail Lumber & Builders' Supply Company doing half million a year business in a middle western state, open for a proposition. I have had fifteen years' experience in all branches of the business. If you are looking for a HIGH CLASS EXECUTIVE I can deliver the goods. Box 305, Canada Lumberman. 14-16

Position as Travelling Salesman or would consider employment in a city yard. Fifteen years experience. Am employed but desire to make a change. References furnished. State salary. Box 344, Canada Lumberman. 16

BUSH MANAGER, capable of handling all logging operations, wants position. Have had good experience with pulp and have travelled and estimated timber limits in various localities. Good references. Apply Box 325, Canada Lumberman. 15-16

Fully experienced YARD MANAGER, employed at present, wishes to change. Would like a live point, in either Saskatchewan or Alberta, where there is business to get. Can furnish excellent references and take charge on 30 days' notice. Box 278, Canada Lumberman, Toronto. 13-16

Position wanted by young married man, with sixteen years' experience in all branches of woods operations, as Superintendent or assistant. Thoroughly conversant with buying of supplies and handling men. Can furnish first-class reference. Apply Box 348, Canada Lumberman, Toronto, Ont. 16-17

Scotchman, twenty-six, married, abstainer, open for position in lumber manufacturer's office as Accountant and Bookkeeper. Has had eight years' experience in lumber manufacturer's office, Maritime Provinces. Willing to go to any part of Canada, British Columbia preferred. Can furnish best references. Write Box 344, Canada Lumberman, Toronto, Ont.

Salesman or Executive

Wants position for middle September. Experience covers books, finances, correspondence, etc. Good selling connection Montreal, Ontario and Eastern States. Best of references. Twelve years experience in wholesale. Age 31. Write Box 600, Canada Lumberman, Monteral, P.Q. 16-17

Situations Vacant

WANTED Saw Filer and Millwright, must be experienced with Band, Rip and Re-Saws. for small planing mill. The S. Hadley Lumber Company, Chatham, Ont. 15-17

Man Wanted who is well versed in the manufacture of spools, bobbins, etc. Must be ready to begin December 1st. Box 353, Canada Lumberman. 16

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

Wanted

Capable machine man in small planing mill in good live town in Western Ontario. Also require one Bench Carpenter. Give references, also salary expected. Apply Box 345, Canada Lumberman. 16

WANTED—Young man experienced in woods operation and saw mill, to take care as superintendent. Mill cutting one and one-half to two million feet per year. Apply, stating experience, reference and salary expected, to Box 219, Canada Lumberman, Torpnto. 9-t.f.

Young man of experience in Stenography and Typewriting wanted as Bookkeeper for Wholesale Lumber office in Toronto. Good salary and opportunity for advancement. Give age, experience and references to Box 244, Canada Lumberman, Toronto, Ont. 10-t.f.

Business Chances

Saw Mill Wanted

Circular mill, 15,000 feet to 20,000 feet daily capacity, complete with carriage, engine, edger, trimmers, etc. Must be in good condition. Send full particulars and lowest cash price.

MULHOLLAND & CO.,
15-16 23 Jordan St., Toronto.

Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. 12-t.f.

Timber Berth For Sale

For Sale—18 sq. miles country containing a quantity of Jack Pine, Red and White Pine, with sawmill. For particulars, apply Box 1156, North Bay, Ont. 16-17

Sawmill For Sale

Well equipped Circular Mills on Canadian National Railway in Abitibi District, Que., for sale—capacity 25,000 ft. in ten hours. Equipment includes two Lath Machines and Bolters; mill is now running. Will sell entire plant, including Sawmill, Tug, Tracks in Yard and Buildings on property. This is an exceptional opportunity for a practical man commanding moderate capital. Box 352, Canada Lumberman. 16-17

Standing timber wanted in large or small blocks south of the C. P. R. main line in Parry Sound, Muskoka, Haliburton, Hastings, Lennox, Addington, Nipissing, Frontenac and Renfrew County. Send full particulars, giving lot, concession numbers and name of township, with lowest net cash price.

MULHOLLAND & CO.,
15-18 Toronto, Ont.

Standing Timber For Sale

We have some very desirable blocks of Timber listed with us for Immediate Sale, located on railways and within easy distance of shipping centres.

Both large and small stands of Hardwoods. Choice block of Basswood, also a large area of Pulpwoods.

The prices we can sell at should be an inducement for intending purchasers to make full inquiries from us if contemplating operating this Autumn.

WM. COOKE & SON,
Timber Brokers,
16 Stair Building, Toronto.

Sale of Timber

Tenders will be received by the undersigned, up to and including the 16th day of August next for the right to cut timber in the township of Montcalm, in the district of Sudbury.

Conditions of Sale, Maps, etc., may be obtained upon application to the undersigned, or from Mr. Charles Henderson, Crown Timber Agent, Sudbury.

BENIAH BOWMAN,
Minister of Lands and Forests.
Toronto, July 29th, 1920. 16

Saw Mill Plant For Sale

Practically new and modern Saw Mill Plant, capacity about 30 Million feet per annum, located in the Interior of British Columbia on a beautiful inland lake and on the main line of the Grand Trunk Pacific Railway. About 500 Million feet of timber on and adjacent to Lake (about 90% Spruce) and another Billion feet available at reasonable prices. Natural conditions ideal for economical logging, manufacturing, piling and shipping. An advantage of about $4 per thousand feet in freight rates to the Prairie Provinces over Coast shipments.

This property offers unlimited possibilities as a lumber, pulp and paper property. Would consider selling a half interest. Terms reasonable.

A. C. FROST COMPANY,
165 Broadway
5-t.f. New York City.

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street,
MONTREAL, P.Q.

For Sale

$30,000 cash will buy an up-to-date Saw Mill, Planer, Blower, etc., all supplies and lumber on hand at time sale is made, including from 6½ to 7 million feet of finest standing timber in interior of B. C. Can buy 12 to 15,000,000 ft. more adjoining. Capacity of mill 20,000 ft. per day; timber is 85 per cent. Pine, balance Fir. Mill in full operation at present. Must be sold at once to close up partnership. Box 323, Canada Lumberman. 15-17

For sale, complete shingle mill outfit with 60,000,000 ft. of Cedar, in British Columbia. Price of timber, mill and all, $72,000. Address,

J. D. GE BOTT,
16-19 Big Rapids, Michigan.

For Sale

One complete sawmill, capacity about fifteen thousand per day. Could be operated in present location. Write for list of belting, pulleys, etc. W. H. Cook, Orillia, Ont. 16

Timber Cruising By Air

We can make accurate aerial surveys of the most impassible country at moderate cost. Our large fleet of aeroplanes and flying boats is at your disposal.

BISHOP BARKER AEROPLANES LIMITED
93 Spadina Ave., Toronto.
Muskoka. Armour Heights.
16 t f

NOTICE!

An old established lumber business, including property and plant, in full running order, for sale. This business can be inspected at any time. Full particulars re terms can be had from the owners, who are retiring from the business. Address Messrs. Laird Bros., Dresden, Ont.

The above offers a rare opportunity to one wishing to purchase an old established and profitable business. 15-16

Miscellaneous

Canadian National Railways

Central Lines

Sealed Tenders addressed to the undersigned and endorsed "Tender for Ties" will be received at this office until twelve o'clock noon, Tuesday, 31st day of August, for 1,500,000 Railway Ties to be made and delivered between December 1st, 1920, and November 1st, 1921, in accordance with Tie Specification No. 3856, dated March 18th, 1919.

750,000 to be delivered on Canadian National Lines between Port Arthur and Pembroke.
50,000 to be delivered on Canadian National Lines in Central Ontario.
25,000 to be delivered on Canadian National Lines between Ottawa and Quebec.
625,000 to be delivered on Canadian National Lines between Armstrong and Quebec.
50,000 to be delivered on Canadian National Lines Lake St. John District.

Tender forms and specifications can be obtained at the office of the General Tie Agent, No. 9 Toronto Street, Toronto.

Tenders will not be considered unless made on forms supplied by the Railway.

No tender for quantities less than 10,000 ties will be considered.

The lowest of any tender not necessarily accepted.

E. LANGHAM,
General Purchasing Agent,
Canadian National Railways,
Toronto, Ont.

Toronto, August 6, 1920. 16

Auction Sale of Timber Berth

There will be offered for sale by public auction, subject to an upset price to be made known at the time of sale, at the office of the Indian Superintendent at Parry Sound, Ont., on the first day of September, 1920, at the hour of three in the afternoon, all the merchantable timber of ten inches in diameter at the stump at present growing on that portion of the Gibson Indian Reserve which is situate north and east of the Muskoka river in concessions 7, 8, 9, 10, 11 and 12 with the exception of lot 1, Con. 10 and lot 3 Con. 11.

The timber will be offered for sale at a cash bonus over and above dues at the following tariff rates:—

Pine, $2.50 per M.f.b.m. or $25 per M. cu. ft.

Ash, Elm, Maple, Oak, $2.00 per M. f.b.m. or $20 per M. cu. ft.

Birch, Beech, Basswood, $1.50 per M. f.b.m. or $15 per M. cu. ft.

Cedar, Tamarac, $1.50 per M.f.b.m. or $15 per M. cu. ft.

Spruce, $1.25 per M.f.b.m. or $12 per M. per M. cu. ft.

Hemlock, $1.00 per M.f.b.m. or $10 per M. cu. ft.

Hemlock bark, 60c per cord or 128 cu. feet.

All logs over 18 feet in length to be scaled under the cubic foot standard, and the rate of dues on other classes of timber not specified above may be had on application.

The purchaser of the timber shall be required to pay 10 per cent. of his bid at the time of sale and the balance of bonus within thirty days from date of sale.

The timber must all be cut and removed within a period of ten years and an annual license will be granted during this time provided the regulations are complied with.

Sworn returns by a licensed culler must be furnished at the end of each season and half the cost of adequate fire-guardianship will be charged against the licensee.

The purchaser of the timber shall be required to give preference in the matter of employment of labour in cutting the timber, to the Indians of the Gibson band and a reasonable amount of care must be taken to avoid any undue fire risk.

The area covered by the sale is approximately 6,000 acres and plan of the Reserve, copy of the regulations and any other information that may be desired can be obtained from the undersigned or from Mr. Alex. Logan, Indian Superintendent at Parry Sound.

DUNCAN C. SCOTT,
Deputy Superintendent General
of Indian Affairs.

Ottawa, July 21st, 1920. 16

For Sale

25 Lumbermen's Trucks and Wagons, 100 sets Logging Sleighs. All new.

ALEXANDER BARR,
16-19 Pembroke, Ontario.

Sawmill Wanted

A single band and band resaw sawmill complete including gang edger, planer and matcher, single surface planer, lath machine, bed saw, trimmers, adequate power plant and electric light plant. All must be in good condition.

This outfit is for use in Canada therefore preference will be given to offerings from there. A good steam feed rotary and band-resaw would be considered.

Address with full particulars, Box 310, Canada Lumberman and Woodworker. 14-17

Closed Shop Agreements Declared Illegal

A knock-out blow has been given the closed shop interests in Hudson County, N. J., by a recent permanent injunction granted by the Court of Chancery against a number of labor unions. Contempt proceedings growing out of the controversy are also before the court, with indications pointing to convictions and severe sentences for a number of strike leaders who violated the restraining orders of the court.

Trouble had been brewing for some time with the teamsters and truck drivers working for the building supply dealers. When the time arrived, earlier in the year, for a renewal of the agreement with these men they asked for an advance of $10.00 a week and a nine hour day instead of ten. They had been receiving $30.00 a week for motor truck work and $28.00 a week for teamsters. About fifteen nrms were affected and they offered the men an advance of $3.00 a week. This was refused. A strike was declared and for eight or ten weeks not a truck wheel turned. The dealers then met, organized and started a fight to a finish. The result was an application to the court for an injunction against the strikers.

Following a hearing of the case the court granted a temporary injunction which was made permanent a few weeks later. The order is a sweeping one. It not only holds that "closed shop" agreements are illegal, but also bars strike benefits. In its decision the court makes the following remarks:

"The proofs are satisfying that the business and property rights of complainants have been and are seriously interfered with and are threatened with irreparable injury by the picketing, intimidation and coercion indulged in by former employees, and others associated and acting in concert with them, under the direction, or with the sanction of the defendents or some of them.

"Objection is particularly urged against the injunctive relief sought relating to the execution of the contract containing the provisions for making the yards of complainants 'closed shops' to all non-union men; the insistment being that if such contracts are illegal, complainants need not perform them; and further, because complainants during the past five years have executed, without objection, contracts containing similar provisions.

"Contracts of this character containing provisions designed to unionize an entire industry in a territory as large as Hudson County, do not appear to have come directly before our courts for consideration. In other jurisdictions where they have been involved, they have uniformly been held to be illegal as against business policy. The illegality of such contracts is pronounced upon the fundamental principles of our theory of government, to which monopolies of any kind affecting in any way the utmost freedom of the individual to pursue his lawful trade or business are abhorrent."

Simultaneously with this decision, the building supply dealers throughout the county adopted the principles of the open shop, and publicly announced this action. In this, the fifteen concerns which secured the court ruling were joined by others, until a total of thirty building material and lumber concerns of all kinds stood together for this policy. And this is just where they stand today.

In a general letter to the trade. the dealers said in part:

"Strikes, corruption, assaults, broken contracts, secondary boycott, fines on employee and employer, expulsion from the union, idleness, denial of right to work and to do business, reduced production, artificially high prices and high cost of living are the companions of the closed shop agreement. That is too high a price to pay for the peace offered by the labor leaders."

The Grand Jury of the county, sitting at Jersey City, has also been hearing a number of cases dealing with assault and battery growing out of the strike, and that indictments will be found seems certain. In charging this jury, Justice Swayze, with direct reference to the pending strike cases, said:

"....Breaches of the peace of this character, which consist in some cases of slugging a man with a blackjack, in some cases of throwing bricks at him, in some cases of seizing by force the control of the truck he is driving—all are of a character that may possibly result in death, and if as a result of any of these breaches of the peace death should ensue, all of these gentlemen who entered into an agreement knowing that breaches of the peace were likely, agreeing to bring about their end by force—all of these gentlemen may be liable to indictment for murder."

As the weeks have gone by and the open shop policy has shown its many advantages, the dealers have advanced the wages of the men voluntarily. It is said by employers that the men now on the payroll show a keen willingness to be "on the job" and to do what is expected of them. With conditions again at normal, the companies know just where they are at, and so do the new men.

Several attempts have recently been made in Ontario to introduce the closed shop in woodworking factories. Unless the movement is defeated decisively at the outset, others will be started at new points. The account of the situation in Hudson County, N. J., is published above in order to assist those of our members who have already had this situation to face and those who may be threatened with it later. The advocates of the closed shop are certain to make a determined effort now to spread its baneful influence wherever possible.

Furnace Keeps House Cool in Summer

Most people are satisfied if the furnace will keep them warm in winter, but there are others who insist it shall keep them cool in summer as well.

One Iowa builder has discovered that by a simple device, he can circulate the cool air of the basement throughout the house.

It consists simply in cutting a hole through the outside casing of the furnace and placing an electric fan in front of it.

This builder would do well to remember that wooden shingles are non-conductors of heat and cold, that they could keep the house cool in summer and warm in winter.

The wooden shingle is a great saver of heat during the winter and in the summer makes a home that is shingled a much more pleasant place in which to live. There is a great difference between the temperature in a house covered with wooden shingles and one covered with any other form of roofing. The difference is always in favor of the shingled house.

LOG STAMPS

Write us for particulars and prices

Superior Mfg. Co., Ltd.
93 Church St., Toronto

View of Mills in Sarnia.

BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

"Rush Orders Rushed"

Cleveland-Sarnia Sawmills Co., Limited

SARNIA, ONTARIO

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

Review of Current Trade Conditions

Ontario and the East

General market conditions in the lumber line remain practically unchanged during the past two weeks. Some wholesalers report trade particularly active for this season of the year, while others do not expect conditions to revive till a little later on in the fall, when the farmers are through their harvesting and the promising yield of western crops is definitely assured. A number of rural retail lumber dealers whose stock has been getting pretty low are buying in moderate quantities.

Shingles have gone up considerably in price and the trend is still upwards. Some time ago they were sold at less than cost of production and even then eastern representatives of western firms found it difficult to dispose of several cars that were in transit, as falling prices are not, as a rule, conducive to either satisfactory selling or satisfactory buying. When the movement is upward a much better tone prevails. Word received from the West is to the effect that stocks with a number of B. C. mills are lower than they have been for some years—in fact, a few companies report that material on hand is less than last winter. There is a scarcity of No. 2 boards and shiplap, but otherwise a fairly free movement in the way of flooring, ceiling, trim, etc.

Building has been fairly active in most Ontario towns and also in the eastern provinces especially in the larger cities. The volume has now begun to fall off as all speculative building is over for the year. The farmers will undertake considerable work after the harvest, in the way of repairs and extensions, and this should constitute a good fall trade for the next few months. On the recent annual outing of the Ontario Retail Lumber Dealers' Association to Northern Ontario there was naturally much conversation along the lines of supply and demand and the general expression of opinion was that matters during the past season had worked themselves out well, and few, if any, complaints were heard.

Eastern salesmen of B. C. lumber stocks look for a brisk demand from line and other yards on the prairies within the next month or two. A bumper harvest materially develops business in not only ordinary commercial avenues, but in forest products as well.

Prices on all eastern stuff, especially white pine, are holding firm in the vast majority of instances and the car situation is reported to be improved at several points. At some shipping centres, however, cars are none too plentiful. Sawmills are busy throughout the east and north, with the result that some of them have already finished their cut for the season and others will be through operations at the end of the present month, having consumed all the logs available in their respective territories. Large firms are now getting ready for logging for 1920-21 but some will not take out as heavy a quantity of timber as last year. Owing to the rather dark outlook in Europe, due to the Polish situation there may be another war, which would further restrict the present limited export trade.

It is stated that owing to the probable increase of freight rates at an early date some shippers are sending out their consignments as rapidly as possible in order to escape the higher tariff. The lumbermen, as a whole, do not view the increase in rates with any degree of favor, but the law of circumstance holds sway now-a-days, and there is no escape from the "vicious circle" of mounting expenses of production and distribution.

There is considerable talk heard regarding values which will prevail this fall and the general view is that they will continue strong and that there is nothing in sight to-day to feel nervous about. The wholesalers believe that a dealer who wants to continue doing a satisfactory business had better keep a fair stock. Ot course they admit a possibility of lower prices, but, on the other hand, there are many factors, chief among them the higher freight rates expected, that may cause price advances. It is hard to tell fhat is ahead, but the chances seem to be in favor of continued firm prices. The attitude of the retailers fits in fairly with this point of view, as they seem to be buying quite steadily.

United States

The shortage of railway cars and the promising crop prospects in all parts of the country are engaging the attention of the lumber trade. Building has fallen off and business with most lumber dealers is quiet. The whole situation is that there is no building going on in the ordinary sense of the word. There are, of course, some large office, hotel and theatre projects which have been practically paid for already, and at that, use very little lumber, but the ordinary building, industrial and home, which consumes the stock of the retail yard, has practically stopped. Although they are busy to a certain extent with repair work and the like, none of the yards have any real building jobs on hand.

Recent advices from a Boston firm say that spruce alone held fairly firm and save for the necessary sacrifice of some transit cars, the market did not fall below $60.00 until the last few days of the month. Unfortunately certain of the older wholesale houses had stock shipped in, apparently on consignment, as they most certainly have given it away. We know of an instance of Nova Scotia Random Spruce which was sold at $47.00 and, to quote another case of some 2 x 4 Eastern Random Spruce at $51.00. Consequently we would quote the market in Random as say from $50.00 to $55.00, with dimension stock bringing from $54.00 to $58.00.

The gravity of the car situation and its relation to future lumber deliveries have not been over estimated. Some producing districts are fairly well supplied with cars, but the scarcity is increasing and, in some parts of the Douglas fir region, a crisis is approaching. It is a condition that will so limit the deliveries of lumber that prices will of necessity be maintained. There is some relief in the East since coastwise shipping has been resumed.

Douglas fir and yellow pine prices have retained the slight gains that have been made and are fairly stable. Other structural woods are firm.

The most important development in hardwoods is the increase in export demand. Though bookings are not yet large, as compared with pre-war standards, there has been appreciable gain and further increase is anticipated. Domestic demand remains flabby and concessions are more frequent when stock is pushed on the market. Altogether hardwoods are somewhat weaker than for the past few weeks, but the outlook points to improvement, as stocks are still below normal, and it is believed that buying by industrials cannot be much longer postponed.

The hemlock situation continues quite firm, the slight recovery in yellow pine and fir having reflected advantageously to hemlock manufacturers. Demand, while not heavy, is about as good as is usual at this time of the year.

Great Britain

So far as hardwoods are concerned it appears almost certain that the establishing of lower prices will be a lengthy process. The slackening off of the demand temporarily quickened the operation, but this factor alone will not make for a permanent decrease in values. Much depends on the new conditions that have arisen in the United States since the war. These conditions in regard to labor, transport, and finance will for a long time prevent values falling considerably. That a wide margin exists between pre-war prices and those ruling to-day is very true, and it is equally true that substantial reductions will be imperative before the trade can be said to be on a satisfactory footing. Post-war conditions, however, in this trade are so very different to what were experienced before the war, that rapid movements in values of imported goods are practically ruled out.

The persistency with which freights were maintained up till about the end of last month, combined with the equal persistency of British buyers not to purchase, had begun to make an impression on the minds of those who were most sanguine regarding prices. It seemed as if spot values in Great Britain would never be brought up to the level which was necessary to induce further business. But the substantial weakening in the freight market has practically set at rest any doubts about free-on-board values, and the only fear is that shippers will overdo things and endeavour to get the benefit of the cheaper freights. So far, for ordinary specifications there is not much change. Great varieties in prices are to be seen, for as the minimum figure fixed by the Exporters' Associations have long since been exceeded. Sellers who have unfavorable lots to dispose of are able to reduce their quotations if they want to clear. At the same time, those with good assortments are taking full advantage of their opportunity.

Importers in London are by no means anxious, with a dull spot demand and a possible fall in the timber freight market at no distant date, to enlarge their stocks. Freight rates are easier, but so far the long-expected fall for timber carriers has not been experienced. A little contracting has been done for shipments for next year, and it will come as a surprise to those who are expecting cheaper wood

WOODS MANUFACTURING CO.

LIMITED

OTTAWA, ONT.

Lumberman's Supplies

Clothing, Blankets
Etc.
Tents, Tarpaulins
Horse Covers

PROMPT SERVICE

Western White Pine
California White Pine
California Sugar Pine
and Arizona Soft Pine

Best Stock for Factory
and Pattern Lumber

ASK
LOUIS WUICHET Inc.
Room 712 Railway Exchange
Chicago, Illinois

We Have Been Running All Winter
and have the
Largest stock
of Western White Pine in
British Columbia

How much do you want?
How fast do you want it?

We Can Meet Your Requirements

For Commons inquire at Mills.
For Shop and Factory Selects,
Louis Wuichet Inc.,
Railway Exchange Bldg.,
Chicago, Ill.

Otis Staples Lumber Co.
LIMITED
Wycliffe, B.C.

to learn that f.o.b. prices are somewhat above those asked by shippers for prompt loading.

During the last fortnight there have certainly been some signs of a drop in freights. America is leading the way in this direction. During the last few days a reduction of 10 dollars per milli. has been made in rates to the Orient. This is a very big concession and may pave the way to a larger business from the Pacific side. Unfortunately, rates from the White Sea and Baltic have not dropped to such an extent, though there is no reason why they should not. They are far too high at present.

If shipowners can afford to take such a big reduction for American and Canadian cargoes, there is no reason why they should not be able to do so for European cargoes. Fortunately, things are now moving in the right direction for charterers in the timber trade. New boats are continually being put on the water, and many steamers formerly running for Government account are now being released and getting back to their normal business.

A firm in Manchester has purchased in Canada 25,000,000 cubic ft. of white pine logs, at a reported price of over one million dollars, and it is expected that the entire quantity will reach consumers by way of the Manchester Ship Canal.

The collapse in freights has tended to cheapen the price of floorings, but up to the present it has not stimulated business. In various centres, such as Hull, Manchester and London there can still be purchased plenty of battens at sufficiently reasonable prices to permit of planing, and selling at figures which easily compete with the imported article.

It is probably from this cause that the Swedish and Norwegian stocks are somewhat neglected. The Norwegian exporters are still quoting from £44 10s. to £45 10s. c.i.f. to London; also West Coast ports, but with little response. Swedish quotations are around £38 per standard f.o.b. basis for 1 x 6½/7 p.e. and with freights to the East Coast at £7 per nominal standard, or round about £5 15s. for the actual standard. The c.i.f. cost is very close to the Norwegian, it not being overlooked that the Swedish exchange is against this country to the extent of 20s. to 30s. per standard.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Business Quiet in Montreal with Firm Prices

Business in Montreal is dull in nearly every section of the lumber trade. At the same time prices are holding firm. The quietness is due to the usual summer lull and also to the uncertainty as to the railway situation. The subject has been under consideration of the Montreal Lumber Association.

There seems to be a general opinion that the railways have no other option than to ask for increased rates in view of the higher costs forced upon them. Traders naturally do not favor these increases, as they mean dearer lumber, and a tendency to restrict the use of this and other building material. An opinion is expressed to the effect that some classes of railway employees are overpaid, and that it is about time a halt was called to the constant demands for higher pay.

There is little or no alteration in the car situation, which is a great handicap to the prompt shipment of lumber.

The demand from the States is slow, although it is expected that there will be a revival in November or December.

The total value of building permits issued by the city for the month of July amounted to $1,105,785, as against $1,484,999, for the corresponding month last year. The total value of permits for the first seven months of this year was $9,660,029, as against $4,372,423 for the same period last year.

Lath is quiet, with a better supply of the wood.

The B. C. section is inactive, the demand being off for the time being.

Pulpwood is fetching very high prices, the supply being limited. The pulp and paper mills are turning their supplies of lumber into pulp, the high prices obtainable for this and for paper, making it more profitable to use the lumber for this purpose.

A fair amount of lumber is being shipped to the United Kingdom. The long expected reduction of rates is new in effect, the liners quoting 200s. per standard instead of 300s. The competition of tramps has forced this reduction, the liners finding that the bulk of the freight was being placed with tramps. It is reported that offers by the latter have been made as low as 175s. The British markets are dull, but if the housing schemes go through there should be a steady consumption of the large stocks.

Overseas Shipments from Quebec Show Big Change

There has been an appreciable change in the shipping activities at the port of Quebec from July 25th that have caused a large shipment of sawn lumber and timber to the United Kingdom, apart from the wooden goods previously shipped and referred to in the last report published in the "Canada Lumberman." All local exporters are sharing in the business. The brisk business now being experienced is due to the number of ocean steamers coming here and the drop in the rate of freights initiated by the tramp steamers. The freight rates have dropped from 300 shillings to 200 shillings per standard on sawn lumber, with a proportionate decrease on timber. Local and United Kingdom export and United States shipments indicate a brisker trade with the possibility of a further reduction in freight rates. Lumber and timber merchants consider that the present reduction, that should have taken place long ago, is not yet sufficient, and give credit to the tramp steamers for the decrease.

Besides vessels which sailed last week for the United Kingdom the steamer Orthia is at the Louise Docks taking on a full cargo of timber and deals for Greenock. The Government merchant marine steamer, Canadian Ranger, sailed lately with half cargo of deals for Liverpool, and the steamer Grampian Range, booked for Manchester, is now loading with half cargo of timber and deals. The steamer Cairndha is now loading for transportation to Newcastle and Leith. The C. P. O. S. will leave on her eastbound trip with part cargo of deals, and the Empress of France, due to arrive at Quebec soon, will carry part cargo of deals. Thus, it will be seen, that shipping activities at the port of Quebec, in regard to the lumber and timber trade, have improved.

The pulwood business at Quebec in connection with movement to the United States, is practically at a standstill on account of the shortage of cars. The interests here make the statement that they have large orders to fill for United States pulp and paper mills for peeled and rough wood, but cannot forward the goods for want of cars. They claim that the Quebec pulp and paper mills, who pay an advance in car rates over the pulpwood exporters, are favored. The pulp people are becoming nervous over the situation, feeling that they will not be able to obtain the car service needed for movement until after the railway rates are increased by thirty per cent, which will react upon the mills who have made their contracts under the present rate of transportation, and will have to bear the burden of the increase.

The reference made in the last issue of the "Canada Lumberman" regarding the grafting in the matter of freight cars, has caused considerable comment in the trade circle. In making his rounds of the offices of both the shippers of lumber and pulpwood to the United States, your correspondent was amazed to learn that the system was not confined to one or two businesses, but was general.

A member of a leading Quebec firm, who ships largely in lumber to the United States, informed the "Canada Lumberman's" representative that the practice was well known to the trade and very general. Two pulpwood exporters to the United States market were more outspoken and enlarged on the outrage. They said they not only had to pay $5 per car to the representative of the American divisional superintendent or traffic superintendent, but had to bribe conductors of freight trains to secure cars. In explanation the "Canada Lumberman's" informants stated that, by passing the conductors of cetrain railways hauling empty freight cars, they would induce them to uncouple and leave two or three cars and have them on the sidings where they were required, and then proceed on with their trains. How the conductors later got away with the checking of such cars on reaching their destination, they never heard or enquired. They said the practice of graft in connection with the movement of Canadian cars from Canada and moved over the border, for instance at Rouse's Point, though strictly prohibited by the payment of $5 on each car loaded with pulpwood, was still in vogue. The imparters of the above information admit that they were just as guilty as the railway men who imposed the graft and, in justification, declared that they were compelled, and are, in a large measure, still compelled to participate in the practice; otherwise they would be stalled in their business and the supply of the demand of their customers in the United States.

The exposition now made it too serious to pass unnoticed and calls for rigid investigation and exposure of the guilty persons.

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General Demand Improves at Ottawa—Prices Firm

Symptoms of an upward drift, indicative of good fall and future business, evidenced themselves in the Ottawa lumber market during the opening period of August. Prices remained absolutely firm, and after several weeks of dropping away, the demand began to come back, particularly in the white pine grades. Spruce stocks, which had been dragging, and for which a drop in prices had been looked for, remained firm as to price, though the demand did not show any great signs of improvement.

The market, as a whole, during the latter days of July and the first part of August, appeared to take an unexpected upward swing, which certain of the trade interpreted as a possible meaning that prevailing high prices for lumber were not fictitious, but were based on increased manufacturing costs and the advance cost of doing business.

While the demand and the car situation showed improvement, those in the inner circles of the trade saw certain contingencies which might arise, which would effect the demand seriously. One was the cement shortage, the other the possibility of the award of the Board of Arbitration in connection with the dispute of the members of the Inside Woodwarkers and Factory Workers Union, which was heard before the Board in July. In certain labor circles at Ottawa it was predicted that if the award of the Board was not satisfactory to the workers, that they would again go out on strike. If they do so they will again tie up the woodworking factories and stop the production of stocks and products of such plants which are needed for building operations, the extent of which, in turn, reflect on the domestic demand of the market.

The idea that existing high prices for lumber would continue to prevail in the Ottawa Valley for several months to come, was fairly well established, by information given to the correspondent of the "Canada Lumberman" to the effect that the sawmill cut of the Ottawa Valley mills this year will be shortened, and that probably the gross cut will be some millions of feet shy. One of the big six biggest producers of sawn lumber, Shepard and Morse, closed down its sawmill for the season in late July. It was an exceptional happening, and was not due to a shortage of mill labor, but of logs.

Though a good labor supply for the sawmills appeared available there were indications that the general cut of the valley would not be up to that of last year. Some mills made every effort to exceed last season's output, but were seriously handicapped by low water in their driving operations and a shortage of logs at their mill ponds. The majority of the sawmills in the Ottawa Valley continued to operate, but the extent of their operations was nowhere near those of the pre-war years, when a log saw could be heard running just as well at night as at high noon.

That prices had shown no tendency to come down during the crucial summer months was accepted as a good omen by most of the trade that present rates were not going to recede. The expected short cut of the sawmills, together with a growing demand indicated that quotations at least would hold firm for some time.

Foreign cars for lumber shipments became more plentiful, but shipments on contract orders were rather slow.

The outlook for future building operations at Ottawa continued to remain good outside of the shortage of cement, which temporarily stopped construction on some buildings. The greater volume of building, especially commercial, went steadily ahead, and prospects were that future business in the building lines would be good if cement could be secured. For the month of July building permits had an estimated valuation of $488,936, there being 54 permits issued. For the first seven months of the year, permits were issued as follows: January $79,010, February $57,500, March $102,775, April $306,710, May $549,590, June $224,600, July $488,936. Total $1,807,021.

The labor situation with the local sawmills remained good and workmen were reported to be fairly plentiful. The woodworking factories continued operation up to the end of the first week of August, the union workers who went out on strike on June 12th having agreed to return to their work pending the decision of the Board of Arbitration hearing their dispute. The manufacturers did not appoint a representative to the Board, but one was named by the Department of Labor. The woodworking plants and companies did not agree to become parties to the board, nor did they in any way bind themselves to abide by its award. Even if an award is brought in unfavorable to the woodworking plants, the Department of Labor, under the Industrial Disputes Act has no authority to enforce it.

Labor for the woods camps, which are now being put in by several of the companies, was reported to be scarce, but it was believed by the heads of the companies that it would continue to grow more plentiful after the haying season had finished and part of the grain crop had been harvested. Some of the companies have increased their wages for woods labor, paying the ordinary bush hand from sixty-five to seventy-five dollars per month, with cooks and other help as high as $125 for the same period.

Lath and shingles continued to remain in fair demand with stocks low, and prices remaining pretty much as they were during the opening period of July.

Empire Timber Exhibit was Success

The Empire Timber Exhibition, held in London, England, July 6th to 24th, proved of exceptional interest to lumber importers in the United Kingdom, and there can be little doubt but that Colonial shippers will greatly benefit as a result of this "trade within the Empire" movement.

The exhibition was arranged by the Department of Overseas Trade—a department of the British Government Board of Trade. This important branch has been established with the sole object of assisting British and Colonial trade. The object of the Empire Timber Exhibtion was to bring into more general use the numerous timbers of the British Empire.

Britain's dependance on foreign countries for her timber supplies, prior to the war, is remarkabe, but it is significant to note that when the foreign sources of supply were cut off during the war recourse was had to Empire-grown products and with very gratifying results. The introduction to the official catalogue encouragingly remarks: "It is reasonable, therefore, to suppose that better use may also be made of them under peace conditions."

The stand of the Canadian Government was particularly well arranged; it was replete with specimens of every kind of lumber cut in Canada, together with a generous display of manufactured products and, under the direction of Mr. Wm. B. Stokes, of the Forest Products Laboratories of Canada, McGill University, Montreal, visitors were able to command the most authentic information possible regarding the Dominion's lumber and woodworking industries.

Alongside some specimens wire wound water pipe made in British Columbia of Douglas fir was an Elizabethan wooden water pipe lent by the committee of the Guildhall Library, City of London, and which is still in a good state of preservation; although of primitive construction the latter evidenced the fact that wooden water pipe will stand the test of time. Models of frame houses, which are shipped ready for construction, rotary-cut veneer, wood pulp and wood pulp products, including ladies' hose, and a number of other products too numerous to mention were admirably displayed.

Mr. Wm. B. Stokes has kindly promised to furnish readers of the "Canada Lumberman" with a special article calculated to be of great value to Canadian lumber interests, which will be published in an early issue.

Borneo Timber Will Be Developed

Two large British companies operating in the far East have consolidated their projects for further developing the timber resources of British North Borneo. The contemplated program of the new company thus formed to exploit more extensive concessions will ultimately entail an expenditure of from $2,500,000 to $3,750,000 gold. This development is expected to affect the entire timber and lumber trade of the far East, and perhaps quite appreciably that of the United States along the Asiatic coast.

Woman Will Recover Sunken Logs

Sunken treasure in Lake Erie is the goal of Mrs. Margaret C. Goodman of New York city, formerly of Detroit. But this treasure is neither gold nor silver. It is just logs. Nevertheless these logs constitute a fortune—they are a cargo of walnut and white oak logs sunk in Lake Erie in 1859, when a three-masted schooner carrying them from a Canadian port went down with all hands save one.

Mrs. Goodman is the only woman in the world, it is said, engaged in deep sea salvaging. She organized the company that raised the copper cargo of the steamer Pewabic, sunk off Thunder Bay, near Alpena, before the Civil War. One single piece of copper in mass form recovered from the Pewabic was sold for $3,500. The amount recovered ran into a big total.

Spraying the Pulpwood Block Pile

Following a recent visit of Mr. T. J. Hoxie, a special Investigator of the Mutual Insurance Company, and an expert on the fungi that attack pulpwood in storage, Laurentide Company is making experiments with spraying the block pile to prevent fire. This spraying is now being done continuously to avoid any fire that a chance spark might start in little piles of sawdust, bark, or chips that accumulate. Fire protection apparatus is now available in the block pile yard which is believed can cope with any ordinary fire that might become ignited, but the spraying sytsem now in use will probably give little chance for its employment.

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EDGINGS

Ontario

The Leigh Lumber Co., 33 Richmond St. West, Toronto, was recently registered.

The Continental Bag & Paper Co., Montreal, have started the clearing for their new mill and camp site near Sudbury, Ont., which will cost about $50,000.

The North American Lumber and Supply Co., Limited, Toronto, Ont., have been authorized by supplementary letters patent to increase their capital from $100,000 to the sum of $1,000,000.

The Algonquin Lumber Company, Limited, Toronto, have been incorporated to conduct a general business in the manufacture and dealing of lumber, timber and other forests products. Capital $100,000.

Lightning recently struck the chimney stack of the Waugh planing mill at Niagara Falls, Ont., tore off the top and opened a crack all down the side. A heavy steel furnace door was thrown a distance of fifty feet. No one was injured.

The Cook and Bird Sawmill, situated on a lake about five miles from the Mattagami river in Northern Ontairo, was recently destroyed by fire. There was no insurance on the property. The mill was lately overhauled and put in first clash shape.

The Hope Lumber Company, Limited, Thessalon, Ont., was recently incorporated to take over the businesses formerly known as the Hope Lumber Co. and the Hope Operating Co. and to manufacture and deal in lumber, timber and other forest products. Capital $750,000.

The Fort William Pulp & Paper Co. will proceed at once with the erection of their new plant on the Mission site at Fort William. The groundwood pulp plant will be proceeded with at once and the sulphite and newsprint mills will be constructed afterwards. The buildings throughout will be of concrete and of the most modern type.

J. F. Lillicrap, of the Kawatha Lumber Co., Lakefield, says that they have found a ready market for all their lumber purchased, and that prices are steady. They have sold their hardwood stock, but have considerable pine and hemlock for the autumn trade. Mr. Lillicrap is of the opinion that prices will hold firm while there may be an advance in some grades.

An extra provincial license has been granted to G. H. Mead Co. of Dayton, Ohio, a corporation created in the state of Ohio to buy and sell pulp and paper and other products connected with the pulp and paper business. The company is empowered to invest the sum of $100,000 in its operations in Ontario, and has appointed J. G. Gibson of Toronto, as its attorney.

The Armstrong Lumber Co. have completed a fine new sawmill at Lakefield, Ont. The size of the structure is 24 x 75 on the main floor and the plant is operated by hydro-electric power. The company have about 36 square miles of timber tributary to Lakefield and about three-quarters of a million feet of logs now at their mill, which began cutting a few days ago.

A charter has been granted to the Century Bag Holder Co., Limited, with a capital stock of $40,000, and headquarters in Toronto, to manufacture, sell and deal in bag holders, bags, boxes, chests, wrappers, packing devices made of wood, paper, fibre, metal and other materials. Walter F. Wormley, Thomas H. Goldring and others of Toronto, are shareholders in the new enterprise.

Among the new incorporations in Ontario is Kennedy Car Liner and Bag Co., Limited, with head office at Woodstock, Ont., capital stock of $100,000, to manufacture, purchase and sell paper of all kinds and to make car liners, paper and other products, bags and covers for covering all kinds of furniture, manufactured goods and other products. The company recently located in Woodstock, where it expects to start operations in the near future.

John Stirrett and Sons, lumbermen, of Port Arthur, have acquired twenty acres and buildings formerly belonging to the Port Arthur Waggon and Implements, Limited, at a price of $270,000, which they are paying the liquidators, the Toronto General Trust Co., and the Imperial Bank. Within sixty days the newcomers will have 125 men working in the plant which has been idle for some time. Stirrett & Sons contemplate the establishment of a modern box factory to be operated in conjunction with their mill and also a pulp plant.

John Duignan, of Peterboro, who purchased the Kelly limits in the township of Harvey, Peterboro County, some time ago, has taken down the Kelly mill at Bridgenorth and removed the frame to Lakefield, as well as some of the machinery. New equipment has been added and also new boilers. The foundations of the new building have been put in and the structure will be about 40 x 90, along with new boiler house. It is said that the plant will be up-to-date in every way, and that it will cost about $30,000. Logs for the operation of the mill will be taken out this fall and winter.

The Spruce Falls Co., Limited, with headquarters at Kapuskasing, Ont., and a capital stock of $7,000,000, divided into 70,000 shares of $100.00 cash, of which 20,000 are preference shares, have been granted a charter to manufacture, sell and deal in pulpwood, mechanical and chemical pulp paper, etc., and to carry on the business of paper manufacturers, lumbermen, timbermen, etc. This is the company which is erecting a 150-ton pulp plant and newsprint mill of similar capacity at Kapukasing on the National Transcontinental Railway, which is the scene of the former soldiers' colonization scheme. The work is to be proceeded with at once.

Eastern Canada

Cote & Trottier, Ham, P.Q., have registered as lumber dealers, with A. Trottier as proprietor.

The sawmill of James Mesner & Sons, at Chipman Brook, N.S., was recently wiped out by fire.

The lumber yard and general store of Robinson Limited, Millerton, N.B., was recently destroyed by fire.

Baie St. Paul Pulpwood and Spoolwood Company, Quebec, P.Q., was recently incorporated to manufacture and deal in lumber, timber and forest

products of all kinds. Capital $19,300. L. A. Cannon, K. C., and P. Taschereau, both of Quebec City, are two of the incorporators.

Tanguay & Fils, Cap de la Madeleine, P.Q., have been registered as lumber dealers and contractors.

The planing mill of the Canadian Woodworking Co., Limited, Yarmouth, N.S., was recently destroyed by fire.

Gustave Champagne, Montreal, P.Q., has registered as a pail manufacturer under the name of Cie La Daisy.

A. Gigaire & Frere, St. Flore, P.Q., were recently registered as lumber dealers. A. & A. Gigaire are the proprietors.

The partnership known as J. G. Ewing & Sons, Melbourne, P. Q., proprietors of a sash and door factory, has been dissolved.

The Gloucester Lumber & Trading Co., Bathurst, N. B., was recently registered with Wm. G. White and George A. Rogers as proprietors.

The New Brunswick Pulp and Lumber Co., Campbellton, N.B., was recently registered with John L. Wootten and E. R. Cromwell as partners.

The Gloucester Timber & Trading Co. have bought the James Rogers farm at West Bathurst, N.B., for $44,000. The farm is a very large one.

The Quebec Government has nominated J. A. Gagne as agent of lands and forests for Peribonka, and J. A. Lepage as agent of lands and forests for the lower Ottawa.

The annual timber sale of the department of lands and mines of New Brunswick, which is to take place on August 25, will be smaller than it was last year.

John Breakey of Breakeyville, Levis County, Que., who is a well-known lumberman, intends erecting a large pulp plant in Levis. The plant will be driven by electric power.

The plant of J. P. Abell, Fortin Co., Limitee, Montreal, P. Q., box manufacturers, was recently destroyed by fire, causing a loss esimated by an official of the company at about $25,000, partly covered by insurance. The origin of the fire is unknown.

Morissette & Levesque, Limited, Quebec, P.Q., have been incorporated to manufacture and deal in lumber, timber, pulpwood and other forest products. Capital, $99,000. Two of the incorporators are O. C. Morissette and J. E. W. Levesque, lumber merchants, both of Sherbrooke, Que.

The Juniper Lumber Co., Juniper, N. B., was recently incorporated to conduct a general lumber business, manufacturing and dealing in lumber, timber and pulpwood. Capital, $49,000. Two of the incorporators are W. M. Flemming, lumberman, Juniper, N. B., and W. Love, lumberman of Forestson, N. B.

The Bloomfield Lumber Co., Limited, Bloomfield, N. B., was recently granted a provincial charter to take over the property and rights of the business known as the Dolan Estate and to manufacture and deal in lumber, timber and other forest products. Capital $5,000. Two af the incorporators are D. J. Boyce and F. L. Rodderick, both of St. John, N. B.

The Fraser Company, Ltd., of Chatham, N.B., which recently secured the plant formerly owned by the Dominion Pulp Co. of New Brunswick, is making a number of changes, which, when completed, will put the plant in first class condition and will slightly increase the production. The changes include alterations in the boiler house, remodelling of the wood room and the installation of two additional American barking drums which have been bought within the past two weeks.

The spruce-bed worm situation is a very serious one this season in and around Newcastle, N. B. M. B. Brown, entymologist of the Dominion department of agriculture, has been examining the forests on the Southwest Miramichi river and reports the worm is to be seen in large quantities at present; practically all the balsam fir and at least fifty per cent. of the spruce have been killed or injured. Complete destruction of this is not only possible but probable, if the ravages of this pest are not controlled.

Western Canada

The Beaver Lumber Co., Limited, have opened branches at Kamsack and Verigin, Sask.

The Ptarmigan Lumber Co., Limited, Ptarmigan Creek, B. C., were recently granted a Dominion charter.

A. C. Munroe & Co., Plumas, Man., was recently formed to take over the lumber business formerly conducted by A. C. Munroe.

The Saskatchewan Lumber Co., Limited, Crooked River, Sask., was recently granted a provincial charter with a capital of $500,000.

The old shingle mill, the property of the Ontario Slocan Lumber Co., was destroyed at Slocan recently. The loss is estimated at about $2,000.

The Hardwood Chair Co., Limited, Vancouver, B.C., were recently incorporated to take over as a going concern the plant and assets of the Hardwood Chair Co.

The Mayo Lumber Co., which operated some years ago in the Chilliwack and Rosedale districts, is now running an extensive plant near Duncans, V. I., where it is employing over 90 hands. The mill has a capacity of 75,000 feet per day.

Chase Creek Lumber Company, Limited, Blackie, Alta., were recently granted a federal charter to manufacture and deal in lumber, timber and other forest products. Capital $100,000. Two of the incorporators are O. W. Bowlus and W. H. Farrell, farmers, both of Blackie, Alta.

Last year the old Fernie Lumber Company mill at Fernie, B.C., owned then by Sandy MacDougall, was sold to J. J. O'Neill and J. Irvine, two timber operators from Spokane, heavily interested in the Kootenay. The new owners have not only re-named the company, and re-organized it under a new name, the White Spruce Lumber Co., Ltd., but they have transferred the mill to a new site approximately four miles north-east of the former location. This was done to provide better facilities for transporting their log supply from the woods to the mill.

The Bureau of Labor & Industries of Regina, Sask., has received an offer for pulpwood at a price of $12.00, f.o.b. cars, Fort Frances. An inquiry will now be instituted as to the freight rates, points of shipments and other features with a view to finding a market, if possible, for the great quantities of this wood being cleared from the settlers' holdings in the northern part of the province. At present this wood is being destroyed and the market would prove a source of revenue for settlers during the years the land is being cleared and before a crop can be secured.

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Many letters reach us from subscribers enquiring where a certain machine, a certain kind of lumber or veneer, or some other class of goods, can be obtained. We can usually supply the information. We want to be of service to our subscribers in this way, and we desire to encourage requests for such information. Make use of this form for the purpose.

Date.....19..

"CANADA LUMBERMAN"
347 Adelaide Street West, Toronto.

Please tell us where we can procure .....

.....

.....

.....

Name .....

Address .....

Dinner Time and Everybody Happy

"Come and Get it" sounds good to the men in a Lumber Camp when they know that the food is well-cooked, plentiful and varied.

A variety of well-cooked food does more than any other thing to keep men well and happy. "The same old thing" meal after meal has started many an exodus from camp, but the camp where the food is best usually has little difficulty in getting all the men needed.

The Cook who is supplied with plenty of Klim does not worry about the "sameness" of the food getting on the men's nerves. He is able to prepare plenty of nourishing dishes which KLIM makes possible.

KLIM is pure powdered separated milk. It is compact in bulk, easy to ship and store. Keeps fresh and sweet until entirely used. It requires only a cool, dry place for storing.

KLIM is packed in 10-pound tins, six tins to the case. One pound of KLIM will make four quarts. When making up your list of supplies estimate your requirements on this basis, order from any wholesale supply house.

Canadian Milk Products Limited

10-12 St. Patrick Street, TORONTO

British Columbia Distributors:

KIRKLAND & ROSE, - 132 Water Street, VANCOUVER, B.C.

ST. JOHN MONTREAL WINNIPEG

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine;		
1 x 4/7 Good Strips	$120 00	$130 00
1¼ & 1½ x 4/7 Good Strips.	120 00	130 00
1 x 8 and up Good Sides	155 00	165 00
2 x 4/7 Good Strips	125 00	135 00
1¼ and 1½ x 8 and wider Good Sides	165 00	175 00
x 8 and wider Good Sides.	175 00	185 00
2 x 8 and wider Good Sides.	175 00	185 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	70 00	72 00
1 x 7, 9 and 11 Mill Run	72 00	74 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	45 00	47 00
1 x 10 x 12 6/16 No. 2 Mill Culls	50 00	52 00
1 x 4 and up 6/10 No. 3 Mill Culls	32 00	36 00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	60 00	62 00
2 x 8 Mill Run	62 00	64 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK, No. 1
(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00
1 x 6 in. x 9 to 16 ft.	50 00
1 x 8 in. x 9 to 16 ft.	52 00
1 x 10 and 12 in. x 9 to 16 ft.	54 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00
2 x 4 to 12 in., 12 and 14 ft.	54 00
2 x 4 to 12 in., 18 ft.	58 00
2 x 4 to 12 in., 20 ft.	60 00
1 in. No. 2, 6 ft. to 16 ft.	43 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	100 00
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	85 00
(Depending upon widths)	
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	$106 75
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	112 00
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	108 00
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	110 00
1 x 5 & 6 Fir Casing	105 00
1 x 8 & 10 Fir Base	108 00
1¼ & 1½ 8, 10 & 12" E. G. Stepping	112 00
1¼ & 1½, 8, 10 & 12" F. G. Stepping	102 00
1 x 4 to 12 Clear Fir, D4S.	91 50 104 00
1¼ & 1½ x 4 to 12, Clear Fir, D4S	97 00 105 00
XX Shingles 6 butts 1 to 2". per M.	4 70
XXX Shingles, 6 butts to 2 in., per M.	6 15
XXXXX Shingles, 5 butts to 2 in., per M.	7 65

LATH

No. 1 White Pine, 4 ft.	Open
No. 2 White Pine, 4 ft.	"
No. 3 White Pine, 4 ft.	"
Mill run white pine, 32 in.	"
Merchantable spruce lath, 4 ft.	"

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE
(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$165.00	$115.00	$ 70.00
1¼"	200.00	150.00	80.00
1½"	200.00	150.00	80.00
2"	215.00	165.00	95.00
2½" and 3"	245.00	225.00	105.00
4"	265.00	235.00	120.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	200.00	140.00	110.00

BIRCH
(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$155.00	$115.00	$75.00
5/4 and 6/4	165.00	125.00	85.00
8/4	170.00	135.00	100.00
10/4 and 12/4	210.00	160.00	120.00
16/4	225.00	175.00	125.00

BASSWOOD
(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$140.00	$100.00	$65.00	$50.00
5/4 & 6/4	145.00	105.00	70.00	55.00
8/4	150.00	110.00	75.00	60.00

CHESTNUT
(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$160.00	$125.00	$ 75.00
1¼"	165.00	130.00	80.00
2"	170.00	135.00	85.00

ELM, SOFT
(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED
(Dry weight 3300 lbs. per M. ft.)

	Plain		Quartered	
	1s & 2s	No. 1 Com.	1s & 2s	No. 1 Com.
1"	$200.00	$175.00	$230.00	$205.00
1¼"	220.00	195.00	250.00	220.00
1½"	225.00	200.00	255.00	220.00
2"	230.00	205.00	260.00	225.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$110.00	$ 85.00
1¼" and 1½"	130.00	110.00
2"	140.00	120.00

HICKORY
(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$145.00	$100.00	$ 70.00
1¼"	145.00	100.00	70.00
1½"	160.00	110.00	70.00
2"	170.00	120.00	80.00

MAPLE, HARD
(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	115.00	$90.00	$60.00	$40.00
5/4 & 6/4	150.00	140.00	110.00	.....
8/4	160.00	150.00	120.00	.....
12/4	170.00	160.00	130.00	.....
16/4	200.00	190.00	150.00	.....

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK
(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$185.00	$130.00
5/4 & 6/4	190.00	135.00
8/4	200.00	145.00
10/4	240.00	190.00
12/4	240.00	190.00
16/4	250.00	200.00

WHITE OAK, Quarter Cut
(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$275.00	$175.00
5/4 and 6/4	285.00	185.00
8/4	295.00	195.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$240.00	$140.00
5/4 and 6/4	250.00	150.00
8/4	260.00	160.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:	
1-in. x 7-in. and up	$150 00
1¼-in. and 1½-in., 8-in. & up	190 00
2-in. x 7-in. and up	200 00
No. 2 cuts 2 x 8-in. and up.	95 00
Pine good strips:	
1-in.	125 00
1¼-in. and 1½-in.	145.00
2-in.	150 00
Pine good shorts:	
1-in. x 7-in. and up	135 00
1-in. x 4-in. to 6-in.	110 00
1¼-in. and 1½-in.	135 00
2-in.	140 00
7-in. to 9-in. A sidings	80 00
Pine, No. 1 dressing sidings	95 00
Pine, No. 1 dressing strips	90 00
Pine, No. 1 dressing shorts	75 00
Pine, 1-in. x 4-in. s.c. strips	72 00
Pine, 1-in. x 5-in. s.c. strips	73 00
Pine, 1-in. x 6-in. s.c. strips	74 00
Pine, 1-in. x 7-in. s.c. strips	74 00
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00 76 00
Pine, 1-in. x 10-in. M.R.	78 00
Pine, s.c. sidings, 1¼ and 2-in.	75 00
Pine, s.c. strips, 1-in.	65 00
1¼, 1½ and 2-in.	70 00
Pine, s.c. shorts, 1 x 4 to 6 in.	60 00
Pine, s.c. and bet., shorts, 1 x 5	62 00
Pine, s.c. and bet., shorts, 1 x 6	65 00
Pine, s.c. shorts, 6'-11', 1"x10"	68 00
Pine box boards:	
1"x4" and up, 6'-11'	52 00
1"x3", 12'-16'	60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up. 12 ft. and up	55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.	45 00
O. culls r & w p	38 00 40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00 52 00
mill culls out, 1¼-in.	36 00 52 00
mill culls out, 1½-in.	38 00 52 00
mill culls out, 2-in.	40 00 52 00
mill culls, white pine, 1"x7" and up	45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00 52 00
1"x4" and up, 12'-16'	50 00 52 00
1"x9"-10" and up, 12'-16'	54 00 56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00 56 00
1¼ x 10 and up, 12'-16'	54 00 60 00
1½" & 2" x 12" and up, 12'-16'	54 00 60 00
Spruce, 1-in. clear (fine dressing and B)	60 00 63 00
Hemlock, 1-in. cull	35 00 37 00
Hemlock, 1-in. log run	45 00 47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00 58 00
Tamarac	34 00 36 00
Basswood, log run, dead culls out	52 00 56 00
Basswood, log run, mill culls out	54 00 58 00
Birch, log run	48 00 50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00 70 00
Ash, black, log run	62 00 65 00
1 x 10 No. 1 barn	57 00 62 00
1 x 10 No. 2 barn	51 00 56 00
1 x 8 and 9 No. 2 barn	47 00 52 00
Lath per M:	
No. 1 white pine, 1½-in. x 4 ft.	Open
No. 2 white pine	Open
Mill run white pine	17 00
Spruce, mill run 1½-in.	15 00
Red pine, mill run	14 00
Hemlock, mill run	12 00 13 00
White Cedar Shingles;	
XXXX, 18-in.	12 00
Clear butt, 18-in.	10 00
18-in. xx	7 00
Spruce logs (pulp)	20 00 28 00

QUEBEC, QUE.

WHITE PINE
(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS
(At Mill)

	Per M. Ft.
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00 $44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00 46 00
3 in. unsorted Quebec, 9 in. wide	50 00 54 00

OAK
(At Quebec)

	Cts. Per Cubic Ft.
According to average and quality 55 ft. cube	1 00 1 20

ELM
(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00 1 20
According to average and quality, 30 to 35 feet	90 1 00

BIRCH PLANKS
(At Mill)

1 to 4 in. thick, per M. ft.	50 00 60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	120 00
1¼ and 1½ in. and up wide	135 00
2 in. and up wide	140 00

CUTS AND BETTER

5/4 x 8 and up No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	125 00
8/4 x 8 and up No. 1 and better	125 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100.00
2 in., 8 in. and up wide	105 00
2½ in. and 3 in., 8 in. and up wide	130 00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$80 00 90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00 95 00
2½ to 3 in., 10/16 ft.	90 00 100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00 82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00 85 00
2½, 1½ and 3 in.	85 00 95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00 74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00 75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00 62 00

MILL CULLS

Mill Run Culls 1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER
Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
3x3, 3x7, 5x5, 6x6	50 00
3x3, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

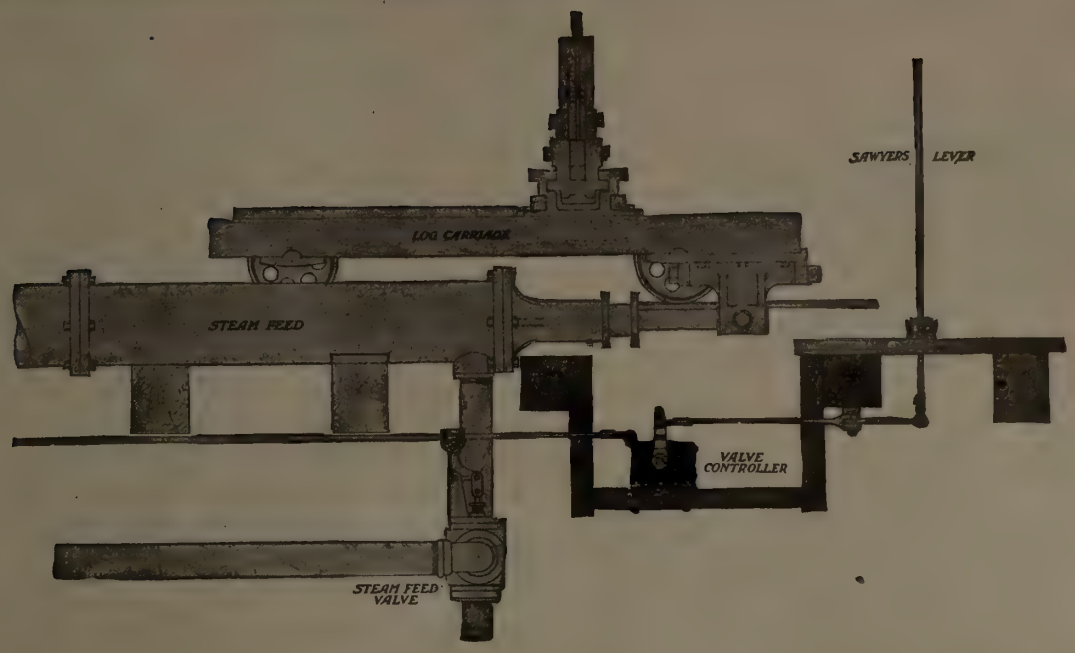
WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$44	$43	$43	$44
2 x 6	45	43	43	44
2 x 8	46	44	44	45
2 x 10	47	45	45	46
2 x 12	48	46	46	47

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 74)



Prescott's Valve Controller

Patented June 8, 1915

The Machine You Have Been Waiting for.

To eliminate every trouble with your Steam Feed Valves install one of these machines.

Six Real Reasons for Doing So:

1—Gives the sawyer the easiest kind of control of valve.

2—Hand lever stays put, making them safe against any jerk or kick of valve.

3—Gives the sawyer every confidence in handling valve.

4—Will prevent accidents—is easier on the nerves and carriage runs steadier.

5—Water flowing into valves from foaming boilers does not fret the sawyer.

6—This relief from all troubles of which sawyers have complained enables them to give closer attention to the logs they are cutting and a better inspection of the lumber they produce.

Read what one of the largest lumber companies on the north shore has to say about it.

We are sole Canadian manufacturers of these machines.

Pamphlets with full description and prices on application.

Let us quote you also on our new "Hamilton" Vertical Steam Feed Valves.

WHAT IS IT ?

PRESCOTT'S VALVE CONTROLLER

Waubaushene, Ont., Sept. 11, 1917.
Messrs. Wm. Hamilton Co.,
Peterborough, Ont.

Gentlemen:—

Replying to your inquiry re Prescott Valve Controller, which you sent us last spring to try out: I beg to say that we installed this machine early in April, just previous to starting the mills, selecting the most difficult valve we have to handle, the steam having to travel **through nearly three hundred lineal feet of** pipe to reach this valve, and noting the fact that the pipes are well covered, there is necessarily considerable condensation, and every sawyer knows the annoyance caused by water passing through the valves which violently jars or jerks the lever, sometimes wrenching it from the hand and thereby inflicting serious damage to the machinery of the mill. And now after nearly five months of daily use, I am pleased to tell you that this device has put up all that is claimed for it. There is **not the slightest jar or vibration to be felt,** no matter where the lever is held. It is very easily attached and does not interfere in any way with the free movement of the lever, and the Sawyer, Mr. George Botting, also our Foreman, Mr. W. A. Gill, both speak of your controller in the most glowing terms. I can, therefore, congratulate you on securing an article that will fill many a long felt want.

Yours truly,
(Signed) D. B. Anderson,
Chief Engineer,
The Georgian Bay Lumber Co., Ltd.

William Hamilton Co., Limited

Agents: J. L. Neilson & Co., Winnipeg, Man.

Peterboro, Ontario

CURRENT LUMBER PRICES—Continued

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E	$43 00
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E	44 00
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E	42 00
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E	45 00
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E	47 00
2 x 10, 8 ft. to 16 ft., S1S1E	45 00
2 x 10, ft., S1S1E	45 00
2 x 10, 18/22, S1S1E	46 00
2 x 10, 24/32, S1S1E	48 00
2 x 12, 8 ft. to 16 ft., S1S1E	44 50
2 x 12; 10, 18, 20	46 50
2 x 12; 24, 26, 28, 30, 32	48 50

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	42 00
2 x 4 in., 8, 12 and 14 ft.	43 00
2 x 4 in., 16 ft.	44 00
2 x 4 in. 18 and 20 ft.	45 00
2 x 4 in., 22 to 32 ft.	47 00
2 x 10 in., 8, 12, and 14 ft.	44 25
2 x 10 in., 16 ft.	45 25
2 x 10 in., 18 and 20 ft.	46 25
2 x 10 in., 22 to 32 ft.	48 25
2 x 12 in., 8 to 14 ft.	45 75
2 x 12 in., 16 ft.	46 75
2 x 12 in., 18 and 20 ft.	47 75
2 x 12 in., 22 to 32 ft.	49 75
3 x 3 and 3 x 4 in., 8 to 14 ft.	47 25
3 x 3 and 3 x 4 in., 16 ft.	48 25
3 x 3 and 3 x 4, 18 and 20 ft.	49 25
3 x 3 and 3 x 4, 22 to 32 ft.	51 25
6 x 6, 6 x 8, 8 x 8, 6 to 16 ft.	49 50
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	50 00
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	51 00
Shingles, XXX B. C. Cedar, straight cars on 60c rate	Open

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	$200 00
Uppers, 5/4 to 8/4	200 00
Uppers, 10/4 to 12/4	220 00
Selects 4/4	180 00
Selects 5/4 to 8/4	180 00
Selects 10/4 to 12/4	200 00
Fine Common 4/4	140 00
Fine Common 6/4	145 00
Fine Common 8/4	145 00
Fine Common 5/4	145 00
No. 1 Cuts 4/4	105 00
No. 1 Cuts 5/4	115 00
No. 1 Cuts 6/4	115 00
No. 1 Cuts 8/4	120 00
No. 2 Cuts 4/4	78 00
No. 2 Cuts 5/4	93 00
No. 2 Cuts 6/4	93 00
No. 2 Cuts 8/4	97 00
No. 3 Cuts 5/4	72 00
No. 3 Cuts 6/4	72 00
No. 3 Cuts 8/4	73 00
Dressing 5/4	90 00
Dressing 5/4 x 10	93 00
Dressing 5/4 x 12	98 00
No. 1 Moulding 5/4	120 00
No. 1 Moulding 6/4	120 00
No. 1 Moulding 8/4	120 00
No. 2 Moulding 5/4	104 00
No. 2 Moulding 6/4	104 00
No. 2 Moulding 8/4	104 00
No. 1 Barn 1 x 12	85 00
No. 1 Barn 1 x 6 and 8	77 00
No. 1 Barn 1 x 10	79 00
No. 2 Barn 1 x 6 and 8	71 00
No. 2 Barn, 1 x 10	73 00
No. 3 Barn 1 x 6 and 8	63 00
No. 3 Barn 1 x 10	65 00
Box 1 x 6 and up	56 00
Box 1 x 10	57 00
Box 1 x 12	58 00
Box 1 x 13 and up	59 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	117-122	89- 94	71-73
5/4 to 8/	133-135	96- 98	71-78
10/4 to 16/4	143-145	108-110	80-82

RED BIRCH

4/4	149-151	108-110	74-76
5/4 to 8/4	152-164	117-119	83-85

SAP BIRCH

4/4	145-149	108-110	74-76
5/4 and up	150-153	111-113	78-80

SOFT ELM

4/4	129-130	99-101	56-60
5, 6 & 8/4	137-139	107-109	64-66

BASSWOOD

4/4	129-131	104-106	51-53
Thicker	133-141	107-114	59-62

PLAIN OAK

4/4	166-171	128-132	69-71
5/4 to 8/4	177-181	138-142	78-82

ASH, WHITE AND BROWN

4/4	147-149	112-116	63-66
5/4 to 8/4	163-167	120-122	69-72
10/4 and up	190-182	135-138	72-75

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

White pine uppers, 1 in.		$206 00
White pine uppers, 1¼, 2 in.		210 00
White pine uppers, 2½, 3 in.		236 00
White pine uppers, 4 in.		246 00
Selects, 1 in.		186 00
Selects, 1¼, 2 in.		190 00
Selects, 2½, 3 in.		225 00
Selects, 4 in.		235 00
Fine common, 1 in., 30 per cent. 12 in. and up		165 00
Fine common, 1 x 8 and up		162 00
Fine common, 1¼ to 2 in.	168 00	170 00
Fine common, 2½ and 3 in.		215 00
Fine common, 4 in.		225 00
1 in. shaky clear		90 00
1¼ to 2 in. shaky clear		95 00
1 in. No. 2 dressing		90 00
1¼ to 2 in. No. 2 dressing		90 00
No. 1 Cuts, 1 in.		100 00
No. 1 Cuts, 1¼ to 2 in.		105 00
No. 1 Cuts, 2½ and 3 in.		125 00
No. 2 Cuts, 1 in.		70 00
No. 2 Cuts, 1¼ to 2 in.	75 00	80 00
Barn Boards, No. 1, 1 x 12		90 00
No. 1, 1 x 10		81 00
No. 1, 1 x 8		79 00
No. 2, 1 x 12		80 00
No. 2, 1 x 10		78 00
No. 2, 1 x 8		77 00
No. 3, 1 x 12		68 00
No. 3, 1 x 10		66 00
No. 3, 1 x 8		65 00

No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.		110 00
1 x 10 in.		110 00
No. 1, 1 x 4 to 7 in.		95 00
No. 1, 1 x 8 & 9 in.		95 00
No. 1, 1 x 10 in.		98 00
No. 2, 1 x 4 & 5 in.		57 00
No. 2, 1 x 6 & 7 in.		60 00
No. 2, 1 x 8 & 9 in.	63 00	68 00
No. 2, 1 x 10 in.		68 00
No. 2, 1 x 12 in.		71 00
Spruce, 12 in. dimension		64 00
Spruce, 10 in. dimension		62 00
Spruce, 9 in. dimension		61 00
Spruce, 8 in. dimension		60 00
2 x 10 in. random lengths, 8 ft. and up	55.00	57.00
2 x 12 in., random lengths	55 00	57 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7	48 00	50 00
3 x 4 and 4 x 4 in.	52.00	54.00
2 x 8 in.	58 00	60 00
All other random lengths, 7-in. and under, 8 ft. and up	51 00	53 00
5-inch and up merchantable boards, 8 ft. and up, p 1s		52 00
1 x 2		50 00
1 x 3		48 00
1⅜ in. spruce lath		10 00
1½ in. spruce lath		9 00

New Brunswick Cedar Shingles

Extras		8 00
Clears		7 50
Second Clear		5 50
Clear Whites		5 00
Extra 1s (Clear whites in)		4 50
Extra 1s (Clear whites out)	3 50	4 00
Red Cedar Extras, 16-in. 5 butts to 2-in.		6 70
Red Cedar Eurekas, 18-inch, 5-butts to 2-in.		10 00
Red Cedar Perfections, 5 butts to 2¼		11 00
Washington 16-in. 5 butts to 2 in. extra red cedar		6 50

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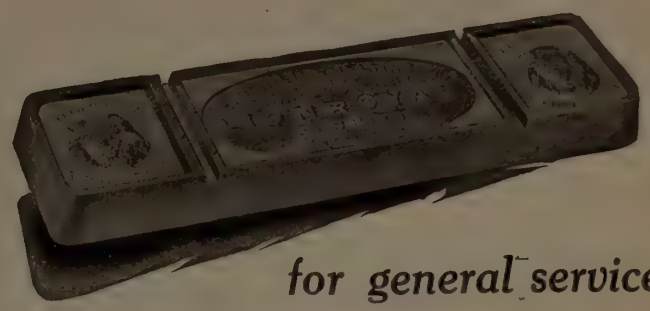

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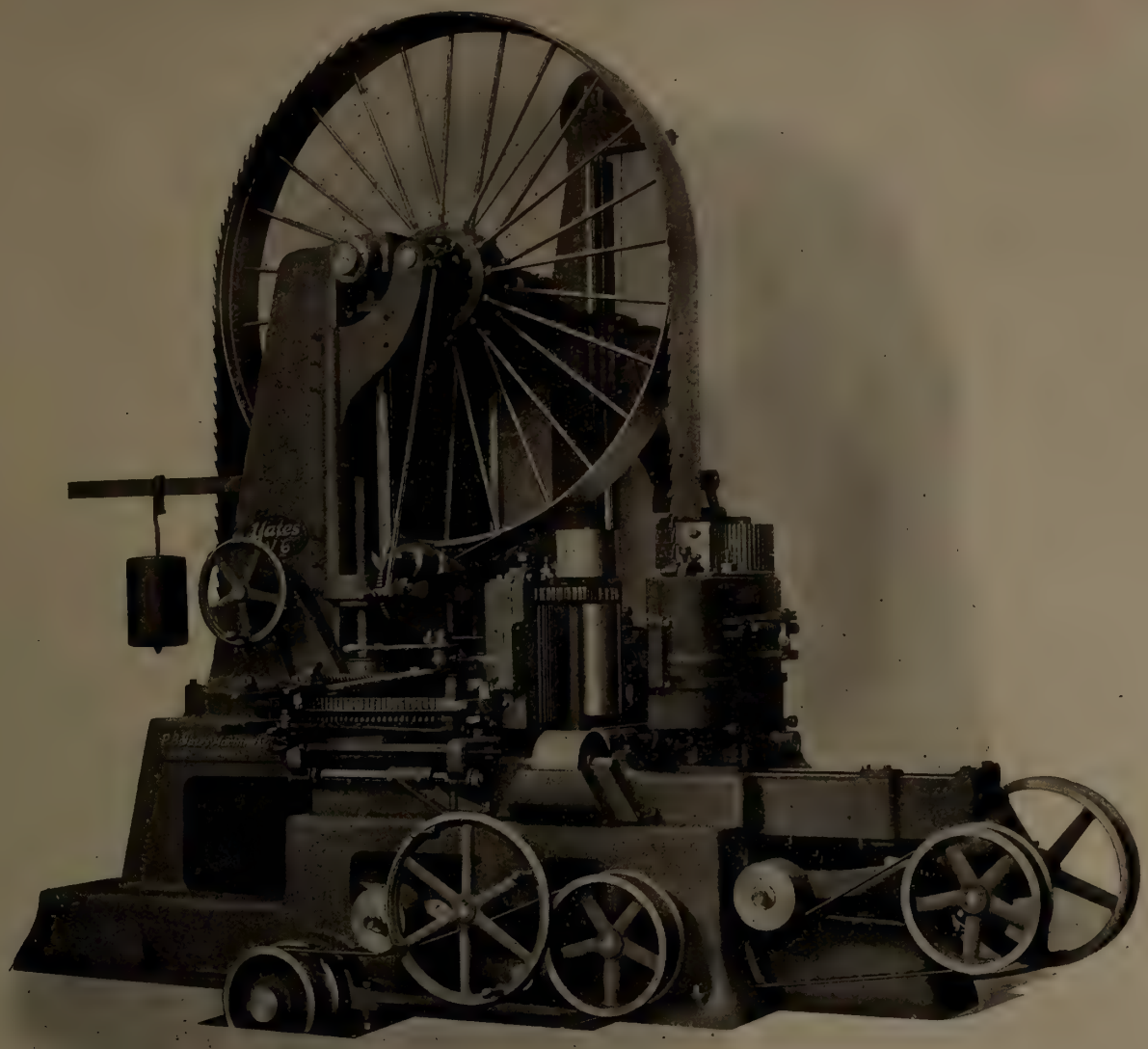

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Illustrating portable unit of Mathews Conveyor for unloading cars.

Photo by courtesy of Windsor Lumber Co., Ltd., Windsor, Ont.

Illustrating permanent installation of Mathews Lumber Conveyor, between mill and shipping and distributing platform.

Photo by courtesy of Vancouver Cedar Mills, Roche Point, B.C.

Write for Catalogue L.

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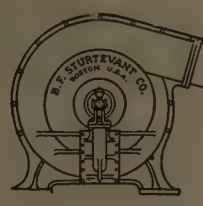

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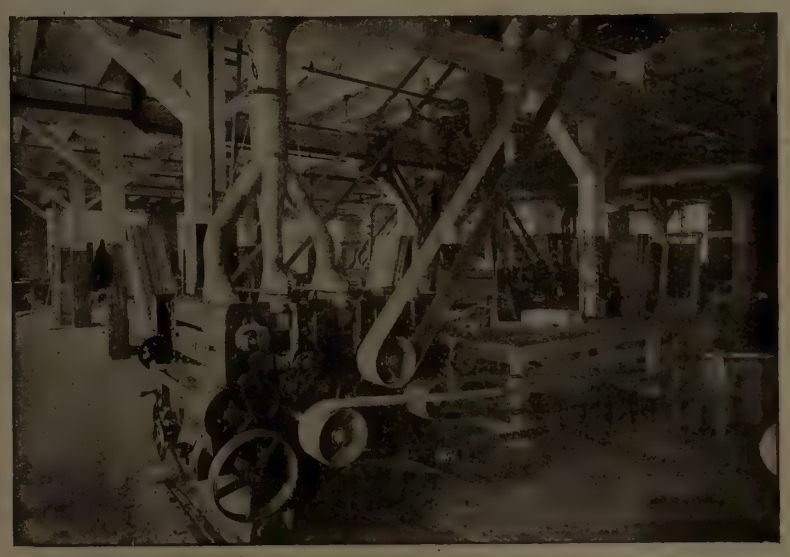

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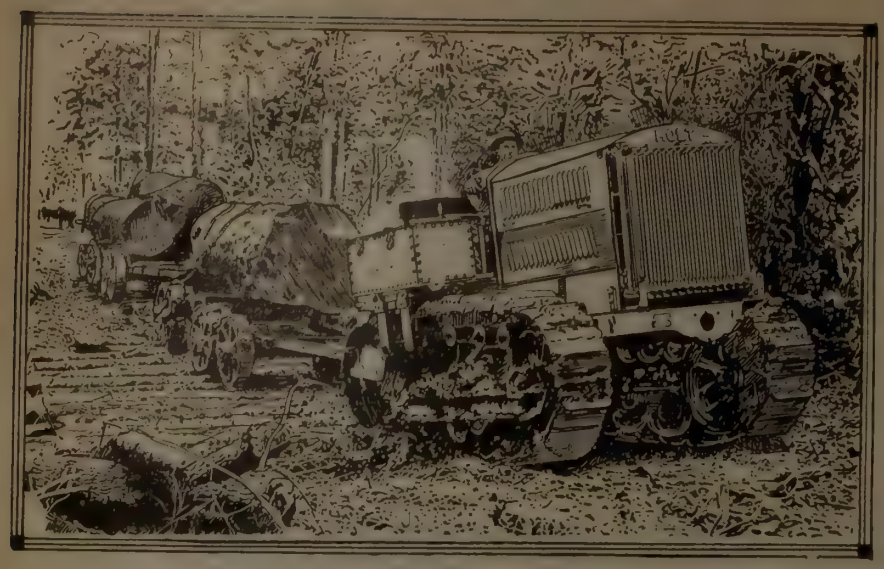

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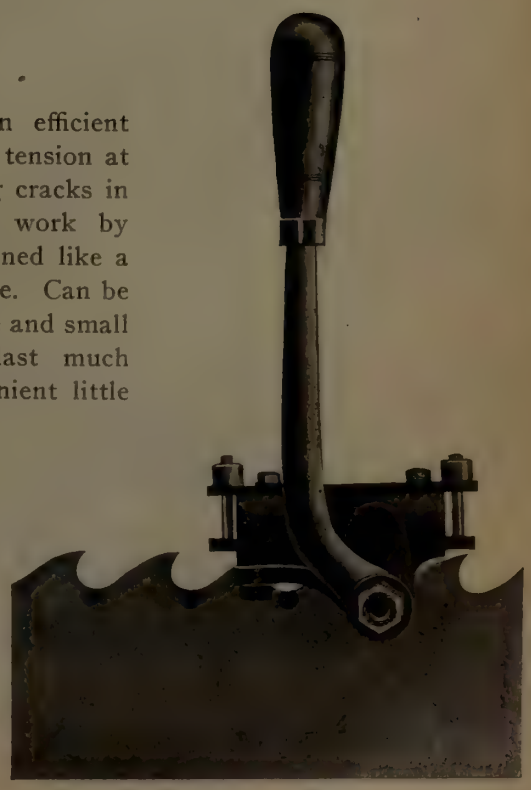
will prove itself highly efficient in every respect. Brazine is a scientific chemical compound, the invention of an expert saw filer who recognized the need of such a preparation.

We shall be pleased to send a try-out bottle to anyone who has not yet used it.

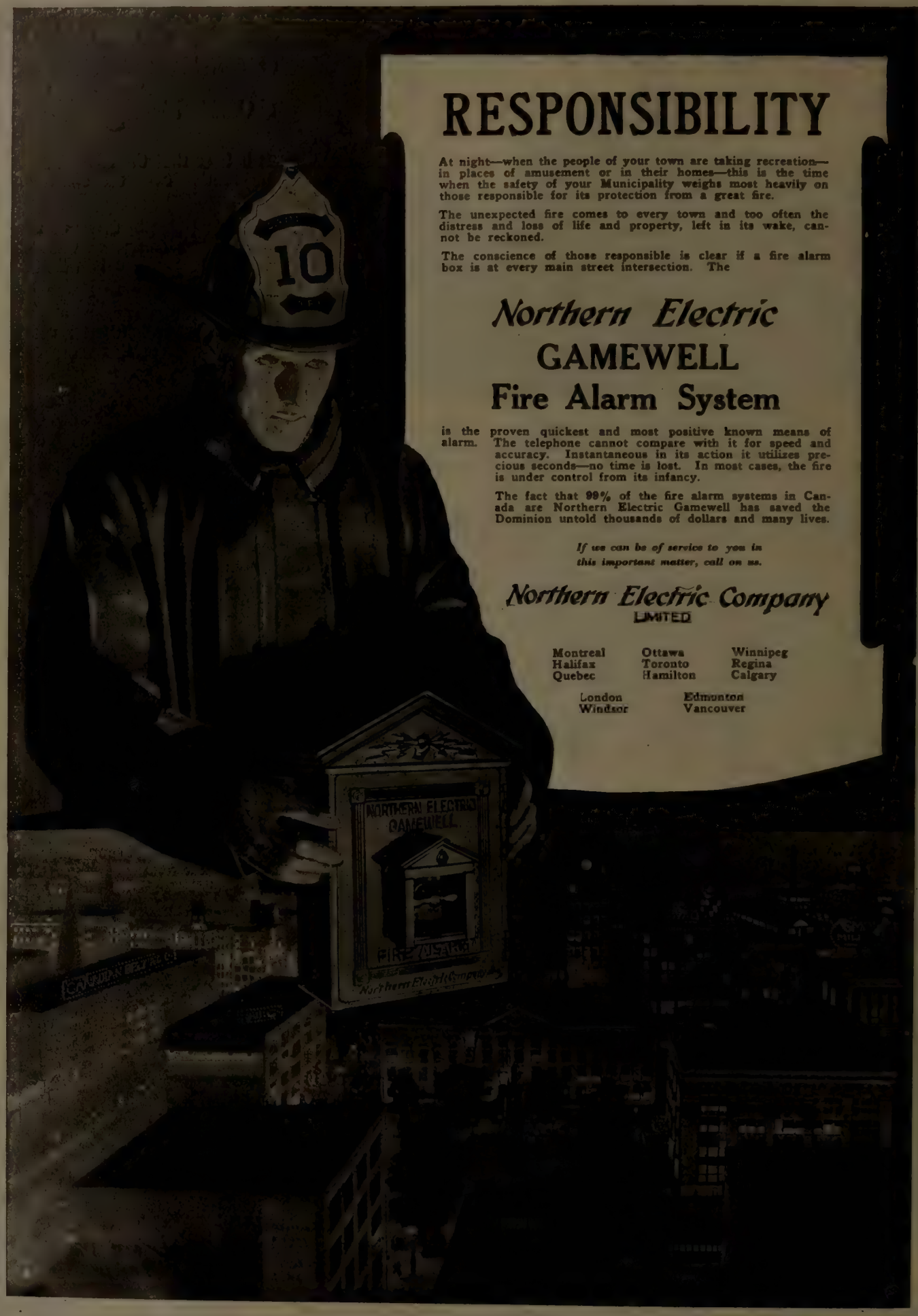
Price in Canada, $3.00 per 4 oz. bottle by mail.

This cut illustrates an efficient device for equalizing the tension at the gullet and preventing cracks in band saws. Doing the work by pressure the dies are peened like a hammer and very effective. Can be used on resaws both large and small and the tension will last much longer. A handy, convenient little tool for any filer.
Sent on approval.



GeBott Manufacturing Company

Big Rapids, Michigan



RESPONSIBILITY

At night—when the people of your town are taking recreation—in places of amusement or in their homes—this is the time when the safety of your Municipality weighs most heavily on those responsible for its protection from a great fire.

The unexpected fire comes to every town and too often the distress and loss of life and property, left in its wake, cannot be reckoned.

The conscience of those responsible is clear if a fire alarm box is at every main street intersection. The

Northern Electric
GAMEWELL
Fire Alarm System

is the proven quickest and most positive known means of alarm. The telephone cannot compare with it for speed and accuracy. Instantaneous in its action it utilizes precious seconds—no time is lost. In most cases, the fire is under control from its infancy.

The fact that 99% of the fire alarm systems in Canada are Northern Electric Gamewell has saved the Dominion untold thousands of dollars and many lives.

If we can be of service to you in this important matter, call on us.

Northern Electric Company
LIMITED

Montreal	Ottawa	Winnipeg
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DUPLEX TRUCKS

BUILT FOR BUSINESS

Patented Spring Suspension prevents damage to Radiator

Motor Meter set in Radiator shell prevents loss by theft.

Two Wonderful Runs That Show the Remarkable Stamina and Power of the Duplex Limited

Duplex Limited carrying 3060 pound load from Los Angeles to El Centro via San Diego, 267 miles in 8 hours and 26 minutes. Los Angeles to San Diego, 132 miles in 3 hours 49 minutes. San Diego to El Centro, 135 miles in 4 hours 37 minutes. Average speed 34 miles per hour. Entire distance without stop. No relief driver. Rain from Santa Ana to Oceanside. Speed limit observed in all towns in transit.

Duplex Limited carrying 3750 pounds of potatoes from New Orleans to Baton Rouge, 124.6 miles in 6 hours 55 minutes running time. Elapsed time 10 hours 10 minutes with 3 hours 15 minutes lost by ferry delays. The motor never missed and the water in radiator boiled only once and that after a 12 mile pull through "gumbo." After a 46 mile run in 2 hours to Port Allen the motor meter registered "warm."

HERE in this Duplex Limited is the definite practical achievement of the motor truck industry's aim to produce a truck that could freight 1½ to 2 tons at high speed.

This Duplex Limited is no mere city delivery wagon—but a strong rugged *road truck* capable of hauling 3000 to 5000 pounds over city or country roads, and doing it on *schedule* time.

Designed and built for pneumatic tires—not merely equipped with them—the Limited travels easily and smoothly enough for even very fragile freight. Minimum vibration and shock saves wear and tear—and adds longer life to the truck.

Its motor is wonderfully rugged and powerful—and when turning over only about 1300 r.p.m. it drives the truck along at 25 miles an hour on high. Gear ratio is 5½ to 1 insuring high speed at minimum wear on motor and other moving parts.

Electrically equipped throughout—which means economy of gasoline as drivers will shut off motor when truck is not running.

The radiator is suspended in patented Duplex Spring Suspension—which allows ¼ inch sidewise and 1 inch up and down movement before radiator touches anything solid. Prevents damage to radiator solderings and eliminates the great source of radiator leakage.

Lamps equipped with Nitrogen bulbs are mounted on radiator to prevent bulb damage by vibration.

Motor meter made part of radiator shell to prevent loss by theft.

Ball bearings used throughout—engineering tests show it requires 29 times less power to move a given load when ball bearings are used. *This means a gasoline saving due to less friction.*

Special flapper valve in oil filler pipe keeps sand and grit out of oil reservoir.

From every angle of mechanical value and economical operation this Duplex Limited is a real truck—the very kind you have been looking for in your business.

Have the Duplex dealer demonstrate the Limited. It *makes good*—and will *cut your trucking costs and give reliable service.* Write for complete details.

If you have heavy hauling to do—write for booklets about the Duplex 4-Wheel Drive—America's Leading Heavy Duty Truck. "DUPLEX DOINGS"—The Truck Owner's Magazine sent free to all truck users. Address Dept. 121

Duplex Limited lifted clear of ground by wire around windshield frame. Strength of cowl means safety and less vibration.

Duplex Truck Company

Lansing • Michigan

One of the Oldest and Most Successful Truck Companies in America

Original "Dunbar" Machines

We are the original and the only makers of "Dunbar" Shingle Machines, Lath Machines, Clapboard Machines, Steam and Gasoline Logging Engines. Each is the best for its particular work. Are you using the best?

Lath Machine

From our many years of experience we evolved this "Dunbar" Original Lath Machine. Every improvement that could be suggested, every time-tested idea for the betterment of product and for greater speed, has been incorporated in this machine. We believe it has no equal, and there are a great number of mill men throughout Canada who share this belief with us. Carefully constructed of high grade materials and designed to work steadily under the hardest conditions.

Steam and Gasoline Logging Engines

Conditions in Canada necessitate an engine that will stand any amount of strain and hard work in the lumber industry. With this idea in mind we have brought out the "Dunbar" engines perhaps a little stronger than is really needed. They do their work easily and willingly, and stand a great amount of hard usage. Built entirely in Canada for the Canadian lumber trade.

Clapboard Machine

You will need no excuse for the quality of your product if you use the original "Dunbar" Clapboard Machine. Expert in every detail. This machine will give you the very best service under most trying conditions. It will turn out work without delays. It will need practically no repairs and will increase your output. We cannot recommend it too highly because it is giving this very service to lumbermen in all parts of this country.

Send for catalogues of any or all of these machines.

Dunbar Engine & Foundry Co.

WOODSTOCK, N.B.

ONTARIO

Canada's Banner Province

Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

Pine production, 905,442,000 ft. B.M.
Pulpwood, 246,282 cords.
Railway Ties, 5,704,459.

Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent. of lumber used in Ontario's industries purchased within the Province.

Ontario's vast resources offer unsurpassed opportunities to the lumberman.

For maps and full information regarding Ontario, apply to

HON. BENIAH BOWMAN,

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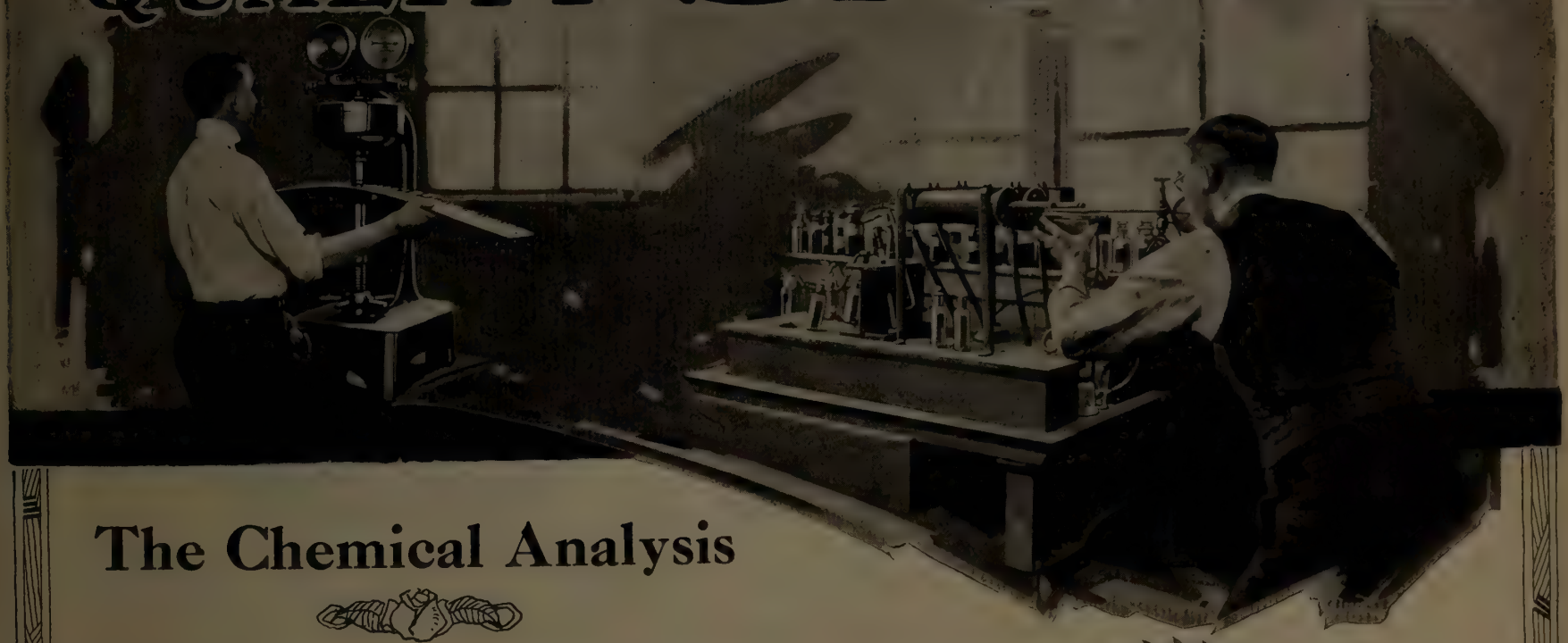
ATKINS STERLING QUALITY SAWS



The Chemical Analysis

Crucible steel making is far from an exact science. A large percentage of heats go wrong. If we made our own steel, we would be under temptation to excuse unimportant variations from perfection and work these "slightly off" batches into our products.

But we don't make our steel. We leave this to the greatest crucible steel makers in the world. And as we subject each saw plate from the steel makers to minute chemical analysis and physical inspection and test, we can be and are mercilessly exacting.

Our metallurgists see that no "slightly off" batches of steel are used in *Atkins Sterling Quality Saws*, therefore you can depend upon their uniformity and efficiency to give you maximum production.

Ask for latest catalog.

E. C. Atkins & Company

Established 1857

"The Sterling Quality Saw People"

Factory HAMILTON, ONT.

Branch VANCOUVER, B. C.

LINK-BELT
Saw Mill Chain

FOR elevating and conveying purposes, for medium and high-speed power transmission, for work of a crude nature, and for work requiring the highest possible efficiency and greatest accuracy, we are prepared to furnish types of Chain of such construction and possessing such qualities as make them the most desirable for the service expected of them.

By reason of the long-continued maintenance of such high standards of excellence, insured by rigid tests and careful inspection given to every foot of Chain by a skilled chain-making organization; and our large available stocks; we have developed our line of saw mill chains to a high standard of quality. We solicit your business on the basis of quality and service.

Look for this trade >——< mark on each link. It identifies the genuine Link-Belt—every link of which is guaranteed.

Write for our Saw Mill Chain Catalog No. 260.

CANADIAN
LINK-BELT CO., LIMITED

WELLINGTON & PETER STS., TORONTO

Stock also carried at 1195 St. James Street, Montreal.

New England Chain Works

Established 1867

Clinton E. Hobbs Co., Proprietors.
Established 1906. Incorporated 1913.

Manufacturers of

All sizes Wrought Iron and Steel Chain for Lumber, Quarry and Railroad requirements, Chain Hoists and Lifting Appliances.

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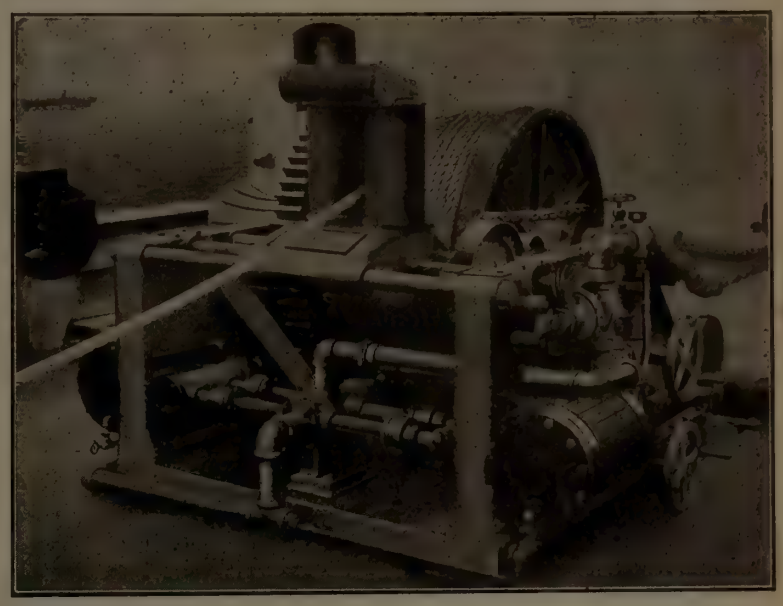
FOR TUGS AND BARGES

are the best that can be produced for Towing and Wrecking, and we guarantee them to give perfect satisfaction.
Write for full information to our nearest Agents.



Made in Five Sizes

Made in five sizes to accommodate flexible steel hawsers from 5/8 in. up to 2 in. diameter. This is the most up-to-date and modernly efficient machine on the market to-day. It saves its cost in three seasons.

The Corbet Foundry & Machine Co., Ltd.

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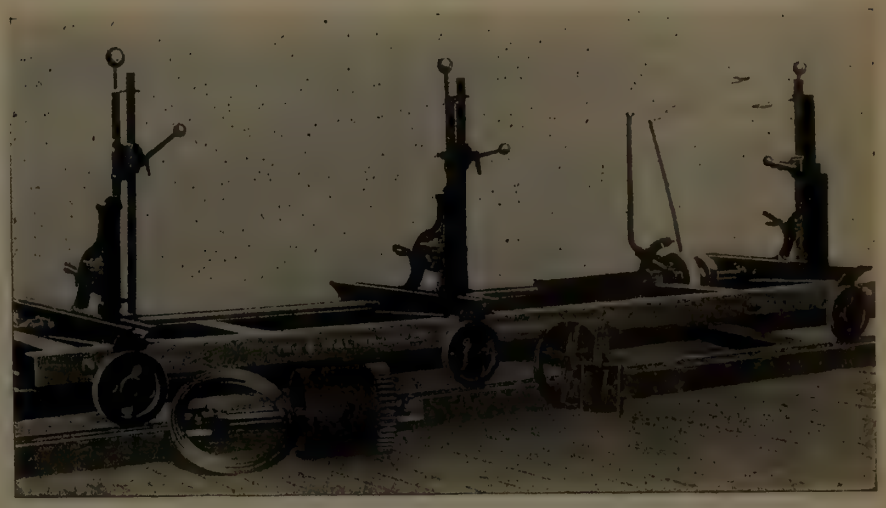
The Carriage You Are Looking For

Our No. 1 Size

CARRIAGE—Has three head blocks, as shown in cut, usually set 9 and 6 feet apart, will be placed any distance apart to suit purchaser. Knees open 38 in. from saw, and is fitted with Knight or Peel dogs, as desired. Taper movement on each knee. 1 15-16 in. steel set bar with steel pinions and coil spring receder, and friction lever brake for stopping knees where required. Timbers are 5 x 6 in., or heavier if desired, well bolted and braced. Diameter of truck wheel, 12 in. Axles 1¾ in. diameter, and extend clear across carriage, are furnished with self-oiling bearings. Front block is fitted with timber rule, placed as desired; 54 feet of V and flat track furnished with each carriage.

SET WORKS—As shown in cut, is made up of ratchet wheel 12 in. diameter, 4 in. face, with set lever carrying 7 steel pawls of varying lengths; also, same number of check pawls set in quadrant. Both sets of pawls are disengaged from either side of carriage when required to recede knees. This is a positive set, without lost motion.

FEED WORKS—As shown in cut, consists of 16 x 12 in. drum, with spur gear keyed to shaft. Pinion or friction shaft in saw frame engages with this gear. Cable takes two or three turns around drum, and is passed around end sheaves and attached to carriage. We also furnish 26 in. drum with internal gear in place of 16 in. drum when desired.



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The G. Walter Green Co., Limited

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PETERBOROUGH, ONT.

No. 1 Power Machines

Since January, 1920

Over 25 lumber companies from Nova Scotia to British Columbia have installed

Cyclone Vegetable Peeler

Most of these machines have already more than paid for themselves in economy effected in **labour and material.**

"Cyclone Peelers" which have been in constant use for over 12 and 14 years are still going strong.

We also carry Dishwashing Machines, Bread Slicing Machines, Meat and Food Choppers.

Write for Circular "L"

Established 1865

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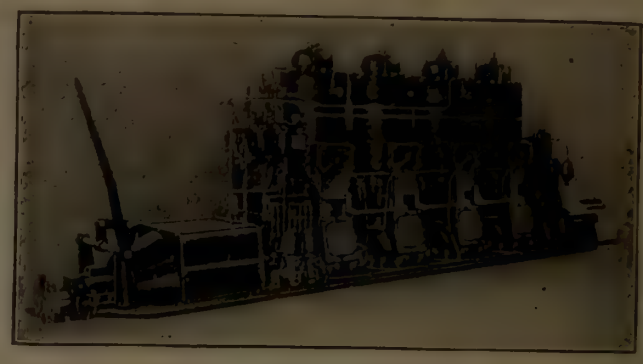
BOLINDER CRUDE OIL ENGINE

Most Efficient and Economical Power Equipment for Tug Boats and Barges



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SHAUGHNESSY BUILDING MONTREAL

PUT YOUR PROBLEM UP TO US

We are specialists in building locomotives. We build all types and sizes, also all kinds of repair parts for locomotives and tenders.

Our experience puts us in a position to give you expert advice as to what particular type and size of locomotive is best suited to your needs.

Put your locomotive problem up to us.

MONTREAL LOCOMOTIVE WORKS, LIMITED

DOMINION EXPRESS BUILDING, MONTREAL, CANADA.

CLIMAX Improved Geared LOCOMOTIVES FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. Get Catalog "H."

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We Can Supply Lumberman

Blue and White PEAS

PROMPT SHIPMENT

HOGG & LYTLE, Limited

1809 Royal Bank Building, Toronto

QUESTION No. 10

Why is it

that so few users of babbitt, give so little consideration to the alloying of the metal!

Content is, of course, an important factor in the manufacture of a babbitt, but surely no more so than the alloying. For, a babbitt that is not properly alloyed may lack homogeneity and be the cause of the babbitt squashing or creeping out; or it may contain hard-points that will score the shaft.

In the manufacture of SYRACUSE BABBITTS we alloy **scientifically** and with **exacting care,** assuring a babbitt absolutely homogeneous and free from hard-points.

For your very severest requirements, such as in your gangs, you should use

ALUMINUM GENUINE BABBITT

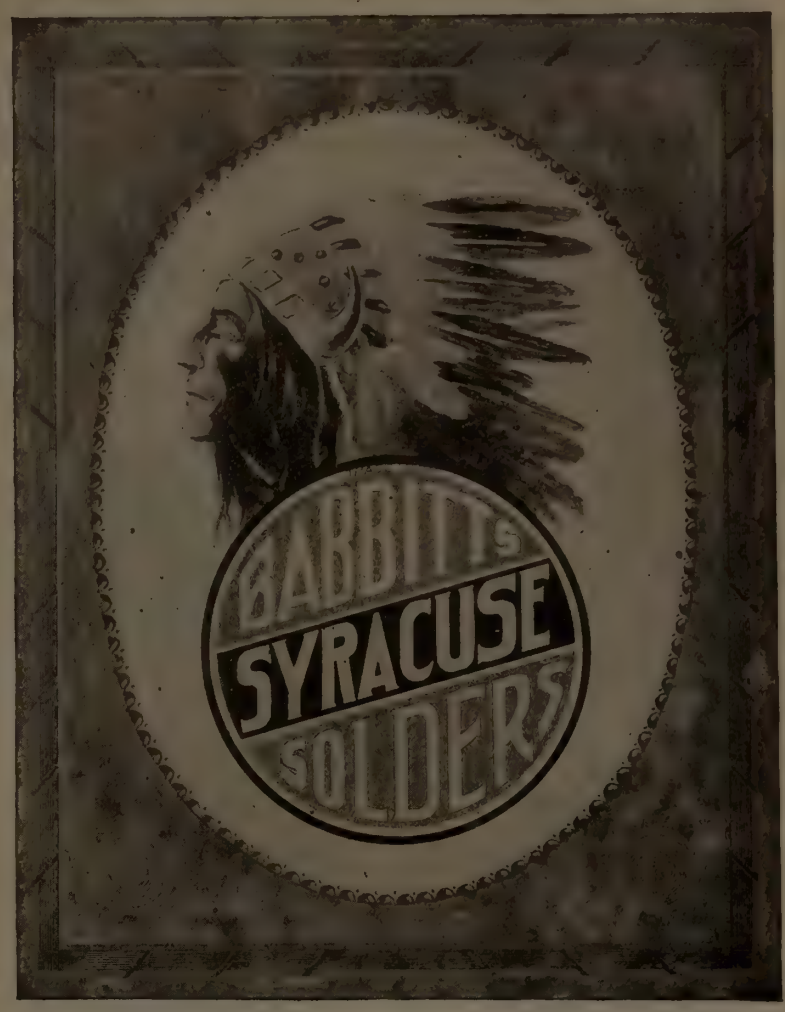
the babbitt of super-strength—the babbitt that has for years been peer in the lumber industry. Write for a sample.

United American Metals Corp'n

Makers of Syracuse Babbits

Diamond Street & Meserole Avenue, BROOKLYN, N. Y.

Babbitts, Solders, Phosphor Tin, Phosphor Copper, Antimony Tin, Lead, Copper, Spelter, Aluminum, Zinc.



The Machine That Made a Record in a Recent Lath Cutting, 10 Hour Test

Four Hundred Sawmills in the Dominion are to-day using this machine.

It has all the latest improvements and for quick, clean work has no equal.

The Payette No. 1 Bolter and No. 2 Lath Mill will cut, count, tie and pile 128,350 laths in a period of ten hours. The above consisted of 4 foot laths, 1½ by ⅜ inches, and constitutes a record in rapid lath cutting.

If you are not using a Payette No. 1 Bolter you should be.

Shall we send you full particulars and prices?

P. PAYETTE & CO.

J. T. PAYETTE, Proprietor ***PENETANG, ONT.***

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Price with 1 saw blade and dry battery ignition,	$270 00
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Price extra 5 or 6 foot saws, each	12.00
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Established 1854

Cleveland, Ohio

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Has a number of important improvements which have been carefully worked out and thoroughly tested.

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Reliable for long service, as well as affording the wearer reliable hand protection.

"ASBESTOL" is strongly made, reinforced where the wear comes heaviest; are comfortable, and wear like iron.

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Dunlop Tire & Rubber Goods Co.
General Supply Co. of Canada, Ltd.
Goodyear Tire & Rubber Co.
Gutta Percha and Rubber Company

INDUSTRIAL CARS
Marsh Engineering Works, Limited

INSURANCE
Hardy & Co., E. D.
Walton Company, Walter

INTERIOR FINISH
Canadian Western Lumber Co.
Eagle Lumber Company
Mason, Gordon & Co.
Renfrew Planing Mills
Rose, McLaurin Limited
Terry & Gordon

KNIVES
Disston & Sons, Henry
Peter Hay Knife Company
Simonds Canada Saw Company
Waterous Engine Works Company

LARCH
Otis Staples Lumber Co.

LATH
Anderson, Shreiner & Mawson
Austin & Nicholson
Canadian General Lumber Company
Cane & Co., Jas. G.
Cardinal & Page
Dupuis Limited, J. P.
Eagle Lumber Company
Fraser Limited
Fraser-Bryson Lumber Company
Genoa Bay Lumber Company
Gloucester Lumber Company
Grier & Sons, Ltd., G. A.
Harris Tie & Timber Company, Ltd.
Long Lumber Company
McLennan Lumber Company
New Ontario Colonization Company
Otis Staples Lumber Co.
River Ouelle Pulp and Lumber Co.
Spencer Limited, C. A.
Terry & Gordon
Union Lumber Company
Victoria Harbor Lumber Company

LATH BOLTERS
Gatlock-Walker Machinery Co.
General Supply Co. of Canada, Ltd.
Hamilton Company, Wm.
Payette & Company, P.

LIGHTING APPLIANCES
Hobbs Company, Clinton E.

LOCOMOTIVES
Bell Locomotive Works
Engineering & Machine Works of Canada
General Supply Co. of Canada, Ltd.
Hopkins & Co., Ltd., F. H.
Jeffrey Manufacturing Company
Climax Manufacturing Company
Montreal Locomotive Works

LATH TWINE
Consumers' Cordage Company

LINK-BELT
Canadian Link-Belt Company
Canadian Mathews Gravity Carrier Company
Jeffrey Mfg. Co.
Hamilton Company, Wm.
Williams Machinery Co., A. R., Vancouver

LOCOMOTIVE CRANES
Canadian Link-Belt Company, Ltd.

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Engineering & Machine Works of Canada
Hopkins & Co., Ltd., F. H.
Marsh Engineering Works, Limited

LOG HAULER
Green Company, G. Walter
Hopkins & Co., Ltd., F. H.
Jenckes Machine Company, Ltd.
Payette Company, P.

LOGGING MACHINERY AND EQUIPMENT
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Hamilton Company, William
Hopkins & Co., Ltd., F. H.
Jenckes Machine Company, Ltd.
Marsh Engineering Works, Limited
Payette Company, P.
Waterous Engine Works Company

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Superior Mfg. Company

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Martel & Guilbault

OAK
Long-Bell Lumber Company

OAKUM
Stratford Oakum Co., Geo.

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Swedish Steel & Importing Co.

OLD IRON AND BRASS
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Consumers Cordage Co.
Dunlop Tire & Rubber Goods Co.
Gutta Percha and Rubber Company

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Beveridge Paper Company

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Anderson, Shreiner & Mawson
Atlantic Lumber Co.
Austin & Nicholson
Bourgouin, H.
Cameron & Co.
Canadian General Lumber Company
Canadian Western Lumber Co.
Cane & Co., Jas. G.
Cardinal & Page
Chew, Manley
Cleveland-Sarnia Sawmills Company
Colonial Lumber Company
Cox, Long & Company
Dudley, Arthur N.
Dunfield & Company
Eagle Lumber Company
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Harris Heavy Pressure
Best all round bearing metal made

Imperial Genuine Bearing Metal
For High Speed Engine Work

Aluminoid
For Light Countershaft Work

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Head Office and Factory, TORONTO

Branch Factories— HAMILTON MONTREAL WINNIPEG VANCOUVER

Elevated Steel Water Tanks

Provide Real Protection
Reduce Insurance Rates

Our All Steel Elevated Water Tanks will not rot out, leak, burn or burst—they last a lifetime, and operate successfully in the coldest latitudes.

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Make Saws Cut And Planers Hum

Your saws may be well filed, swaged nicely and rounded perfectly, but unless your mill's belting is correct you do not get an honest day's work from your machinery.

You will find potential assistance and an increased output by using Graton & Knight Standardized Series Leather Belting. This series is composed of a number of brands and types of belting standardized both in manufacture and application.

Why not avail yourself of the opportunity of calling in a G & K engineer and letting him analyze your power transmission. You incur no obligation for this service. Your power transmission must be right if your production is going to be right.

Every G & K Belt will give rugged service because it is built for this kind of service. Your saws will cut and your planers will hum a real tune when your plant is standardized on G & K Leather Belting.

Canadian Graton & Knight, Limited
Montreal

Representatives in Canada:

Canadian Fairbanks-Morse Company, Limited

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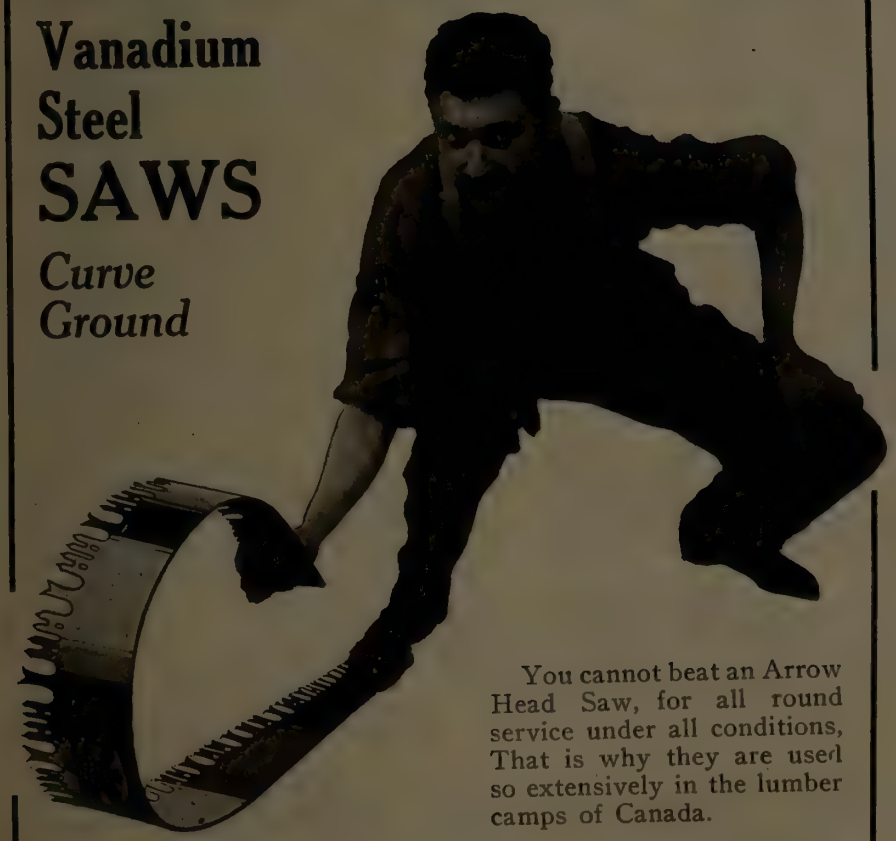
ARROW HEAD

Vanadium Steel SAWS

Curve Ground



You cannot beat an Arrow Head Saw, for all round service under all conditions, That is why they are used so extensively in the lumber camps of Canada.

T. F. Shurly Co., Limited
St. Catharines, Ontario

McCordick's Lace Leathers
TANNED and RAWHIDE

Leather Shoe Laces

Made specially for

Larrigans, Shoe Packs and all Lumbermen's and Miner's Boots

if you have any difficulty in obtaining them write

THE TANNERY

2 Chestnut St. **ST. CATHARINES, ONT.**

"GOOD GOODS WIN"

Excelsior Lumber Company
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Hocken Lumber Company
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Terry & Gordon

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Payette Company, P.
Waterous Engine Works Company

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Waterous Engine Company

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Sessenwein Bros.

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Canada Machinery Corporation

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Hamilton Company, William
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Cardinal & Page
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Cox, Long & Company
Dudley, Arthur N.
Dunfield & Company
Edgecumbe-Newham Company
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Brothers
Gloucester Lumber Company
Gooday & Company, H. R.
Grier & Sons, Ltd., G. A.
Harris Lumber Co., Frank H
Hart & McDonagh
Julien, Roch
Lloyd, W. Y.
Hocken Lumber Company
Long Lumber Company
Mason, Gordon & Co.
McCormack & Stewart
McLennan Lumber Company
Muir & Kirpatrick
New Ontario Colonization Company
River Ouelle Pulp and Lumber Co.
Rose, McLaurin Limited
Russell, Chas. H.
Shearer Company, Jas.
Spencer Limited, C. A.
Terry & Gordon

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Jeffrey Manufacturing Company
Waterous Engine Works Company

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Marsh Engineering Works, Limited

STEAM PLANT ACCESSORIES
Waterous Engine Works Company

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STEEL DRUMS
Smart-Turner Machine Co.

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Turner & Sons, J. J.
Woods Manufacturing Company, Ltd.

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Hopkins & Co., Ltd., F. H.

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Salada Tea Co., Ltd., Toronto.

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Woods Mfg. Company

TENTS, CLOTHING
Grant, Holden & Graham, Limited

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Austin & Nicholson
Canadian Tie & Lumber Co.
Harris Tie & Timber Company, Ltd.
Long Lumber Company
McLennan Lumber Company
Terry & Gordon

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Bradley, R. R.
Cant & Kemp
Farnworth & Jardine
Smith & Tyrer, Limited

TIMBER CRUISERS AND ESTIMATORS
Sewall, James W.

TIMBER LANDS
Department of Lands and Forests

TIME RECORDERS
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Corbet Foundry & Machine Co.
Payette Company, P.

TRACTORS
Hopkins & Company, Ltd., F. H.

TRAILERS
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Canadian Link-Belt Company, Ltd.
Engineering & Machine Works of Canada
General Supply Co. of Canada, Ltd.
Hamilton Company, Wm.
Jeffrey Manufacturing Company
Waterous Engine Works Company

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Green Company, C. Walter
Waterous Engine Works Company

TUGS
West & Peachey

TRUCKS AND CONVEYORS
Beveridge Paper Company

TURBINES
Engineering & Machine Works of Canada
Hamilton Company, William

VALVES
Bay City Foundry & Machine Co.

VENEERS
Webster & Brother, James

VENEER DRYERS
Coe Manufacturing Company
Proctor & Schwartz Inc.

VENEER MACHINERY
Coe Machinery Company
Garlock-Walker Machinery Co.
Proctor & Schwartz Inc.

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Dr. Bell Veterinary Wonder Co.
Johnson, A. H.

WATER HEATERS
Mason Regulator & Engineering Co.

WATER WHEELS
Engineering & Machine Works of Canada
Hamilton Company, William

WIRE
Laidlaw Bale Tie Company
Canada Wire & Iron Goods Co.

WIRE CLOTH
Canada Wire & Iron Goods Co.

WIRE ROPE
Canada Wire & Cable Co.
Canada Wire & Iron Goods Co.
Dominion Wire Rope Co.

WOODWORKING MACHINERY
Canada Machinery Corporation
General Supply Co. of Canada, Ltd
Hall & Brown Wood Working Machine Company
Jeffrey Manufacturing Company
Long Manufacturing Company, E.
Mershon & Company, W. B.
Waterous Engine Works Company
Yates Machine Company, P. B.

WOOD PRESERVATIVES
Beveridge Paper Company
International Chemical Company

WOOD PULP
Austin & Nicholson
New Ontario Colonization Co.
River Ouelle Pulp and Lumber Co.

The Home of "CONDOR" Belting

Made of 32 oz. duck and the best grade of rubber procurable.

Manufactured on giant presses weighing 550,000 pounds each, giving the greatest friction of any belt on the market.

The General Supply Company of Canada, Limited

OTTAWA MONTREAL TORONTO WINNIPEG VANCOUVER

Large tocks Carried in Canada

Boilers—Ready

We offer prompt deliveries on 125 and 150 pound pressure boilers in the following sizes:—

72″ x 18′ 72″ x 16′
66″ x 16′ 66″ x 14′

Subject to prior sale of materials.

We can take prompt care of orders for any size, for any type, horizontal, vertical and locomotive.

PULP MILL DIFFUSERS, DIGESTORS, Etc.

Prompt service, coupled with the highest grade of experienced workmanship, are prime requirements with Pulp Mills. That's why we ask now for your orders. Our facilities are outstanding. We've been 35 years at it.

ENGINEERING & MACHINE WORKS OF CANADA, LIMITED

EASTERN SALES OFFICES:
HALL MACHINERY CO., SHERBROOKE., QUE. and BIRKS BLDG., MONTREAL

ST. CATHARINES, ONT.

LUMBERMEN'S EQUIPMENT

THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA CANADA

The Machine for Rapid Output

Our 42 Standard Edger here shown is one familiar to millmen throughout the industry. Embodying, as it does, the best features that skill and money can make possible, it merits your closest investigation.

Made throughout of highest grade materials, and showing workmanship right up to the "Long" standard of efficiency. Supplied complete with front table, ready for operating, with rolls, boxes, shifting levers, quadrant, wrenches, etc., also three rolls with boxes for rear table.

The E. Long Manufacturing Co., Limited

Orillia **Canada**

Robt. Hamilton & Co., Vancouver
A. R. Williams Machinery Co. of Winnipeg Ltd.
Gorman, Clancy & Grindley Ltd. Calgary & Edmonton
Williams & Wilson Ltd. Montreal

An Edger for 6" Cants

You can put a 6-in. cant through this edger and know that it will come through edged to a hair. Edger carries 22-in. saws, 6-in. saw collars, leaving 7-in. clear saw blade, more than enough margin for 6-in. stock.

Mandrel is 3⅞-in. in diameter, the three bearings that support it are each almost 10-in. long—the rest of the machine is built in proportion. That's why Waterous New Champion Edgers can be crowded to the limit and will turn out full capacity, day after day, without straining.

Notice the feed rolls, two before and two behind the saws. They are machine fluted to give a firm, secure grip on the timber that holds it fast, but will not mar it in any way.

We build up-to-date Machinery for Sawmills of every capacity—circular or band Catalogues or request.

The press rolls are divided, too, making both sides of the machine independent of each other. It's a worth while feature, decidedly.

WATEROUS NEW CHAMPION EDGERS

are built with 40", 48", 56", 60" and 72" opening. They carry as many as four movable and two stationary saws without difficulty.

These edgers cut true and to dimension at all times. The guides are rigid and cannot shift in the cut. They are crowded to correct position and held immovably in place by a steel setting gauge that drops upon them.

No other edger has this feature.

Waterous New Champion Edgers are fast and accurate cutting, easily operated and perfectly safe. We stand behind every machine we turn out.

Hundreds are in use in mill all over Canada where quality of sawing is a main consideration. Bulletin No. 113 describes them fully.

MOLSONS BANK BUILDING, VANCOUVER, B.C. WINNIPEG, MANITOBA

The Waterous Engine Works Co., Ltd., Brantford, Canada

Mill Owners

The testimonial letters of satisfied users of our Feed Works should be ample proof of the quality of this machine.

Any mill owner who is having trouble with the old style feed works should investigate the merits of this machine, which is claimed by all users to be far in advance of any other machine now on the market.

Full Particulars on Request

THE MACLEAN MACHINE WORKS, Campbell's Bay, Que.

Not altogether what we say, but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs.
in calm weather, 30,000 in a head wind.

West & Peachey - Simcoe, Ont.

Montreal Toronto Winnipeg

The J. C. McLaren Belting Co. Limited

General Mill Supplies MONTREAL

Pink's Lumbering Tools

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thomas Pink Company, Limited

Manufacturers of Lumber Tools

PEMBROKE - - - - - - ONTARIO

MADE IN CANADA

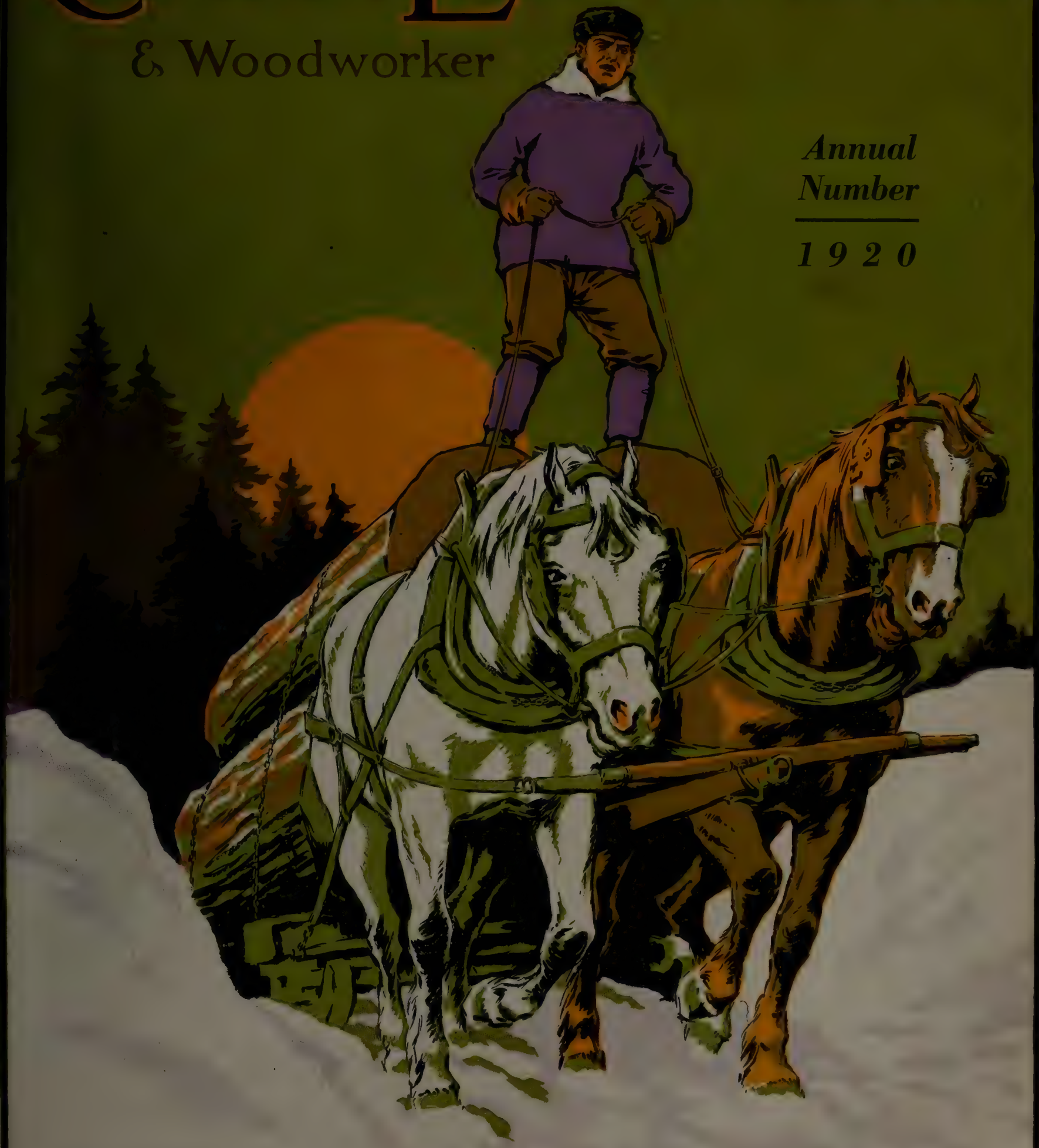
It's a Pink anyway, you take it, and it's the best Peavey made.

Canada Lumberman

& Woodworker

Annual Number

1920



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Toronto, September 1, 1920 Hugh C. MacLean, Limited, Publishers Vol. 40. No. 17

LIDGERWOOD SKIDDERS

The Most Modern Machines for Skidding Logs of All Sizes

We build Skidders for every condition and will send expert logging men to look over your timber lands and advise you what type is best suited to your work.

Portable High Spar Overhead Skidder

Lidgerwood Machines were the pioneers in steam logging and have been constantly improved to meet the advancing requirements of lumbermen.

Lidgerwood Skidders are the only skidders provided with interlocking drums and with a mechanical slack puller.

Portable Ground Skidder

Tree Rig Ground Skidder

A statement of what logging is costing at any particular operation, without taking into consideration the local conditions, and without considering every element of cost from the felling of the tree to delivery at mill, is worthless.

In deciding the cost of skidding by any type of machine not only should the cost of operating the machine be considered, but also the amount of timber that will be skidded at each setting, the railroad construction necessary, and time lost in repairs.

We have paid special attention to the construction of Cableway Skidders required by conditions in British Columbia and the most successful machines now in use in that province were installed by us.

Exclusive Agents for Canada

CANADIAN ALLIS-CHALMERS LIMITED

Head Office, - TORONTO

Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

Spruce Lumber Lath Jack Pine

We offer the following (New Sawing):—

Merch. Spruce

1 x 3 x 6/20	2 x 3 x 6/20	3 x 3 x 6/20
1 x 4 x "	2 x 4 x "	3 x 4 x "
1 x 5 x "	2 x 5 x "	3 x 5 x "
1 x 6 x "	2 x 6 x "	3 x 6 x "

Can Resaw and D & M at Shipping Point.

WHITE PINE LATH, MILL RUN

1 Car 1½ x 3/8 x 4 ft.—Green.
1 Car 1½ x 3/8 x 32"—Green.

Bartram & Ball Limited

213 Drummond Bldg. — Montreal, Que.

We Have the Following Material to Offer

Shipments to Commence Immediately

800,000 ft.	1 x 12	Merchantable	and	Better	Spruce	10 to 16 ft.
200,000 ft.	1½ x 12	"	"	"	"	"
200,000 ft.	2 x 12	"	"	"	"	"
300,000 ft.	3 x 12	"	"	"	"	"
250,000 ft.	3 x 11	"	"	"	"	"

The above stock is exceptionally well manufactured and is sawn ⅛" heavy in thickness and ¼" heavy in width so that it will dry out to full thickness. Will be in good shipping condition last of July. Small quantity now ready to ship.

The 1" in gang sawn. The lengths will average 60% 16 feet.

Knox Brothers, Limited

513 DRUMMOND BLDG., MONTREAL

SOUTHERN HARDWOODS Dry Stock at Buffalo for Quick Shipment

BROWN ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	35,900	8,500	40,000	17,000
1¼ in.	58,500	7,300	36,200	15,300
1½ in.	36,500	....	35,000	7,500
2 in.	7,500	....	20,000	2,000

WHITE ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	65,000	800	98,000	110,000
1¼ in.	99,000	7,500	120,000	20,000
1½ in.	18,900	1,200	20,000	41,000
2 in.	56,300	500	68,000	86,000
2½ in.	31,500	....	4,000	16,500
3 in.	87,500	——	62,500	25,500
4 in.	7,000	....	2,000	500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	65,700	1,000	240,000	180,000
1¼ in.	151,300	14,000	235,500	70,800
1½ in.	94,600	....	31,800	15,000
2 in.	60,900	....	13,000	12,500
2½ in.	84,000	....	13,900	15,000
3 in.	13,550	....	10,500	5,900
4 in.	40,300	....	450	....

BEECH

	1 & 2	No. 1 Com.	No. 2 Com.
⅝ in.	.....	.....	.....
¾ in.	41,000	61,000	9,500
1 in.	63,000	254,700	23,000
1¼ in.	50,200	18,600	20,000
1½ in.	80,800	....	2,400
2 in.	6,000	6,000	2,000
2½ in.	....	....	.....
3 in.	400	....	4,500
4 in.	225	1,200	475

BUTTERNUT

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	15,300	49,800	20,600
2 in.	8,400	....	2,000
2½ in.	3,000	3,000	....

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	160,500	160,200	60,500
1¼ in.	5,500	7,600	5,500
1½ in.	16,000	18,700	50,300
2 in.	2,100	20,200	52,900
2½ in.	5,500	2,700	2,200
3 in.	31,700	2,500	4,300
4 in.	7,900	....	500

CHESTNUT

	1 & 2	Clear Strips	No. 1 Com.	S.W.& No. 2 Com.
¾ in.	.....	.....	.....	.....
1 in.	15,900	1,500	78,300	319,500
1¼ in.	161,800	2,800	88,200	273,200
1½ in.	116,500	.....	86,000	28,000
2 in.	59,200	.....	69,300	116,200
2½ in.	4,000	.....	1,150	500
3 in.	2,100	.....	1,300	500
4 in.	1,500	.....	300	.....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	29,000	1,200
1¼ in.	3,400	10,800	.....
1½ in.	19,100	5,200	18,000
2 in.	24,000	24,200	4,600
2½ in.	8,000	3,200	.....
3 in.	69,400	28,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,700	8,000	2,800
1¼ in.	41,500	38,200	6,900
1½ in.	10,500	13,300	5,400
2 in.	.....	.....	.....
2½ in.	.....	.....	.....
3 in.	30,280	1,500	5,000
4 in.	6,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	35,300	28,000	2,500
1¼ in.	.....	15,000	7,700
1½ in.	9,000	10,300	9,500
2 in.	2,500	3,800	7,500

FIGURED RED GUM

	1 & 2	No. 1 Com.
1 in.	2,800	700

QUARTERED RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	1,000	8,000	12,100
5/4	2,100	.....	.....
6/4	2,900	4,500	4,600
8/4	9,100	5,500	3,600

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	14,400	58,000	.....
1¼ in.	.....	.....	.....
1½ in.	500	8,000	13,500
2 in.	1,490	9,700	10,400

QUARTERED SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	.....	2,500	12,000
5/4	14,000	.....	.....
8/4	1,000	.....	.....

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	8,400	11,600
1¼ in.	1,100	2,500	2,050
1½ in.	5,600	9,300	25,000
2 in.	4,400	14,200	12,200
2½ in.	5,000	11,000	4,700
3 in.	900	7,580	7,200
4 in.	150	....	275

PLAIN RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	24,200	....	....	....
½ in.	45,000	....	48,400	21,200
⅝ in.	.....	....	87,000	53,600
1 in.	140,200	....	47,000	76,400
1¼ in.	110,700	2,400	2,000	1,200
1½ in.	157,900	4,300	49,200	40,000
2 in.	99,100	....	112,800	30,000
2½ in.	66,100	....	14,000	3,100
3 in.	28,800	....	18,500	7,000
4 in.	16,600	....	8,900	....

PLAIN WHITE OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	....	....	....
½ in.	.....	....	....	....
⅝ in.	21,150	....	1,000	16,900
¾ in.	57,900	....	152,000	31,000
1 in.	30,300	1,200	45,000	26,200
1¼ in.	55,300	....	2,000	2,000
1½ in.	57,500	....	30,000	9,000
2 in.	73,000	....	100,000	52,000

QUARTERED RED OAK

	1 & 2	No. 1 Com.	No. 2 Com.
¾ in.	300	3,700	400
1 in.	20,200	3,500	400
1¼ in.	3,000	3,000	500
1½ in.	350	500	100
2 in.	1,000	7,400	....

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White and Norway Pine Hemlock

A large stock of all grades enables us to supply customers promptly. We are prepared to accept large or small orders and can promise immediate shipment.

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Railway Ties, Cedar Poles and Posts, Lumber, Lath, Shingles, Pulpwood

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Peeled Cedar Posts

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Advertising the merits of one car of lumber is not usual but we have ready for immediate shipment one of the finest cars of four quarter QUARTER SAWN WHITE OAK ever come over the saw in years.

This stock is dry, plump, well manufactured and shows a good figure. The widths are unusually wide, from 10 INCHES TO ABOUT 19 INCHES WIDE, averaging, we would estimate, about 13 inches wide, and the lengths would run about 75% 16 foot, 10% 14 foot, and the balance largely 12 foot lengths.

The quality is strictly FIRST AND SECONDS, National Hardwood Lumber Association grading.

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Kiln Dried, Soft, Short Leaf Kind

Stock Widths 4/4 5/4 6/4 8/4 by 4", 6", 8", 10", 12"

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Ash Elm Maple Birch Spruce Basswood

Stock ready for immediate shipment:

250,000 ft.	4/4	Birch,	No. 2 Common & Better.
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100,000 ft.	8/4	Birch,	No. 2 Common & Better.
50,000 ft.	10/4	Birch,	No. 1 Common & Better.
200,000 ft.	12/4	Birch,	No. 2 Common & Better.
100,000 ft.	16/4	Birch,	No. 1 Common & Better.
250,000 ft.	4/4	Basswood,	No. 1, 2 & 3 Common.
100,000 ft.	6/4	Basswood,	No. 2 Common & Better.
25,000 ft.	8/4	Basswood,	No. 2 Common & Better.
100,000 ft.	4/4	Ash & Elm,	No. 2 Common & Better.
50,000 ft.	4/4	Beech,	No. 3 Common & Better.
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5,000′ — 2 x 8 & wider
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1 x 4	5/4 x 4	6/4 x 4	2 x 6	3 x 6
1 x 5	5/4 x 5	6/4 x 6	2 x 8	3 x 8
1 x 6	5/4 x 6	6/4 x 8	2 x 10	3 x 10
1 x 8	5/4 x 8	6/4 x 10	2 x 12	3 x 12
1 x 10	5/4 x 10	6/4 x 12		
1 x 12	5/4 x 12			

No. 1, 4 foot White Pine Lath.
No. 2, " " " "
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25M	ft.	2 x	4—	10/16	Mill	Run	Jack	Pine
50M	"	2 x	6—	"	"	"	"	"
20M	"	2 x	7—	"	"	"	"	"
100M	"	2 x	8—	"	"	"	"	"
25M	"	2 x	10—	"	"	"	"	"
18M	"	3 x	6 and wider		"	"	"	

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Several cars No. 1 Com. Fir 2 x 4 and 8 in. 9 and 10 ft. long, ¼ in. scant (Ontario Standard)
Also cars of mixed lengths.

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Write us stating the kind of Timber you have and where same will be delivered also the amount of Railroad Ties you will be able to produce and we will quote you prices for 1921 delivery.

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75,000 "	10/4	" " " " "
25,000 "	12/4	" " " " "

AT MARLBANK, ONT.:

100,000 ft.	4/4	ELM, Mill Run.
15,000 "	6/4	" .No. 2 Common and Better.
25,000 "	10/4	" " " " "
5,000 "	6/4	ROCK ELM, Mill Run.
5,000 "	8/4	" " " "

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5,000	"	5/4 Plain Oak, FAS.
30,000	"	6/4 Plain Oak, No. 1 Com.
30,000	"	6/4 Plain Oak, FAS.
30,000	"	8/4 Plain Oak, FAS.
50,000	"	8/4 Plain Oak, No. 1 Com.
12,000	"	8/4 Plain Oak, Sd. Sq. Edge.
1,200	"	4/4 Plain Oak, No. 1 Com.
15,000	"	4/4 Tenn. Red Cedar Boards, No. 1 Com. and Btr.
35,000	"	4/4 Qtd. White Oak, FAS.
35,000	"	4/4 Qtd. White Oak, No. 1 C.
7,000	"	4/4 No. 2 Com. & Sd. Wormy Chestnut.
23,000	"	5/4 No. 2 Com. & Sd. Wormy Chestnut.
50,000	"	6/4 No. 2 Com. & Sd. Wormy Chestnut.
12,000	"	5/4 FAS Chestnut.
10,275	"	5/4 No. 1 Com. Chestnut.
Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.		
1,847	ft.	3/4 No. 1 Com. and Btr. Qtd. White Oak.
69	"	4/4 FAS Qtd. White Oak.
2,065	"	4/4 No. 2 Com. Qtd. Wht. Oak.
1,000	"	3/4 No. 1 Com. and Btr. Plain White Oak.
2,624	"	3/4 FAS Sap Gum, 13/17".
2,152	"	3/4 Select Sap Gum, 3/12.
5,573	"	3/4 Select Sap Gum, 12" & up.
470	"	5/4 Select Sap Gum.
15,000	"	12/4 No. 1 C. and B. Hard Maple.
15,000	"	4/4 No. 2 Basswood.

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We will welcome your inquiries in regard to any of the items listed below as an opportunity to show you what our Service and Satisfaction policy mean.

Ash

1	"	FAS, No. 1 and 2 Com.		28,990'
1¼	"	"	"	52,822'
2	"	"	"	79,400'
2½	"	"	"	18,033'
3	"	"	"	52,654'
4	"	"	"	21,788'

Elm (Soft)

1	"	FAS, No. 1 and 2 Com.		28,351'
1¼	"	"	"	153,019'
2	"	"	"	60,520'
2½	"	"	"	213,639'
3	"	"	"	244,815'
4	"	"	"	46,540'

Plain Oak

1	"	FAS and No. 1 Com.		121,231'
1¼	"	"	"	5,100'
1½	"	"	"	19,985'
2	"	"	"	184,895'
2½	"	"	"	264,450'
3	"	"	"	191,688'
4	"	"	"	96,766'
5 & 6	"	"	"	1,000'

Hickory

1	"	FAS, No. 1 and 2 Com.		3,000'
1¼	"	"	"	17,050'
1½	"	"	"	14,119'
2	"	"	"	18,057'

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Wanted in Any Quantity

4/4" Red and White Oak

Maple Beech and Birch

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Yellow Pine in Transit at all Times

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ALL FOREST PRODUCTS

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License or permission to cut timber on public lands in this Province is acquired at public auction, after due notice has been given, subject to a yearly ground rent per square mile of $6.50 for the years 1919-20 to 1923-24 both inclusive and of $8.00 for the years 1924-25 to 1928-29 both inclusive.

The timber cut in virtue of such license is subject to a tariff of dues fixed by order in council.

Licensees are forbidden to cut on Crown lands trees less than a fixed diameter.

The Regulations also provide that all timber cut on Crown lands must be manufactured in Canada.

In the event of a licensee wishing to transfer his rights, he is at liberty to do so under certain conditions, namely, the paying of a fee of $4 per square mile.

There are at present time about 75,000 square miles of forest lands under license and over 150,000 miles in the possession of the Crown.

WATER POWERS

To obtain authorization for the utilization of a Water-Power in the Province of Quebec, application should be made to the Honourable Minister of Lands and Forests.

Water-Falls capable of developing over 200 H.P. are granted under emphyteutic leases, the conditions of which are upon the following lines:

1.—Duration of the lease, from 25 to 99 years, according to the importance of the water-power and to the amount of capital required for its development.

2.—Payment of a yearly rental which does not vary during the term of the lease, for the land granted, counting from the date when the contract was signed.

3.—An additional yearly charge of from 10 to 25 cents per H.P. developed, according to the geographical situation of the site of the water-power; such charge being payable from the time the power is produced.

4.—The charge referred to in article 3 is subject to revision every 21 years, counting from the signing of the contract.

5.—Delay of 2 years for beginning works and 2 further years for producing power.

6.—The lessee to make a deposit in money or in securities as a guarantee of good faith for the carrying out of the contract. Such deposit may be forfeited if the conditions are not fulfilled; but, in the contrary case, it may be refunded after a certain time.

7.—Lastly, the grantee must submit plans of his works, mills, etc., to the Department previous to their installation, and, when such installation is completed, he must keep the Department informed as to the quantity of power produced.

Department of Lands and Forests
of the Province of Quebec

HONORE MERCIER
MINISTER

UTMOST SERVICE

Member Mills

Alberta Lumber Co. Ltd.

Craig-Taylor Lumber Co. Ltd.

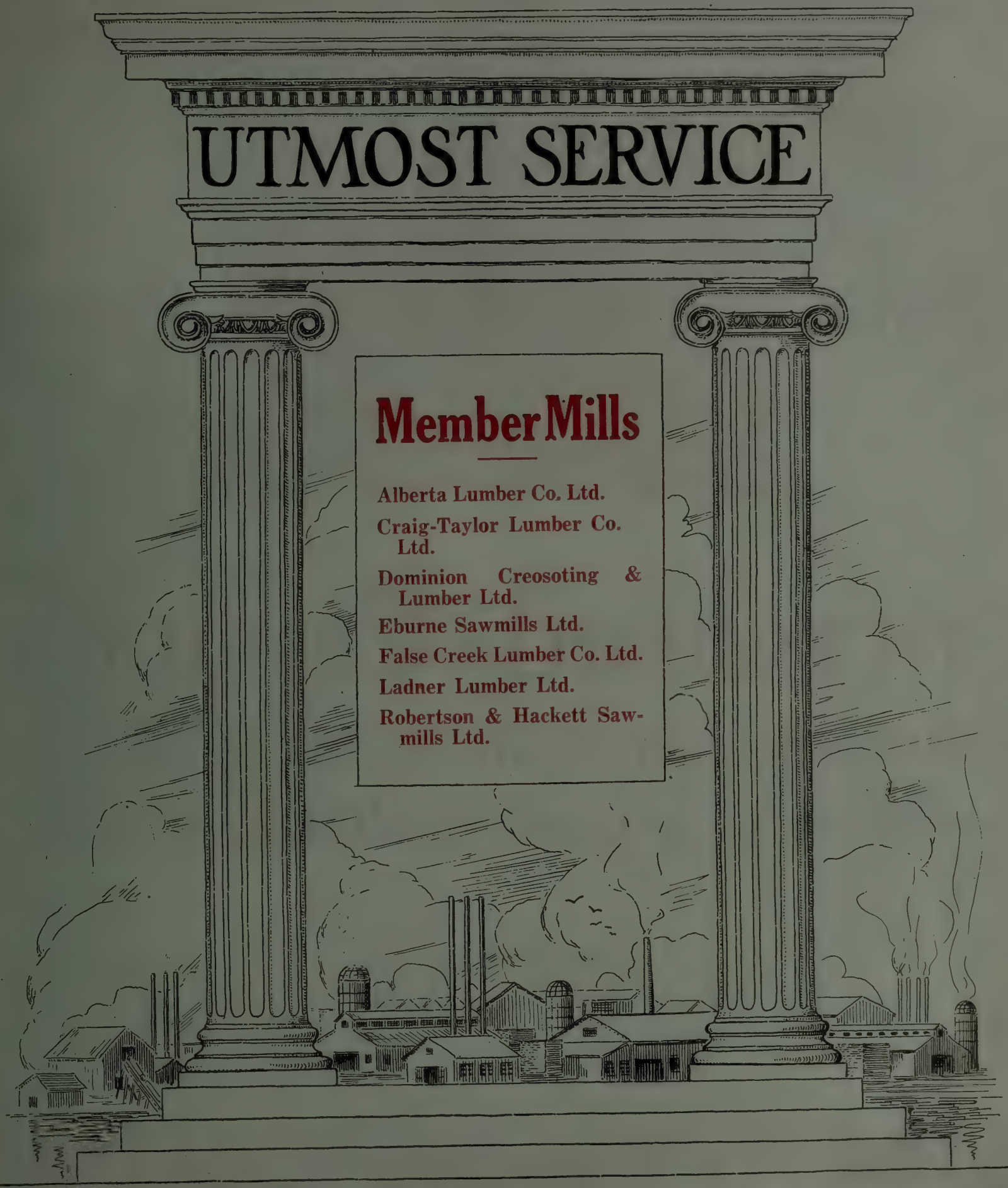
Dominion Creosoting & Lumber Ltd.

Eburne Sawmills Ltd.

False Creek Lumber Co. Ltd.

Ladner Lumber Ltd.

Robertson & Hackett Sawmills Ltd.



ASSOCIATED MILLS LIMITED

VANCOUVER B. C.

Eastern Sales Office: E. D. WARNER, District Manager, 26-28 Adelaide St. W., Toronto

MEMBER
Associated Mills Limited,
Vancouver, B. C.

Daily Capacity
80,000 9 hrs.

Shipments via
ALL LINES

Increased Capacity

Our new mill is now in full operation modernly equipped in all departments

Specializing in
Mixed Cars for Rail Trade

Alberta Lumber Co. Ltd.

Vancouver - B. C.

SIX COAST MILLS
DAILY OUTPUT 500,000FT
THE LINK THAT SERVES
ASSOCIATED MILLS LIMITED
VANCOUVER BC
THE RETAIL
LUMBER DEALER

MEMBER
Associated Mills Limited,
Vancouver, B. C.

Daily Capacity
65,000 9 hrs.

Electrically
Equipped
Throughout

Fir - Cedar - Hemlock

Heavy Timbers--Long Joists
Rough Cedar and Fir Clears

Specializing in
Highest Grade Commons and Factory

Craig-Taylor Lumber Co.
Limited

Vancouver - B. C.

SIX COAST MILLS
DAILY OUTPUT 500,000 FT
THE LINK THAT SERVES
ASSOCIATED MILLS LIMITED
VANCOUVER B.C.
THE RETAIL
LUMBER DEALER

MEMBER
Associated Mills Limited,
Vancouver, B. C.

Sawmill Capacity 100,000 9 hrs.

Mill located Seven miles South of Vancouver

Fir -- Western Hemlock

Premium grades manufactured under expert supervision

Specializing in
Rail Shipments--Yard, Factory and Industrial Stocks

Dominion Creosoting & Lumber Ltd.

Dominion Mills - B. C.

MEMBER
Associated Mills Limited,
Vancouver, B. C.

Sawmill Capacity
80,000 9 hrs.

Mill located
3½ miles South of
Vancouver

Fir - Western Hemlock

New Modern Mill---Band Saw Equipment Throughout

Specializing in
Mixed Cars for Retail Trade

Eburne Saw Mills Limited

Mills and Office: Marpole, B. C.

SIX COAST MILLS — DAILY OUTPUT 500,000FT — THE LINK THAT SERVES — ASSOCIATED MILLS LIMITED — VANCOUVER B.C. — THE RETAIL — LUMBER DEALER

MEMBER
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Vancouver, B. C.

Daily Capacity
75,000 9 hrs.

Shipments via
ALL LINES

We are able to handle your orders for Mixed Cars with guarantee of satisfaction.

We have made a reputation on high Grade Finish. Every foot of lumber manufactured in our mill has the stamp of "Perfect Manufacture".

Specializing in
Mixed Cars---High Grade Finish

False Creek Lumber Co., Ltd.

Vancouver — B. C.

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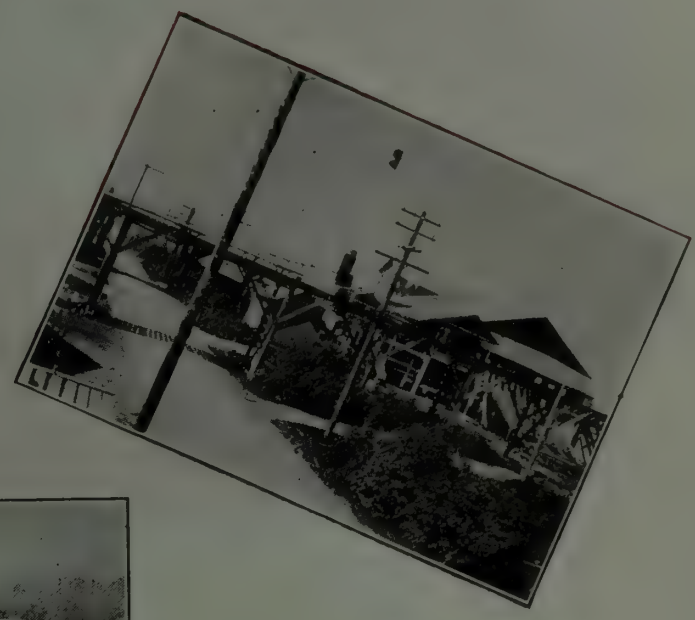
MEMBER
Associated Mills Limited,
Vancouver, B. C.



Fir - Cedar - Western Hemlock

Our Grades and Machine Work ALWAYS PLEASE

Specializing in
Mixed Cars---Yard and Shed Items

Ladner Lumber Limited

Ladner — B. C.

MEMBER
Associated Mills Limited,
Vancouver, B. C.

Sawmill Capacity
100,000 feet 9 hrs.

Factory Capacity
200 Fir and Cedar
Doors per day

Fir - - - Western Hemlock

Fir	
Flooring	Ceiling
Siding	Finish

Hemlock	
Shiplap	Boards
Siding	Dimension

Fir Timbers up to 90 feet

Robertson & Hackett Sawmills Limited

Established 1888

Office and Mills: False Creek, Vancouver, B.C.

SIX COAST MILLS — DAILY OUTPUT 500,000 FT. — THE LINK THAT SERVES — ASSOCIATED MILLS LIMITED — VANCOUVER B.C. — THE RETAIL — LUMBER DEALER

Timms Phillips
DOUGLAS FIR LUMBER
RED CEDAR SHINGLES

From West to East

THE great forests of British Columbia resound to the ever-present call for "more lumber."

The long lines of our transcontinental trains are daily carrying the burdens of manufactured lumber to the markets of the great East.

Douglas Fir and Red Cedar Shingles are proven products—their qualities are already acclaimed.

Keep in touch with our Montreal or Toronto office or wire us direct for list of cars in transit.

Timms, Phillips & Co. Ltd.

Yorkshire Bldg., VANCOUVER, B. C.

Toronto Office:
33 Canada Permanent Building,
Phone Main 2789 18 Toronto Street.
Montreal Office: Room 23—11 St. Sacrament Street.

CLEAR FIR TIMBERS

OUR SPECIALTIES:

Long Fir Timber Planking Decking

Cutting orders for 2″ in long lengths either Common or Clear (obtained as side cut).

Planer capacity 6″ x 30″. We do not operate dry kiln, but can arrange to air-dry in our yard to requirements.

Our Mill is on Canadian Pacific Railway with Rail Connection (Five Miles) to Tidewater on Alberni Canal. Navigable for all Vessels

BAINBRIDGE LUMBER CO., Limited

Cable Address: Bainbridge Lumber, Victoria. **Bainbridge, B.C.** Telephone and Postal Service at Bainbridge

Cameron Lumber Co., Ltd.

MANUFACTURERS OF

DOUGLAS FIR, HEMLOCK, SPRUCE *and* CEDAR LUMBER

RAIL SHIPMENTS TO ALL PARTS OF CANADA AND UNITED STATES

OFFICE AND MILLS - - VICTORIA, B. C.

Heaps & Sons

Limited

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B. C. LUMBER and TIMBERS

Wire us for quick action

METROPOLITAN BUILDING VANCOUVER, B.C.

H. M. ELLIS, LTD.

Manufacturers of

Long Fir Timbers

Mill: Lombard, B. C. Office: 118 Pacific Bldg., Vancouver

If You want the Best Value in Lumber Obtainable in the Mountains, Your Choice Should be

Golden Spruce

GOLDEN AIR-DRIED SPRUCE is unequalled for your requirements in Boards, Shiplap, Shelving, Flooring and Siding, and you can rely upon getting DEPENDABLE GRADES.

EASTERN RETAIL DEALERS will find 1 x 8 GOLDEN EXTRA SELECT SPRUCE BOARDS an exceptionally good seller. Can be worked to any pattern desired. Supplied either 3/4 or 25/32" thickness. Try some.

We also manufacture Fir and Cedar.
Spruce, Fir and Cedar Lath.

Just another reminder—Our stock always comes to you bright, clean, and newly milled, being run through the planing mill at time of shipment.

With a daily nine-hour cutting capacity of 180,000 feet, and a stock of 10 to 20 million feet at all times, we are in position to give prompt shipment. Urgent orders given special attention.

Send Your Enquiries to

Columbia River Lumber Co., Ltd., Golden, B. C.

affiliated with and represented jointly by salesmen of

Canadian Western Lumber Co., Ltd., Fraser Mills, B. C.

Eastern Sales Office—TORONTO—L. D. Barclay and E. C. Parsons

ALBERTA
T. R. Griffith

MANITOBA
Hugh Cameron and D. T. McDowall

SASKATCHEWAN
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Beautiful BRITISH COLUMBIA WESTERN HEMLOCK

Though not a hardwood, BRITISH COLUMBIA WESTERN HEMLOCK is possessed of a grain surpassed in sheer attractiveness by the grains of few timber species. Certainly it is the most ornamental of Western woods for inside finishing.

Taking a high polish, free from pitch, and showing a beautiful grain, it is the ideal wood for wainscot, panels and floors. It is hard and not easily dented and has a uniformly firm grain which on drying does not show the minute corrugations characteristic of certain timbers having a marked difference between summer and fall wood.

For strength, ease of working and freedom from shake, BRITISH COLUMBIA WESTERN HEMLOCK is becoming more noted throughout the country each day.

We'll be glad to send you BRITISH COLUMBIA WESTERN HEMLOCK in mixed carloads, along with our other BIG CHIEF Brand Specialties,—British Columbia Red Cedar Shingles, and Cedar and Fir lumber in all sizes known to high-class manufacture.

Vancouver Lumber Co., Ltd., Vancouver, B. C.

EASTERN SALES OFFICE—701 Excelsior Life Bldg., Toronto, Ont.

Dominion Lumber Sales, Limited

Sole Selling Agents for two Saw Mills and two Shingle Mills

Fir Timbers a Specialty. Can make immediate shipments any size. Heavy construction material. Boards and Shiplap in either 1 or 2 common.

Long Fir Piling.

Two inch dimension any with 4 to 12 inch or same in quarter off.

Clear Fir in any size.

Best quality in B. C. Cedar Shingles alway in transit or ready for shipment.

In Transit 3 cars Fir, dimension 2 x 4 to 12 well assorted width. 1 car Cedar Shiplap.

One car 3 x Shingles.

209 WINCH BUILDING, VANCOUVER, B. C.

D. WILLIAMS, 40 Major Street,

Toronto Representative

CLEAR RED CEDAR

2 cars 6/4 and 8/4 x 6 inches and wider up to 30 inches wide

CLEAR DOUGLAS FIR

1 car 8/4 x 6 and wider up to 30 inches wide — Kiln dried
1 car 4/4 x 6 and wider up to 12 inches wide—Green or kiln dried

FIR DIMENSION

Cut to order and dressed S&E 1/4 Scant

ARROW BRAND CEDAR SHINGLES

ALLEN-STOLTZE LUMBER CO., LTD.

Vancouver, British Columbia

FIR COMMON LUMBER

Hemlock Boards
Cedar Boards
Federal XXX Shingles

Long Fir Piling
Coast and Mountain Stocks

FEDERAL LUMBER CO., LTD.

470 GRANVILLE ST. (*Wire or Write*) VANCOUVER, B.C.

Our new planing mill recently completed.

BUY B.C. FIR and HEMLOCK

We solicit correspondence and inquiries from

THE EASTERN CANADIAN TRADE

For fir yard stock, B. C. or Hemlock Shiplap and Boards, timbers any size and length up to 90 feet.

We also specialize in mixed cars of high-grade fir uppers and mouldings and are also manufacturers of fir doors.

Robertson & Hackett Sawmills, Ltd.

Established 1888

Mills and Office: FALSE CREEK, VANCOUVER, B.C.

Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

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Head Office: Westminster Trust Bldg., NEW WESTMINSTER, B. C.
Mills at South Westminster, on B.C.E.R.
Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

The Rat Portage Lumber Co., Limited, Vancouver

MANUFACTURERS OF

Douglas Fir, Spruce, Cedar and Hemlock Lumber

Rough Timbers, Dimension, Flooring, Ceiling, Siding, Interior and Exterior Finish of all kinds including Mouldings. Fir, Spruce and Cedar Lath

Prompt shipment of Fir timbers in all sizes and up to 100 feet in length

AIR DRIED CEDAR SHINGLES We specialize in supplying air dried Cedar Shingles, these cost more than kiln dried Shingles but make a better roof and last much longer

Dry Western Hemlock Boards and Shiplap

Also 4/4 K. D. Hemlock Clears, Rough

IMMEDIATE SHIPMENT

R. P. Shannon Lumber Company

408 Pacific Building - - - VANCOUVER, B. C.

B.C. Forest Products

We solicit your enquiries for following in all grades and thicknesses—

Fir, Spruce and Cedar Lumber

Red Cedar Shingles

Dry Wood Lumber Company Ltd.

435 ROGERS BUILDING - VANCOUVER

Ivan D. Smith Lumber Co.

Wholesale

Pacific Coast Timber Products

FINISH, FLOORING, CEILING, ROUGH CLEARS TIMBERS, DIMENSION, SHIPLAP, BOARDS, *RED CEDAR SHINGLES*

Dependable Grades *Efficient Service*

WIRE OR WRITE

512 Standard Bank Bldg. Vancouver, B.C.

British Columbia Forest Products

Fir Western Hemlock Spruce

With modern equipment and shipping facilities we are in a position to handle your orders in a satisfactory manner.

Our stock undergoes careful supervision to ensure QUALITY LUMBER.

Daily Capacity 135,000 ft.

Canadian Puget Sound Lumber & Timber Co.

VICTORIA——LIMITED——B.C.

Thurston-Flavelle, Limited

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British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

Straight or mixed cars with XXX and XXXXX Shingles. Stocks carried at Lindsay, Ont., for quick shipment

Full particulars from our Eastern Agents.

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BRITISH COLUMBIA FOREST PRODUCTS

Display at Office of B.C. Lumber Commissioner, 1 Adelaide Street East, Toronto

For Information Regarding

British Columbia

Douglas Fir ***Western Soft Pine***
Western Hemlock ***Western Larch***
Western Red Cedar ***Sitka Spruce***

Apply to

British Columbia Lumber Commissioner

1 Adelaide Street East, Toronto

or Chief Forester, Victoria, B.C.

We are always in the market to buy Soft Elm, Maple, Birch and other Hardwoods. Also Spruce, Pine, Poplar or Balm for crating.

Established Twenty Years

Liberal Prices Fair Inspection
Prompt Payment

Advances to reliable parties if needed, send us list of anything you have to sell.

The Manufacturers Lumber
Company Limited
Stratford - Ont.

White Pine
DRY

The following stock is offered for IMMEDIATE SHIPMENT—

1 car of 1" x 4/6"—12/16' Outs of Good Strips
2 cars of 1¼" x 7" & up—12/16' Outs S.C. Sidings
1 car of 1" x 4" & up—Good short Shorts
Several cars of 1", 1¼" and 1½" stock widths in 4", 5". 6", 8", 10" and 12"

Several cars of DRY RED PINE in stock widths from 1" to 4" thick.

1920 SAWING

3" WHITE PINE DEALS 4ths & Better
A nice line of 3" White Pine MILL CULLS for Boxes,

Crossing Planks and Platforms—

3" x 7" & up	6/16'
3" x 11" & up	9/16'
3" x 12" & up	9/16'

For service and quality in White Pine write to

J. C. BARTRAM
JACKSON BLDG., - OTTAWA

Underhill Lumber Co., Limited

Dominion Bank Building
VANCOUVER, B.C.

August Loading for September Shipment

4 cars No. 1 Rough Common Cedar Timbers, 10 x 10, 10 x 12, 12 x 12, 14 feet to 24 feet long.

1 car 6¼ x 8¼ x 6 and wider Rough Clear Cedar (Air Dryed).

1 car 1 x 3 Clear Fir Flooring, edge grain and flat grain, 13/16 thick.

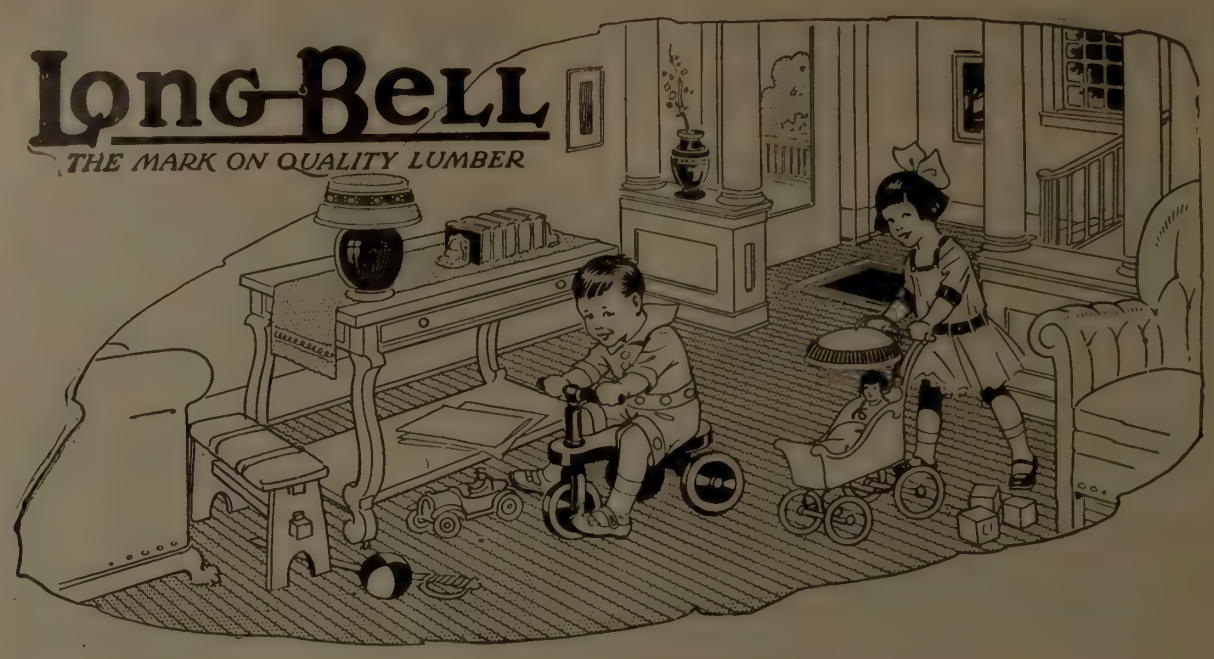
1 car 1 x 6-12 No. 1 Common Cedar Boards, S. I. S. 13/16 thick.

Send Us Your Enquiries for B.C. Lumber and Shingles

Prompt Shipment—Dependable Grades—Personal Service

Eastern Representatives:

J. P. Johnson & Sons, Bank of Hamilton Building, Toronto, Ont.



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A rich field for Oak Flooring sales in any community is to be found among owners of substantial homes built years ago---homes built before oak floors had become universally popular. In such homes the most beautiful oak is being laid over the old floors with perfect results.

We can supply the above cut in 2-column or 3-column size to all dealers in Long-Bell trade-marked products.

Long-Bell

Forked Leaf Brand

OAK FLOORING

s made in 3-8 inch thickness especially for being laid over old floors. It has undergone the same thorough seasoning and careful finishing as other Long-Bell oak flooring bearing the Forked Leaf brand. The ease with which it can be laid and the economy and beauty of a Long-Bell oak floor are sales points that can be used most effectively.

Southern Pine Lumber and Timbers

Creosoted Lumber, Timbers, Posts, Poles, Ties, Piling, Wood Blocks.

Oak Lumber, Oak Flooring, Gum.

California White Pine Lumber, Sash and Doors, Standardized Woodwork.

The Long-Bell Lumber Company

R. A. LONG BUILDING Lumbermen since 1875 KANSAS CITY, MO.

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Carry a Larger Stock and Greater Variety of Hardwoods Than Any Other Market in the World.

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
Hardwoods of All Kinds
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years — Rail or Cargo Shipments

Standard Hardwood Lumber Co.
Hardwoods
Prompt Shipment { From Buffalo Yards or from Mill direct to you
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T. Sullivan & Co.
HARDWOODS
We Specialize in Brown Ash and Elm
Car or Cargo Shipments — Cor. Niagara and Arthur Sts.

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Hardwoods of All Kinds
Our Specialties—QUARTERED WHITE OAK
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Established 25 Years — 940 Elk Street

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SPECIALTIES
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Miller, Sturm & Miller
1142 SENECA STREET
Hardwoods of All Kinds

Buffalo Hardwood Lumber Co.
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940 Seneca St.
We Specialize in—
WHITE ASH AND OAK
We also handle a complete stock of Quartered Oak, Maple, Poplar, Red Cedar, etc.

G. Elias & Bro., Inc.
Established 1881
All Kinds of Hardwood Lumber
And in addition we carry a full line of
White Pine, Yellow Pine, Spruce, Hemlock and Fir Timber, Lumber, Millwork and Boxes—Maple and Oak Flooring
CAREFUL ATTENTION TO MIXED CAR ORDERS

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain and Quartered Oak, Poplar and Walnut.
1100 Seneca Street

To Canadian Hardwood Lumbermen

A few years ago the membership of the National Hardwood Lumber Association in Canada was limited to five or six concerns and we had no regular Canadian inspection service, all national inspection work in the Dominion being handled by sending over on call bonded inspectors from the States.

It Is Different To-Day

Now we maintain permanent and adequately-manned inspection service stations in both Toronto and Montreal, which are covering the Canadian hardwood field completely. Our present Canadian membership numbers

Fifty-Five

hardwood manufacturers and wholesalers distributed through three provinces.

There is a reason for this progress as all of our members know. That's why they are members. You are invited to send for a list of these members and ask them regarding the benefits they receive through their membership. The subject should interest you.

Address : EXECUTIVE OFFICE

The National Hardwood Lumber Association

1864 McCormick Building, Chicago, Ill.

Gregertsen Brothers Ltd.

Suite 1560-61 McCormick Bldg. Chicago, Illinois

Phone: Harrison 8610-8611

Yards: Cairo, Ill.

We will have the greatest car shortage this fall we ever had. If you want any CYPRESS buy it now, while you are able to get it. We carry two million feet in our Cairo yard and can make quick shipment but do not know how we will be fixed later when cars become scarce.

BUY Now. Prices will shortly swing upward.

WE ARE THE CYPRESS SPECIALISTS

When in the market for "CYPRESS" remember "GREGERTSENS"

British Timber Importers and Merchants

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(Established over a Century)

IMPORTERS of and AGENTS for

ALL KINDS OF

CANADIAN WOOD GOODS

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BRITISH IMPORTERS

CANADA CAN SUPPLY YOU

Britain's greatest store-house of timber, Canada, offers the logical market for British importers. The "Canada Lumberman" is the medium through which British importers can reach the complete lumber and timber industry of the Dominion in all its phases. The "Canada Lumberman" will, through the use of its advertising columns, bring you into close touch with the whole trade, which can only be reached by the nationally read lumber journal of Canada.

The Canada Lumberman and Woodworker

347 Adelaide Street West, - - TORONTO, CANADA

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Our London Office—16 Regent St. S. W. 1,

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400 Private Branch Exchange.

Cables:
"HILLAS," HULL

W. N. HILLAS & COMPANY

WOOD BROKER

FOR EVERY CLASS OF TIMBER

***Head Office*: HULL, England**

To the Lumber Companies of Canada:

You have the Goods. Place your Lists with full particulars in our hands. We are in daily touch with all the Buyers in the United Kingdom.

PLEASE NOTE. We pay cash against all documents, and take the whole of the Delcredere risk on Buyers.

COX, LONG & CO., LTD.

ARE THE EXPORTERS OF THE

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BRAND

White Pine Quebec Hardwoods
Red Pine Quebec Spruce

ALSO LOWER PORT SPRUCE

(BEST STOCKS)

LONDON: (Head Office) 17 Sherborne Lane, E.C. 4
Cables: "Lignitic" London

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HARDWOOD LUMBER

ANNUAL CAPACITY: 130,000,000 feet.
THIRTEEN BAND MILLS SIX PLANING MILLS ELEVEN FLOORING UNITS

If you would like to know something more of this company,
Its sources of timber supply,
Its facilities for manufacture and distribution,
The character and varieties of its products,
The way it is organized to render service,
Its industrial policies and code of principles, designed to assure to its patrons the maximum of satisfaction,

WATCH THIS SPACE

Its philosophy of business is embodied in the word SERVICE

W. M. Ritter Lumber Company

Columbus, Ohio, U.S.A.

Rimouski Lumber Co., Limited

HEAD OFFICE
RIMOUSKI, QUE.

Dressed Spruce a Specialty

Milling in Transit

Now open to Contract for Sale of Several Millions of SPRUCE

Delivery November next to Summer 1921

Our Specialty

HARDWOODS

We Always Carry Large Stocks of
1" 1½" 2" 3" and 4"

Birch, Maple, Ash, Beech, Elm, Basswood

YOUR ENQUIRIES ARE SOLICITED

Stock Lists Mailed on Application

BOISSE and RACICOT

Olivier Building, Wellington St.
SHERBROOKE, P.Q.

EMPIRE BRAND Hardwood Flooring

High Grade Flooring

At a Very Reasonable Price

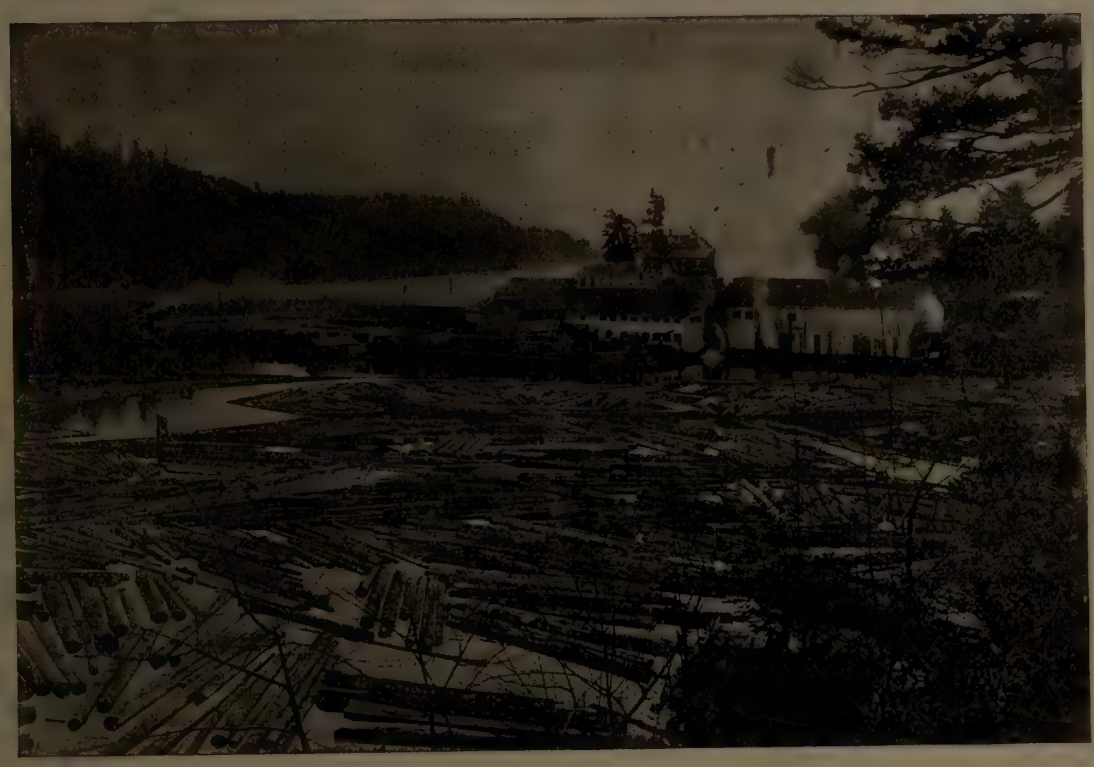
Empire Brand is your guarantee of highest quality and uniformity. We can supply it in Maple, Birch, Plain and Quartered Oak.

We are also manufacturers of all kinds of high grade wood products and can handle your milling in transit.

A large factory equipped with up-to-date machinery is at your service to furnish "WHAT YOU WANT" "WHEN YOU WANT IT"

J. R. EATON & SONS LIMITED

Office and Factory - - Orillia, Ontario



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Fir
Lumber & Timber
Cedar Shingles
Kiln Dried Stock

Our Plant is located on the east coast of Vancouver Island, 38 miles north of Victoria. Safe land docked harbour. Ample water at loading docks at all stages of tides for vessels drawing up to 32 feet.

We are well equipped for all classes of cargo shipments and experienced in the requirements of United Kingdom, South Africa, South America, Australia, China and Japan.

Can make rail shipments to all usual points reached by Canadian Pacific Railway or Canadian National Railway.

A large stock of well made lumber guarantees prompt service for your requirements.

Mill cuts up to 85 foot lengths. We make a specialty of ship building material in the rough, and long timbers.

GENOA

Genoa Bay Lumber Co.

GENOA

Genoa Bay, B. C.

Dealers in Lumber, Lath, Cross Arms Mouldings, Doors Sash, Shingles

Telegraph Address, Duncan, B.C. **Code: A. B. C. 5th Edition** **Phone 25 Duncan**

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Quote your lowest cash price.
The FOLEY LUMBER CO.
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The largest house of its kind in America
James W. Sewall
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Coolidge & Carlisle
Forest Engineers
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Manufacturers of
WIRE For TYING, BUNDLING and many other purposes. NAILS, Etc.
LAIDLAW BALE-TIE CO., Ltd.
HAMILTON, ONT.

W. Y. LLOYD
Wholesale Lumber Dealer
350 Confederation Life Building,
TORONTO, Ont.
PINE, SPRUCE or HARDWOOD LUMBER
To the Mill Man—I'm always in the market for Lumber, Shingles and Lath.
Please mail lists of your stock

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UNION STOCK YARDS
OF TORONTO, Limited
'Canada's Greatest Live Stock Market' Capital, $1,500,000. Two Hundred Acres. Dundas St. cars to Keele St., West Toronto. Auction Sales every Wednesday. Private Sales Daily.
Correspondence Solicited.
WALTER HARLAND SMITH
Manager Horse Dept.

FINANCIAL STATEMENT

National Lumber Manufacturers' Inter-Insurance Exchange

CHAIRMAN - - - - CHAS A. BIGELOW
VICE-CHAIRMAN - - - - W. A. HOLT
TREASURER - - - - - C. F. WIEHE
ATTORNEY AND MANAGER - CHARLES F. SIMONSON

720-722 Lumber Exchange Building
CHICAGO, ILLINOIS

ASSETS AND LIABILITIES
June 30, 1920

ASSETS			
Cash in bank		$ 72,944.65	
Accrued interest		2,072.11	
Investments:			
$30,000	Chicago Union Station, First Mortgage Bonds, 4½s	$ 30,025.00	
10,000	Kansas City Terminal, First Mortgage Bonds, 4s	8,762.50	
10,000	Cook County, Illinois, Bonds, 4s	9,925.00	
10,000	City of Chicago Bonds, 4s	9,900.00	
10,000	North Shore Electric Co. First Mortgage Bonds, 5s	10,050.00	
10,000	Kentucky and Indiana Terminal Railroad Co. (First Mortgage Bonds) 4½s	8,857.00	
25,000	Cook County, Illinois, Bonds, 4½s	23,781.25	
15,000	Toronto, Canada, Harbor Improvements, 4½s	12,000.00	
10,000	U. S. Government Treas. Certificates, 4¾s	10,000.00	
10,000	U. S. Government Treas. Certificates 5¼s	10,000.00	$133,300.75
Deposits in course of collection (not over three months due)		30,513.84	
Office furniture and fixtures		2,256.25	$241,087.60
LIABILITIES			
Due Reinsurance Companies		208.79	
Losses incurred and in process of adjustment (estimated)		4,000.00	
Surplus and reinsurance reserve		236,878.81	$241,087.60

AUDITOR'S CERTIFICATE

We have audited the accounts of the National Lumber Manufacturers' Inter-Insurance Exchange for the six months ended June 30, 1920, and for the period from February 15, 1915, to June 30, 1920, and certify that in our opinion the foregoing statement correctly exhibits the operations for the year and the period named and the financial position at the close.

MARWICK, MITCHELL & COMPANY,
Chicago, July 21, 1920. Certified Public Accountants.

Quick Action

You Can Have It

Try the Canada Lumberman Wanted and For Sale Department. Have you anything you wish to buy or sell in the Lumber Industry? You will find this department inexpensive, and a very effective business getter.

Our Classified Advertisers do not repeat the ad, often. They don't have to. They report immediate results. Use these columns to your own advantage.

CANADA LUMBERMAN and WOODWORKER
347 Adelaide St. W.
TORONTO

Edward Clark & Sons, Ltd.

807-9 Bank of Hamilton Building

TORONTO, CANADA

Our Special List for this Month

4/4", 5/4", 8/4", 16/4" Birch 4/4" Black Ash

4/4", 6/4" Basswood 8/4", 12/4" Soft Elm

Cable Address "FRASTEAR" Code A. B. C. 5th Edition

F. H. STEARNS & CO.

WHOLESALE LUMBER

201 McGill Building, :-: MONTREAL

WE HOLD STOCKS OF

1 in., 2 in. and 3 in. Merchantable Spruce
1 in., 2 in. and 3 in. Cull Spruce
1 in., 2 in. and 3 in. Cull Pine
1 in., 2 in. and 3 in. No. 2 Common and better Birch
1 in., 2 in. and 3 in. No. 3 Common Birch
10 Cars Mill Run Spruce Lath

JACK PINE

We would like to move at once:—

175,000 feet 1″ Jack Pine.
325,000 " 2″ Jack Pine.
40,000 " 1″ White and Red Pine.
100,000 " 2″ White and Red Pine.

In good shipping condition—Prices right
Inquiries solicited

McCORMACK & STEWART
Bank of Toronto Building - HAMILTON, Canada

Keewatin Lumber Co., Ltd.

Get Our Quotations For
2 x 4 AND WIDER IN RED PINE
AND SPRUCE DIMENSIONS.

Dry White Pine Common Boards

Also BOX and CRATING STOCK
in PINE, SPRUCE and POPLAR

We Manufacture White and Red Pine, Spruce and Poplar Lumber, Boxes, Shooks, Lath and Ties.

Saw Mills, Planing Mills and Box Factories at Keewatin and Kenora, Ont.

General Office: KEEWATIN, ONT.

SINCE 1883

We have been supplying
Lumber Camps with

HAY, GRAIN & FEED

Write or wire us for quotations
on your winters requirements

JAMES SCOTT & CO., Limited
651 St. James St., - MONTREAL

The Rideau Lumber Co.
Limited
Canada Life Building
OTTAWA - - - CANADA

We have well assorted stocks of

WHITE PINE
SPRUCE
HEMLOCK
of 1919 sawing

Full lines of 1920 sawing
now being produced

James C. McCuaig
and Company
Room 302 Jackson Building, Corner Bank and Slater Sts.
OTTAWA - ONTARIO

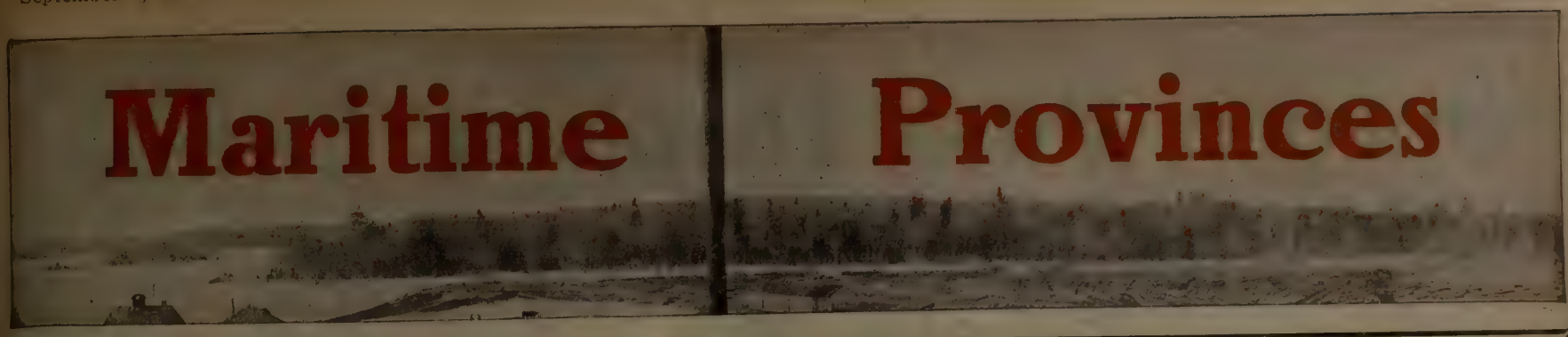
Wholesale Lumber

Pine, Spruce, Basswood, Birch,
Balsam and Poplar Pulp

Birch Maple Spruce

J. A. AIRD
WHOLESALE DEALER IN
Rough and Dressed Lumber
Lath and Shingles

Room 703 Power Building Phone Main 7193
83 CRAIG ST., W. MONTREAL, QUE



MIRAMICHI LUMBER COMPANY

General Offices: CHATHAM, N. B.

GEORGE F UNDERWOOD
President

JOHN P. RILEY
Vice-President

J. W. BRANKLEY
General Manaqer

View of Mills at Morrison's Cove.

Manufacturers of

Spruce and Pine Lumber Lath, Shingles and Rossed Pulpwood

Mills at

MORRISON'S COVE DOUGLASTOWN AND CHATHAM, N. B.

Spruce, Pine, Hemlock, Laths, Shingles, Railway Ties

Our Planing and Resaw plant makes it possible to meet Buyers' requirements

View showing Sawmill and Lumber Piled

Our Reputation is Our Recommendation

The name of the J. B. Snowball Co. is always coupled with Standard quality and dependable service. It is our aim to always work consistently along these lines in supplying the trade.

EXCELLENT FACILITIES FOR OCEAN SHIPMENT

Railway Sidings in Mill Yards for American and Canadian Shipments

J. B. Snowball Company, Limited

CHATHAM, NEW BRUNSWICK

Murray & Gregory
LIMITED

Saw Mills, Woodworking Factory and Glass Works at St. John, N.B.

C.P.R. or C.N.R. delivery. Also Saw Mills, Lake Frontier on Quebec Central R.R. and LaFontaine Station on C.N.R. Quebec

Head Office: St. John, N.B.

MANUFACTURERS
of everything in Spruce, Pine, Hemlock, etc., for Building.

As we have our own dressing plant we are in an independent position to sell carload lots properly dressed.

We solicit your orders for West India market for PINE AND SPRUCE BOARDS, being largest exporters out of St. John to West India Islands

MANUFACTURERS
of Barrel and Nail Keg Heading—also Staves of all sizes, Onion Crate Shooks, Cedar Shingles

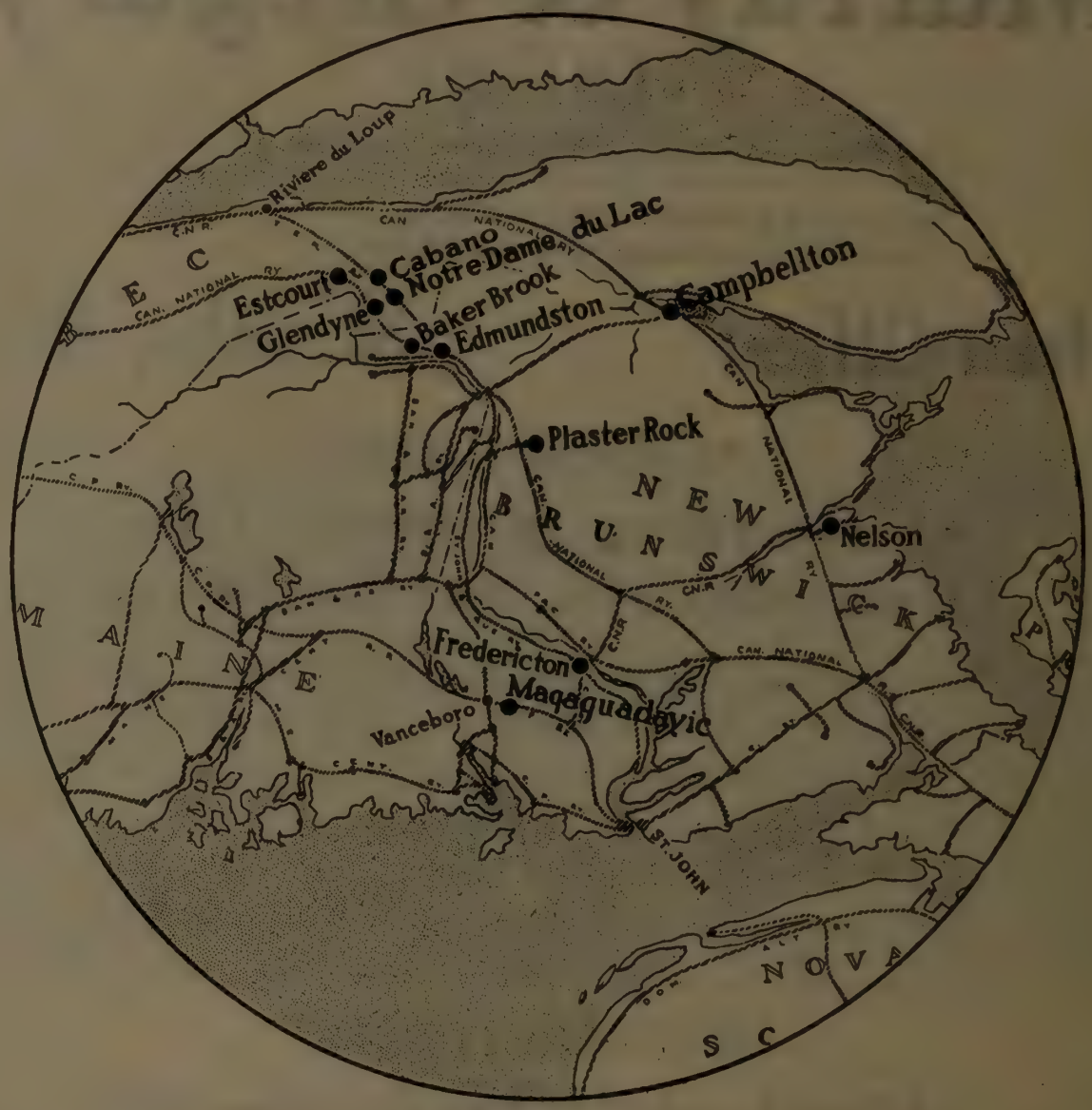
We export to both British and American markets and thoroughly understand grading for these markets.

Address all correspondence to Head Office-St. John, N.B.

FRASER COMPANIES, Limited

Bleached Sulphite Pulp Mill. Saw Mills (all Band Saw Mills). Shingle Mill

HERE THEY ARE ON THE MAP



Mills and Railway Connections

Saw and Shingle Mills.	Railway Connections.
Cabano, Que.	Temiscouata Ry.
Notre Dame du Lac, Que.	Temiscouata Ry.
Glendyne, Que.	C. N. Ry.
Estcourt, Que.	C. N. Ry.
Edmundston, N.B.	C.P.R., C.N.R. and Temiscouata Ry.
Magaguadavic, N.B.	C. P. R.
Baker Brook, N.B.	C. N. Ry., Temiscouata Ry.
Plaster Rock, N. B.	C. P. Ry.
Fredericton, N. B.	C. P. Ry. and C. N. Ry.
Nelson, N.B.	C. N. Ry.
Campbellton, N. B.	C. N. Ry.

Bleached Sulphite Mill, Edmundston, N. B. ... Railway Connection, C.P.R., C.N.R. and Temiscouata Ry.

Bleached Sulphite. Rough and Dressed Spruce. White Cedar Shingles. Railway Ties

Piano Sounding Board Stock a Specialty.

Selling and Purchasing Offices :-- EDMUNDSTON, N. B.

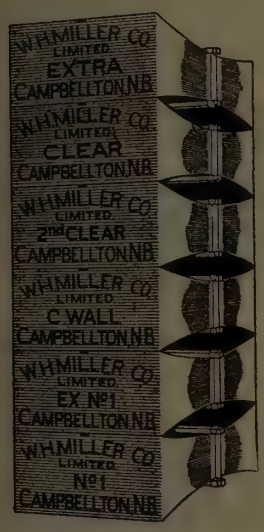
Spruce and Pine Lumber

For Home and Export Trade

LATH and TIES
PULPWOOD

Shipments by Rail and Water

Prompt, Reliable and Efficient Service



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WHITE CEDAR SHINGLES

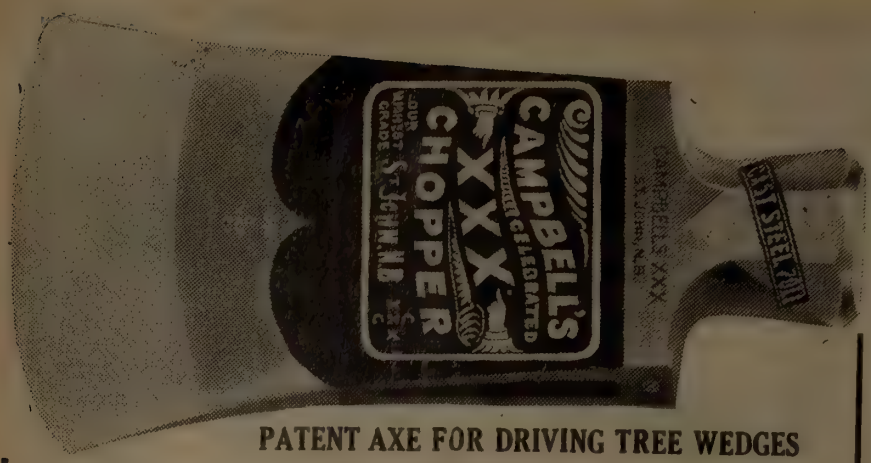
Our Specialty

Let us quote you on your requirements

WE SOLICIT YOUR EXPORT TRADE

W. H. Miller Co., Limited

Campbellton, - N.B.



PATENT AXE FOR DRIVING TREE WEDGES

Write for Particulars

G. Wilford Campbell & Son

Sole Makers X X X Axes — ST. JOHN, N. B.

Stanley Douglass, Limited

FREDERICTON, N. B.

Spruce and Hemlock Lumber

Laths, and Cedar Shingles.

Mills: South Devon and Stanley, N. B.

Smith Lumber Co., Limited

Mills at Woodstock and Canterbury, N. B.

Manufacturers of

Lumber, Lath, Shingles, Cooperage

Stock and Standard Barrels.

Head Office --- WOODSTOCK, N. B.

MACHINERY OF ALL KINDS

Built and Repaired Iron and Brass Castings, Boilers, etc. Ask for quotations on anything you may require in our line.

Special Attention given to

MILL MACHINERY

Union Foundry and Machine Works, Limited

SAINT JOHN (West), N.B.

BOILERS

The Best and Quickest Way to Repair Mill Boilers and All Wrought Iron and Steel Parts

IS BY

ELECTRIC WELDING

We Have Made a Reputation in This Line

CORRESPONDENCE SOLICITED

The Barton Electric Welding Co., Ltd.

PIONEERS IN ELECTRIC WELDING

St. John - - - - N. B.

J. Albert Hayden & Co.

Manufacturers and Dealers in

LONG AND SHORT LUMBER

SHINGLES

CLAPBOARDS AND LATHS

P.O. Box 231 ***Woodstock, N.B.***

Pure Molasses

for the Camp

SEND US YOUR ENQUIRIES

CROSBY MOLASSES CO., Limited

Importers and Canners of Molasses

ST. JOHN, N.B.

DALHOUSIE LUMBER COMPANY, LIMITED

DALHOUSIE, NEW BRUNSWICK

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DALHOUSIE LUMBER COMPANY LTD

BAND-SAWN SPRUCE and PINE

in thicknesses, one to three inch.

Unequalled for Quality and Manufacture

OUR WHITE PINE IS THE BEST IN EASTERN CANADA

We manufacture 1 1-2 in. SPRUCE LATH

100 Full Count Bundles

"DALHOUSIE BRAND"

WHITE CEDAR SHINGLES

IN

Extras, Clears, 2nd Clears, Clear Walls

Ex. No. 1s

ARE GIVEN THE PREFERENCE BY DISCRIMINATING BUYERS EVERYWHERE

Shipment can be made by Rail or Water

Cedar Products, Ltd.

Cedar Shingles
Railway Ties
Piling, Etc.

We ship from Eastern Quebec and Northern New Brunswick

Office: AMHERST, N. S.

United Pole Company
LIMITED.

Cedar Telegraph Poles and Posts

We carry large stocks in yards for prompt shipment.

Office: AMHERST, N. S.

W. G. White
General Manager

G. A. Rogers
Superintendent

Manufacturers

SAWN LUMBER

Wholesalers

Mills at Burnville N. B.

and at Petit Rocher N. B.

General View of our Mills at Bathurst

Gloucester Lumber and Trading Co.

Head Office and Mills, Bathurst, N. B.

Spruce, Pine and Hardwood Lumber
Lath, Shingles, Railway Ties, Etc.

LUMBER HARNESS

A. E. WRY-STANDARD LIMITED SACKVILLE, N.B.

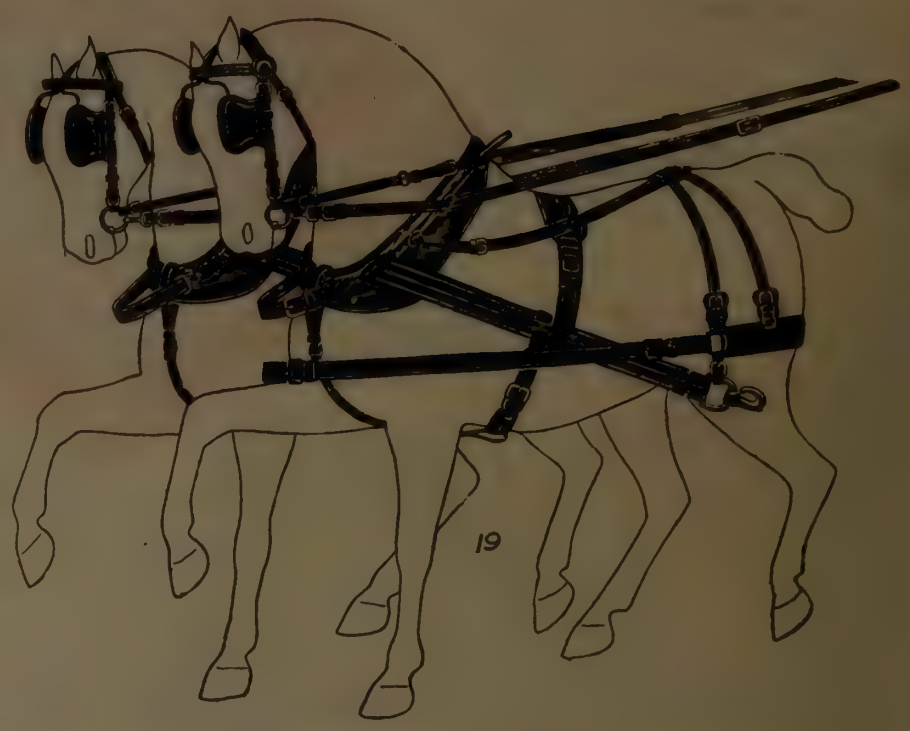
We make first class quality Harness, Driving and Team Harness, Harness Parts, Horse Collars, Blankets. All kinds of Saddlery, Horse and Stable Furnishings.

We illustrate our No. 19 Extra Heavy Double Team Harness, for Horses 1300 lbs. and up. Brass Mounted Bridles. Rest of Mountings, Japan. Bridles, Reins, Back Pads, Girths, Hames, Tugs, Pole Straps, Collars, Breechings.

Price, extra, with brass buckles and red Minto top hames
No. 19½—Michigan Lumber Harness, same weight and dimensions as above.
Price, extra, with brass buckles and red Minto top hames.

Lumbermen should note that we are the makers of the original and genuine oil tanned Shoepacks. Every pair guaranteed and backed by a reputation of fifty years standing.

A. E. Wry-Standard
Limited
Sackville, New Brunswick, Canada



No. 19 Michigan Lumber Harness
Write for our handsome catalogue giving full details and prices complete

PALMER McLELLAN SHOEPACK CO. LTD. TRADE MARK REGISTERED FREDERICTON, N.B.

A DECIDED FAVORITE

WITH ALL WEARERS OF

Shoepacks, Larrigans and Farm Shoes

IS THE RELIABLE

PALMER-McLELLAN LINE

OF

Chromoil Goods

They are best that expert tanning, high grade material and faultless workmanship can produce. You can handle them with fullest confidence in their customer-satisfying qualities. Every Chromoil sale is a trade builder.

98X
Men's 12-Inch Leg Farm Shoe Sole and Tap

No. 040 1/2
Men's Knee High Draw String Pack

Palmer-McLellan, Fredericton, N.B.

ENTERPRISE

Camp Ranges and Heaters

All Kinds of Stoves for Large or Small Camps

For the Drive or Small Camp

THE ENTERPRISE WOODSMAN
Made in one size.

A compact, dependable, strongly made steel range, made to stand hard usage and much moving around. Oven is 21 inches wide. Fire box takes a 22-inch stick of wood. Reservoir holds 10 1-2 gallons and can be put on or taken off in a few minutes. Large wrought iron rings at the corners enable this range to be carried easily with poles.

A Powerful Stove specially adapted for heating Lumber Camps, Boarding Houses, etc.

The Enterprise Camp Heater
Made in two sizes
No. 38 and 50.

"The Enterprise Camper," made in two sizes with ovens 24 ins. and 30 ins. wide. Burns either wood or coal.

THE CAMPER

A large, serviceable, heavy duty steel range, suitable for medium or large size camps, boarding houses, etc. The finest stove of its kind made. Will use wood up to 31 inches long. The cooking surface is extra large. It is a splendid water heater, and can be fitted with either a 15-gallon, detachable reservoir or a waterfront.

Write for Circular showing all these Stoves.

The Enterprise Foundry Co., Ltd.

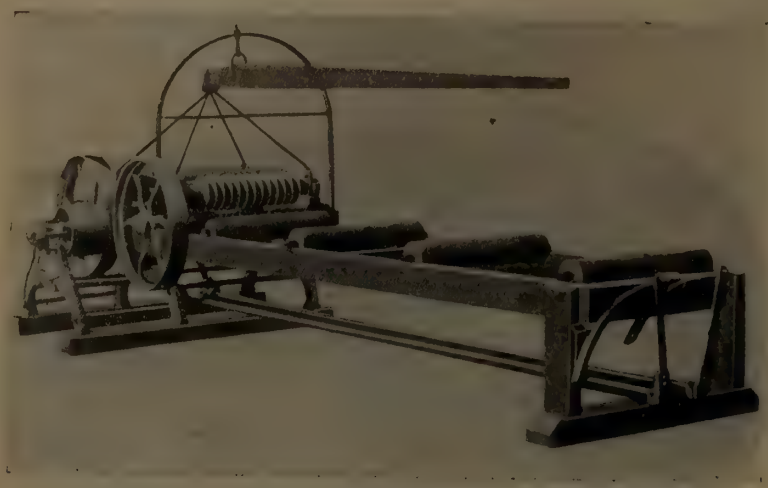
Manufacturers of High Grade Stoves, Ranges, Furnaces, Fire Place Fittings

Head Office and Factory - SACKVILLE, N.B.

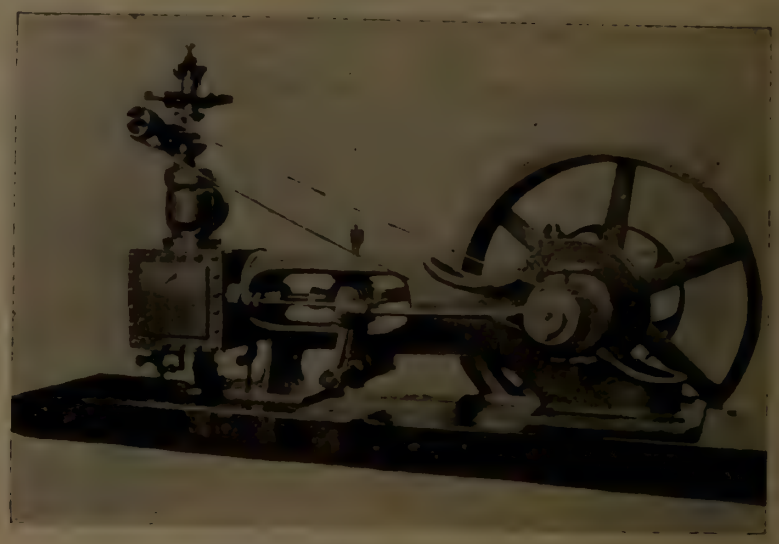
WESTERN DISTRIBUTING AGENCIES:
The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Saskatoon, Calgary. W. T. McArthur & Co., Ltd., Vancouver, B.C.

OXFORD

The Name that Spells Satisfaction

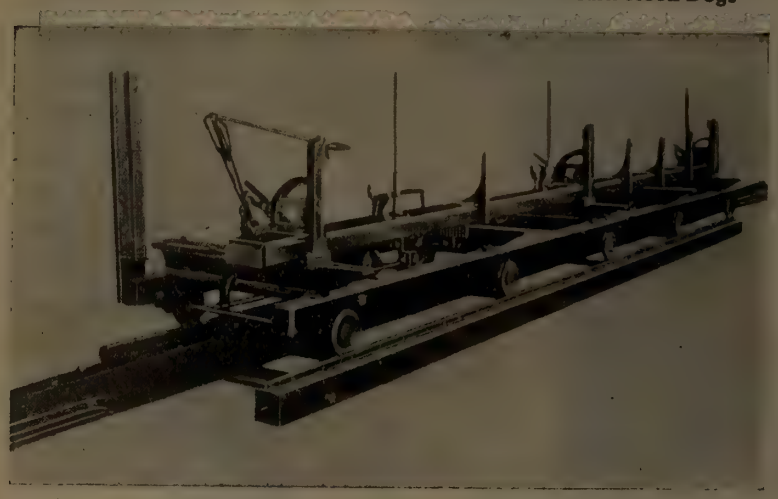


Three-Saw Gang Edger



New Model Horizontal Engine, Particularly Adapted for Portable Mill Work

Heavy Carriage with Independent Set Works and Multi Hook Dogs



20-Foot Ordinary Frame Carriage

SAWMILL MACHINERY AND EQUIPMENT

The utmost in satisfaction characterizes every Oxford installation. Capacity production under exacting conditions proves the value of our machinery.

We supply carriages with steel, Logseats and Light Variable Feed Saw Husk, rope drive to suit light power. Edgers carrying from 2 to 7 saws to suit capacity of mill built in four sizes. Saw Husks with patented belted friction feed for ordinary size mills, also adapted for steam feed if desired. Lath machines capacity 40,000 in 10 hrs. Pole Road Trolleys, 8 to 10 in. flange.

OXFORD FOUNDRY & MACHINE

Company, Limited

OXFORD, - N.S.

HEADQUARTERS FOR

Lumbermen's Harness

We manufacture all styles of Lumbermen's Harness, Collars and Horse Blankets

Before placing your orders, write for Price List. It will pay you.

H. HORTON & SON

LIMITED

9-11 Market Square, St. John, N.B.

The Largest Horse Furnishing Establishment in Eastern Canada

Carefully Selected and Graded

Spruce and Pine LUMBER

Laths - Box Shooks

Write Today for Prices

W. S. LOGGIE CO.

Limited

Head Office - - Chatham, N. B.
Mill - - - - Inkerman, N. B.

Mc FARLANE'S FORGED STEEL SOCKET PEAVEYS

The Mc Farlane-Neill MANUFACTURING CO.

LIMITED

BOSS LUMBERING TOOLS

WORKS & OFFICE
NORTH DEVON
NEW BRUNSWICK, CANADA.

IN USE FROM THE ATLANTIC TO PACIFIC

When ordering ask for "BOSS LINE" Steel Socket Peaveys

Catalogues and Prices gladly furnished. - - - *We welcome your investigation.*

We also Manufacture a full line of Heavy and Light Varnished Wood Hames

Here's the Place to Get Service

SPRUCE

Wholesalers

Factory Buyers and Retail Dealers

The next time you need anything in the woods shown opposite send us your order and then check us up on service

PINE

Tell us your needs to-day

LATH & SHINGLES

Wightman Lumber Co., Ltd.

BATHURST, N.B., Canada

D. & J. RITCHIE & CO.

Newcastle, N. B.

Manufacturers and Shippers of

Spruce and Pine Lumber

Laths, Railway Ties, etc.

We Have to Offer

3/400 sft. Princess Pine, 1, 2, and 3 in. thick

1/200 " White Pine " " "

All above Merchantable Stock, well manufactured A 1 stock

Also LATHS for prompt shipment and RAILWAY TIES

WRITE US

DUNFIELD & CO., Limited

Exporters of Nova Scotia and New Brunswick

Spruce, Pine, Hemlock and Hardwood

in 1 in., 2 in., 3 in., 4 in.

Spruce Laths and Railway Ties

Head Office: **8 Prince St., Halifax, N.S.** ***Branch Office:*** **8 Market Square, St. John, N.B.**

U. K. Brokers: Duncan, Ewing & Co., K21 Exchange Bldg., Liverpool. Telegraphic Address: Dunfield, Halifax. Codes: ABC 5th Ed. Western Union

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PALMER'S

"MOOSE HEAD BRAND" OIL TANNED FOOTWEAR

The Wise Buyer Will Never Experiment When He Places His Shoe Pack Order

ITS TOO RISKY

He Buys the Best and Most Reliable

THAT EXPLAINS WHY

PALMER'S Packs are in Such Demand

They are Dependable

THE REASON WHY

We tan our own leather. The Quality of our leather never varies. It must be up to standard, or we will not use it. Our hand sewers are the best in the business. This guarantees to you a uniform grade of pack all the times. Write to your jobber for prices, or write us for f ll particulars

JOHN PALMER COMPANY, LIMITED

FREDERICTON, N. B., CANADA

For Your Camp

Equipment and Provisions

Potatoes, Peas, Beans, Hay, Oats, Flour and all Produce,

Tents, Tarpaulins, Blankets, Steel Bunks Mackinaw Clothing, Horse Blankets, Slickers and Camp Supplies,

A. H. M. HAY

80 St. Peter St. - Quebec, P.Q.

Will Give You the

SERVICE AND SATISFACTION

That You Look for when Buying your Supplies

OATS

We are specially equipped to serve the camps with oats either sacked or in bulk, having them in nearby positions at all times.

Write, Wire or Phone for Prices

C. R. Vannatter & Co.

Limited

Toronto - Ontario

Phones Main { 3853 / 3854

OATS **POTATOES**

HAY

Advise us your Requirements and we will keep you fully posted

STOVEL LIMITED

Board of Trade Building. - TORONTO

Sausage

Long Clear Bacon

Fresh Meat - Pure Lard

Barreled Pork - Mincemeat

"Peerless" Pickles & Catsup

"Peerless" Shortening

Eggs, Etc.

Provisions for Camp and Bush

We are unusually suited for supplying the lumberman with pure food products, carefully packed and shipped to arrive in good condition, and at the time wanted. The prices are the lowest consistent with strictly high-class goods, while our range is so complete as to anticipate your every requirement. Write or wire —at our expense—for latest quotations.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

TELEPHONE ADELAIDE 4901

"COPELAND" Shoe Packs — River Driver's — Sporting Boots

Many of the ills of your men can be directly attributed to inefficient footwear, resulting in damp or wet feet. That's why camp operators and store keepers demand only the best. Those who have once tried "COPELAND'S" invariably "repeat" year after year. They have proved for themselves that there are none better made—and this is guaranteed by us.

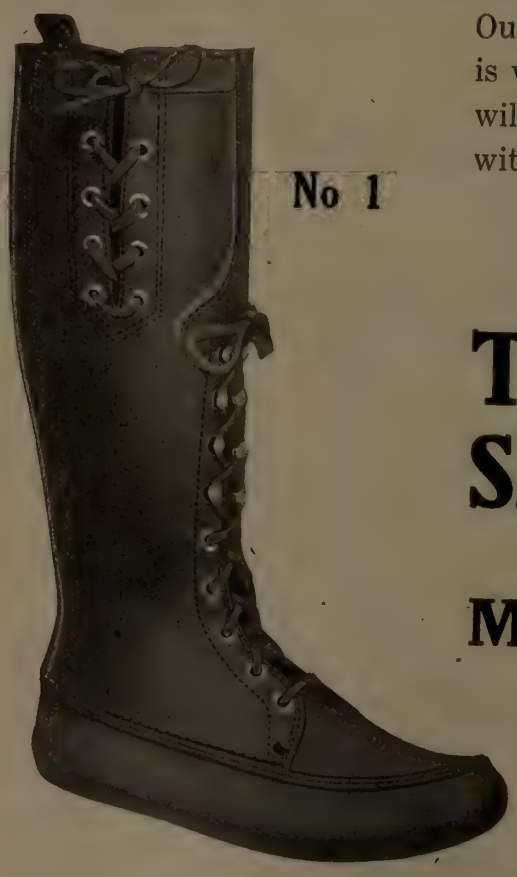
Our new catalogue, fully illustrated is waiting for you. A postal card will bring it immediately together with price lists.

No. 151

Upper of black, smooth grain Chrome Blucher or Bal. cut. Soles of the best selected No. 1 Oak tanned sole leather and guaranteed to hold caulks. This is an all handmade pegged boot.

No. 41

Made with a selected heavy oil tan bottom, 10 inch Menonite top, with full bellows tongue to top. Has back pulls same as our 12 and 15 inch draw string packs. Sizes 6-11.

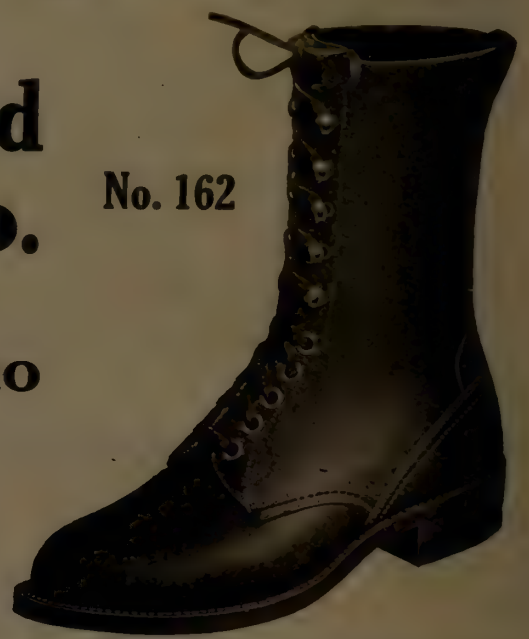


No 1

The bottom is of heavy selected oil tan. Leg 16 in. high, of No. 1 Menonite with hooks and eyelets. Side lacing with bellows, which enables the wearer to put on with ease. Sizes 6-11.

The Copeland Shoepack Co.
LIMITED

Midland - Ontario



No. 162

Made with a 10 inch black, smooth grain Chrome upper. English welted sole of No. 1 sole leather. Heavy outside counter. An exceptionally strong, serviceable boot for logging, etc.

Proved Service Better than Promised Service

Accept for yourself only those articles that have proven their worth when used under similar conditions. Two outstanding articles designed and manufactured by McClary's that have given long years of service under the most trying conditions are the

"Algoma" Steel Range

and the

"Camp Comfort" Heater

Both are sturdy, reliable, made right and bear no weak elements that collapse under strain. They carry the approval of every chef and lumberman.

The "Algoma" is a large capacity Cooking Range—built in three body sizes with various changes in cooking surface. Will not buckle or warp with hard usage.

The "Camp Comfort" has a tremendous heating capacity. Holds large chunks of wood and gives direct heat to the atmosphere. Will add cheer and comfort to bunkhouses and camps of all descriptions.

Our nearest Branch will be pleased to furnish any inquiries with full particulars without obligations.

McClary's

Factories at London, Montreal, Brantford.

Branches and Warehouses at London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Calgary, Saskatoon, Edmonton

G. H. G.

Lumbermen's Clothing

The best of materials in the hands of skilled operators is the real reason for the superior qualities of this famous brand of **Durabil Mackinaws.**

They are designed to give the greatest comfort under the most trying conditions, and to stand up under the hardest wear. This, they have been doing for many years and gaining for themselves an enviable popularity among lumbermen from coast to coast.

Camp store keepers, not yet acquainted with this line, are invited to write us for catalogues, price lists and samples.

We also manufacture, Blankets, Bedding, Overalls, Sweaters, Mitts and Gloves, Caps, Moccasins, Rubber Footwear, Snow Shoes Etc. Etc. Etc.

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Lumbermen, Miners, Railroad Contractors, Sportsmen — all who live in the "Out-O'Doors are familiar with the many fine qualities of REPELLANT BRAND DUCK TENTS. (These were chosen by the American and Canadian Governments, for use in the army during the war — and they **"made good."**)

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of double and twisted yarns. Guaranteed free from sizing.

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Absolutely weather and mildew proof.

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All styles, easy to pack, light and durable.

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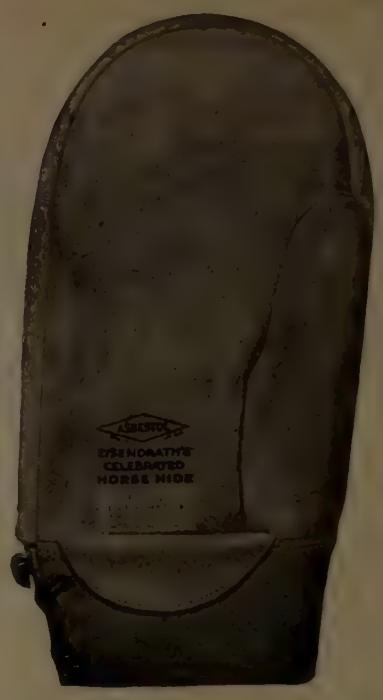

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For economy sake, as well as safety, you will find "ASBESTOL" best.

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Get in touch with our nearest warehouse for your supplies.

We can give you unrivalled service and lowest prices.

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Prices in effect at the present time :

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Johnson's Horse Liniment No. 1	Pints, Per Doz.	10.00
Johnson's Horse Colic Remedy	Per Gal.	12.50
Johnson's Horse Colic Remedy, Qt. (8 Doses ea.)	Doz.	30.00
Johnson's Horse Colic Remedy, Pts. (4 Doses ea.)	Doz.	15.00
Johnson's Veterinary Healing Ointment (Gall Cure) 2 lb. Tins	each 2.25; Doz.	24.00
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Johnson's Concentrated Condition Powders, 1 lb. Pkgs.	Per Doz.	6.00
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Our Family and Van Remedies are as follows :

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You who appreciate the benefit of having your outfits solid, reliable and dependable, will be glad to get acquainted with "Carson Quality" Outfits.

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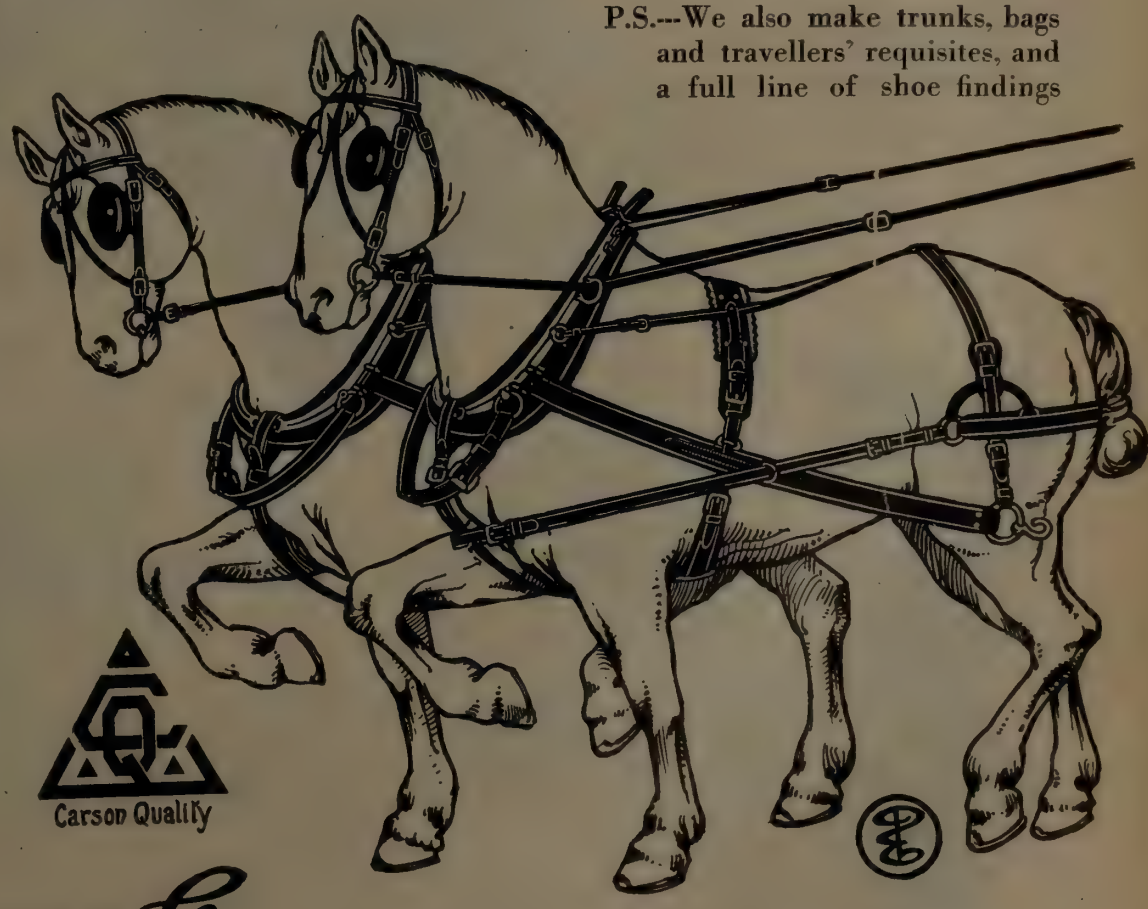
P.S.—We also make trunks, bags and travellers' requisites, and a full line of shoe findings



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OUR MICHIGAN SKIDDING AND LUMBER HARNESS

Your Van Supplies

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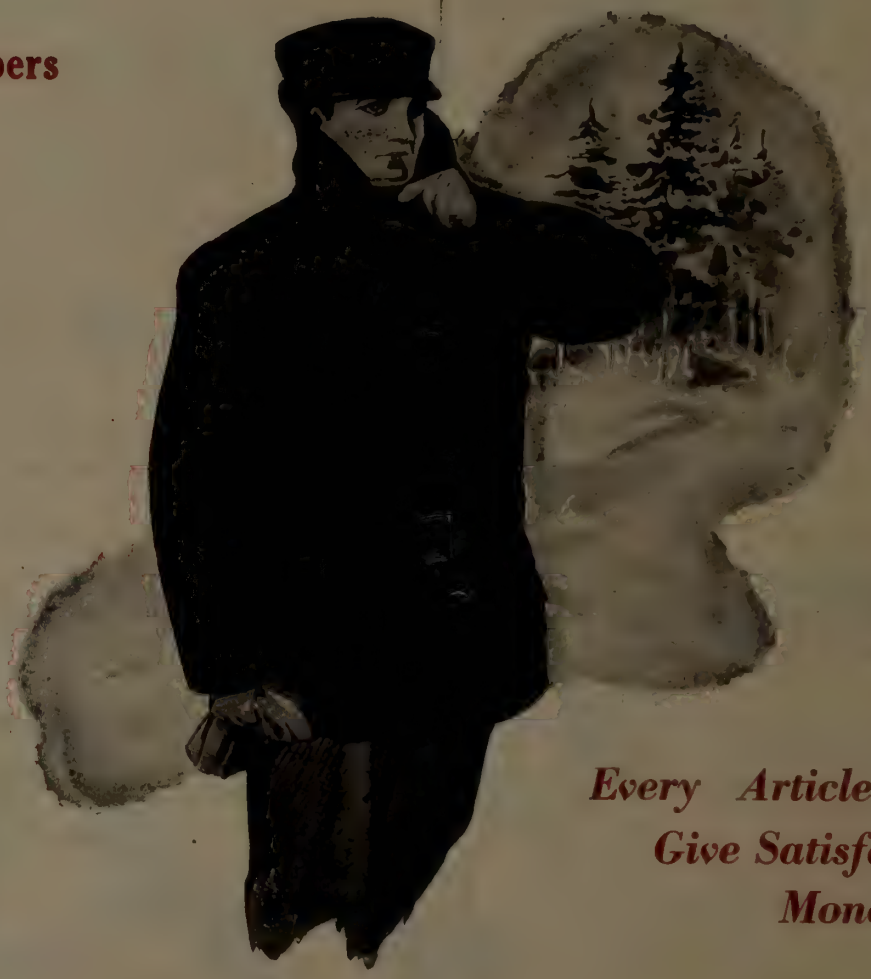
Riding Pants in all the correct cloths of Mackinaw Tweed Bannockburn Corduroy Duck and Drills



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Plain and Fancy Mackinaw Coats
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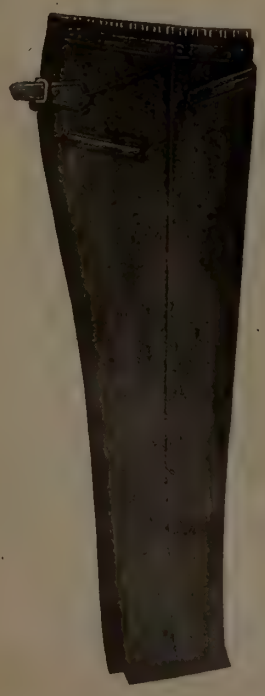
Every Article Guaranteed to Give Satisfaction or Your Money Back



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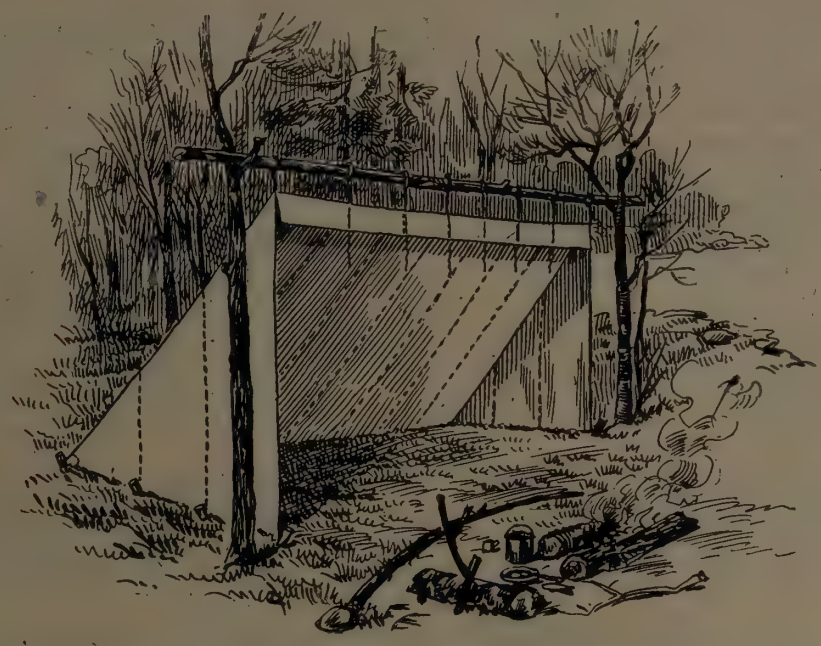

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Engaged in Outfitting Camps

Will find Woods Tents and other Camp Accessories the most profitable and satisfactory. Prices gladly quoted on large or small lots.

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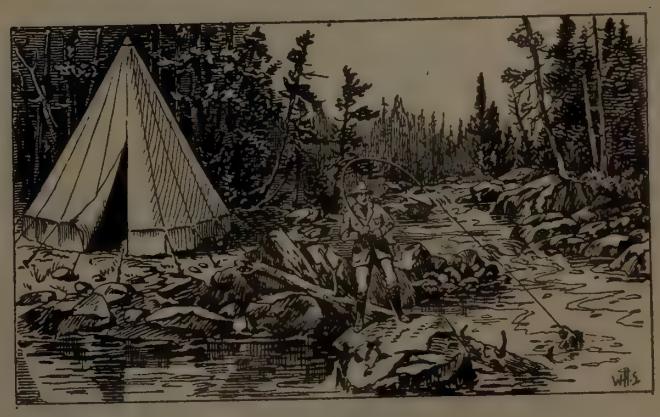

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We Can Supply Lumberman

Blue and White PEAS

PROMPT SHIPMENT

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Over 25 lumber companies from Nova Scotia to British Columbia have installed

Cyclone Vegetable Peeler

Most of these machines have already more than paid for themselves in economy effected in **labour and material.**

"Cyclone Peelers" which have been in constant use for over 12 and 14 years are still going strong.

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Installed without a bricklayer.

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Steamboiler Linings, Dutch Ovens, Woodburners, Etc.

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Realizing the need for a rich liquoring satisfying Tea for camp purposes, we set aside, from time to time, some chests of choice

FANNINGS

which we can offer at a very low price for immediate delivery.

These "fannings" are the small broken pieces of leaf from our standard blends. Infused in a large muslin bag they will be found entirely satisfactory and the most economical form of making tea. Packed in cases of about 120 lbs.

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OATS *Bagged or Bulk*

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WHOLESOME APPETISING Gunns FOOD FOR THE LUMBER CAMP

The Best Is Cheapest

Beef, Veal, Mutton,
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Dry Salt Meats
Butter, Cheese
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"EASIFIRST"

"Once used, always used," because it is more economical than many other cooking fats and makes most delicious pastry.

Better provisioning, better service, and satisfaction in greater degree all round is the result of letting Gunns fill the food needs of the camp. Our experience and specialization in this line places us in a position to know lumbering requirements for food, and our aim is to give you the benefit of this knowledge. We are indeed pleased to offer suggestions and advice concerning your special needs.

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Produce in carload lots, hay, oats, beans, peas, potatoes

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Wholesale Grocers

Pembroke, Ontario

Specialists in Everything pertaining to the Camp Commissariat

Get our quotations and save half your present freight expense. Our location and facilities for shipping will work to your advantage.

Ample stock and wide experience in filling lumbermen's needs assures you the best of service. Among the largest number of operators in the Dominion, Hunter's Provisioning carries an enviable reputation for quality and general satisfaction.

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Let PETERS, DUNCAN LIMITED *Do It!*

When ordering your Camp Supplies get in touch with

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We specialize in mixed cars for immediate use or winter storage. Our Potatoes, Onions, Cabbage, Carrots, Turnips, Beets, etc., are guaranteed good quality. We can also supply you with Apples and other Fruits and with Eggs, Butter, Cheese, Honey, and Fresh Frozen or Salted Fish.

Let us give you figures on your requirements.
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for

Strenuous Work

or

Severe Weather

"Wear-well" Mackinaws and Breeches are made for the outdoor man, who requires clothing with maximum wearing qualities, and comfort in all weathers.

Our Oxford grey Lumberman's Suit consists of a 36 ounce all wool Mackinaw Coat, 34 inches long with high reversible collar—a real man's coat.

The Breeches are of tough, lasting material made in full peg-top with lace legs.

Our stock is always complete in the above clothing.

Be sure to look for the "Wearwell" Trademark on every garment.

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Made by experts—strong and lasting—guaranteed to turn water.

Prompt Deliveries from Stock

Write for Prices

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Safe Sure Silent

In the Bush, the Mill or the Factory, where extra precautions are necessary, the "Silent 5" Match meets the approval of the critical fire inspector.

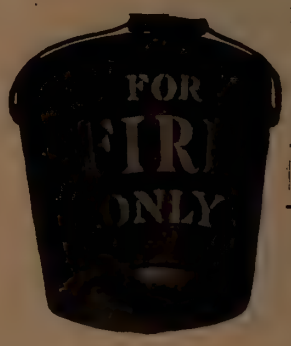
The sticks of the "Silent 5's" are all dipped in a chemical solution which causes the match to go "dead" immediately it is blown out, thus eliminating the danger from partially extinguished matches—a danger the fire insurance companies have deplored for years.

Your plant or mill will get a much lower insurance rate, if you have a sufficient number of Eddy's Round Bottom Fire Pails, arranged judiciously about the premises.

These pails are made with a specially rounded bottom so that they must be stood or hung in racks provided for the purpose, where everybody in the place knows where to find them when most needed.

Write for prices and details.

No After Glow



The E. B. Eddy Co.

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WHEN you are in need of Table Supplies we shall be glad to receive your enquiries. We want you to know that we carry at all times a large stock suitable for the requirements of the camp, and can assure you that we are only too anxious to send samples and quotations when requested.

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Wholesome — Palatable — Satisfying

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To make sure of the best results from baking and cooking, see that your lard and shortening bears our name. It is insurance against inferior quality. C. P. C. Lard and Shortening are always sweet, pure, and wholesome.

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Chilled Car Wheels of various sizes (6 in. to 40 in. in diameter) and weights for all classes of service, either loose or mounted on axles, including (Babbited Journal Boxings) for Railroads, Street Railways, Iron Mines, Quarries, Sand Pits, Brick Yards, Cement Plants, Lumber Mills, Contractors' Dump Cars, Push Cars, Trucks of all kinds for Industrial and Construction Purposes.

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Pulpwood Barkers
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Illustration at left shows the 60" LOMBARD BARKER with Lombard Barker attachment

The Attachment Can be Supplied to any Make of Barker.

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Efficiency is a result—in our belting it is the culmination of thousands of experiments and tests over a period of fifty years.

The outstanding factor in creating transmission efficiency in our Dominion Friction Surface Belting is our special friction rubber compound which gives our belts a pulley-gripping quality that prevents practically all wastage of power through slippage.

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This "Built-in Efficiency" is backed by the service of our belting engineers, who are ready to demonstrate its value without charge or obligation.

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
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Our Dominion Hose, Packing and Industrial Rubber Goods are all the Same High Standard as Dominion Friction Surface Belting

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"Alloyed under the Stanley Process"

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We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings and are ready to prove this in any case by trial installations in competition with any metal of its type.

The secret of its success is in the method of its alloying. It is produced under the Stanley Process, which is controlled exclusively by us throughout the Empire. Try it and be convinced.

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We specialize in supplying the lumbermen

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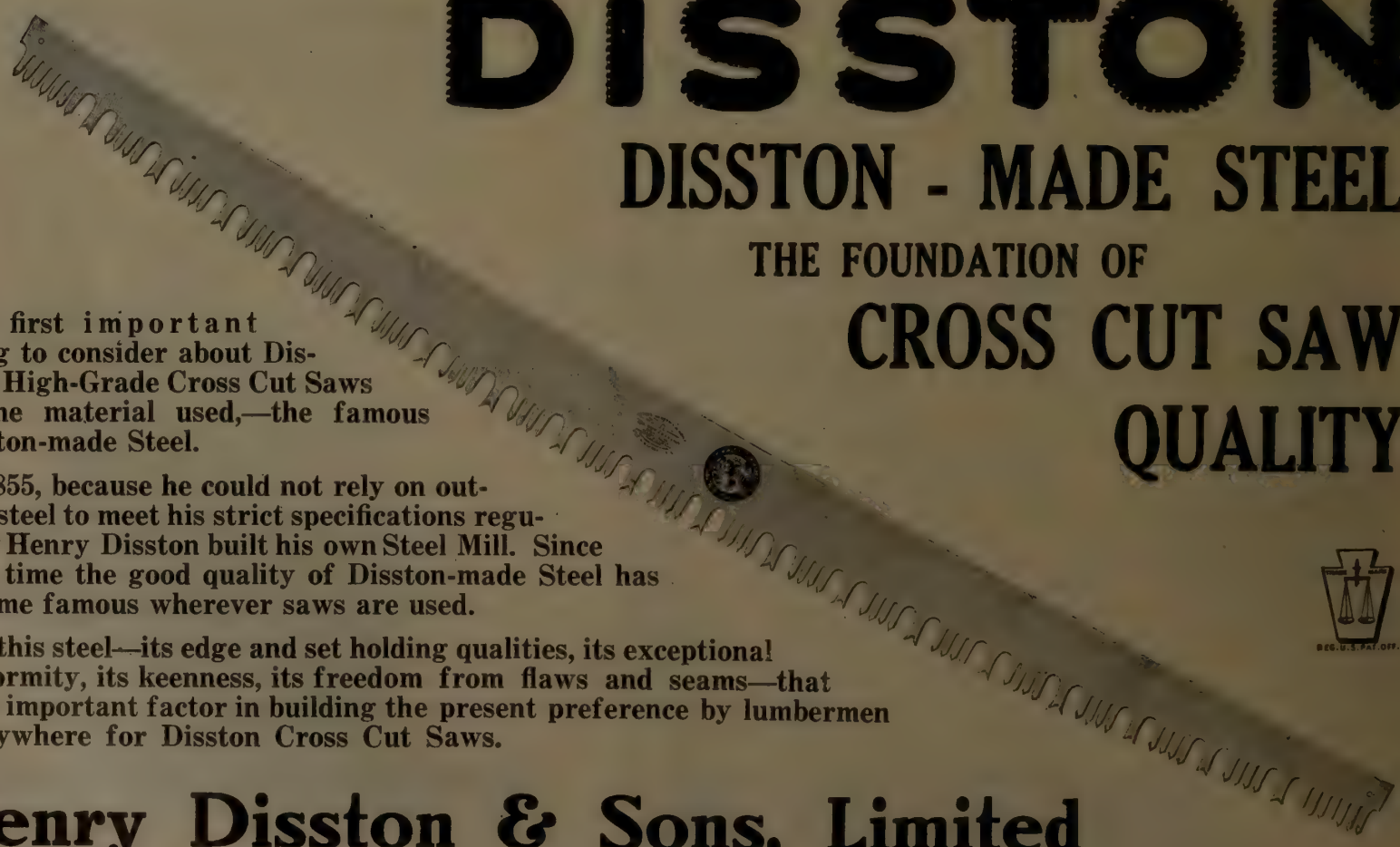
DISSTON

DISSTON - MADE STEEL

THE FOUNDATION OF

CROSS CUT SAW QUALITY



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In 1855, because he could not rely on outside steel to meet his strict specifications regularly Henry Disston built his own Steel Mill. Since that time the good quality of Disston-made Steel has become famous wherever saws are used.

It is this steel—its edge and set holding qualities, its exceptional uniformity, its keenness, its freedom from flaws and seams—that is an important factor in building the present preference by lumbermen everywhere for Disston Cross Cut Saws.

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Plain Red Oak

Quartered White Oak

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All Kinds of Woods and Wood Products

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One Man

Plus

The "Bell" Locomotive

This is a combination that has solved the haulage problem of many lumbermen.

The "Bell" Oil Burning Geared Locomotive is the sturdiest, strongest, and most economical of them all. Its construction is simple, and compact. It is oil burning and is operated by one man.

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In sizes from 2 to 24 tons. Just drop a card and we will forward complete information.

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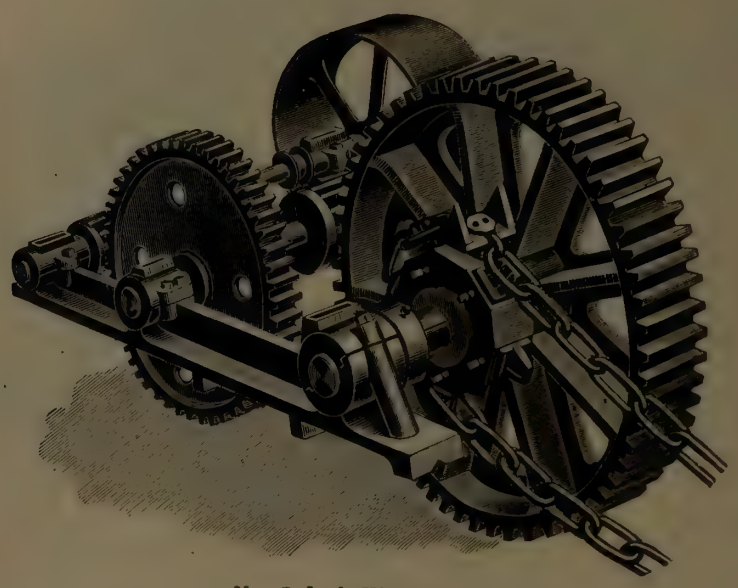

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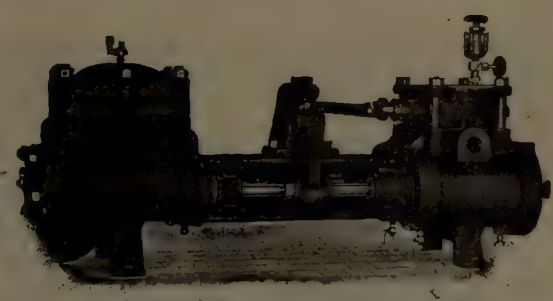

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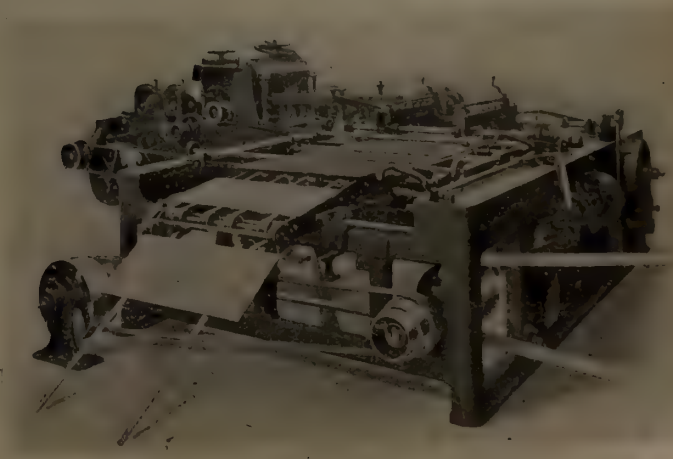

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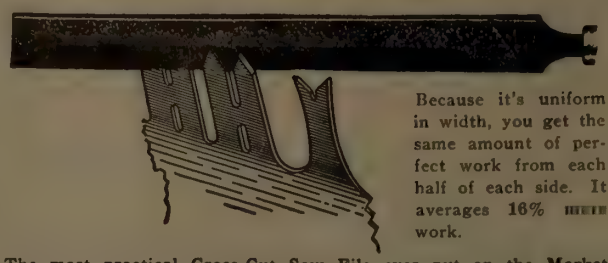

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The National Lumber Journal for Forty Years

Issued on the 1st and 15th of every month by

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THOS. S. YOUNG, Managing Director

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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Vol. 40 **Toronto, September 1, 1920** **No. 17**

The Lumber Industry and National Development

WITH this issue the "Canada Lumberman" completes forty years of continuous publication. In a comparatively young country such as Canada, this attainment may justly inspire feelings of satisfaction, if not pride, in having contributed in some degree to the development of such an important industry as that of lumber. The occasion is marked by the publication of a number in which features of unusual interest are presented relating to the varied activities, expansion and status of the lumber industry. Every effort has been made to impart timely and useful information on the different phases of the lumberman's life, from logging operations right through to the distribution end. There is possibly no great national industry regarding which more misconceptions and romantic ideas prevail than in respect to lumber and logging. The very nature of the work, its open and free character; its challenge to mother nature and the elements; its picturesque surroundings, and the cosmpolitan nature of its employees impart to the whole undertaking an irresistible charm and magnetic touch that give rise to many false impressions.

The tremendous risks which the lumberman has to undergo, the possibilities of heavy loss; the speculation with the forces of earth—the heat, rain, snow, ice—not to speak of the human problem, are known only too well to those who have to bear the burden and brunt of all these circumstances. Then there are the fluctuations in the market conditions; the ebb and flow of demand and supply; the barrier of scarcity of cars; congested terminals; ascending freight rates and other agencies over which the lumberman has no control.

Lumber is not a product that is made to-day and sold to-morrow. It is not a commodity that can be merchandised in a week, a month, or even six months for. From the time cutting starts in the bush until the finished product is in the hands of the consumer and final settlement made, often two years or more elapse and, therefore, the lumber manufacturer must be a man of vision, industry, foresight and faith.

Anything that will assist any branch of this splendid national enterprise to adopt the latest ideas in the development and extension of its service, reduce overhead, maintenance and other expenses, and help to build trade on a larger and broader foundation, is worth while and is the purpose animating the instructive and edifying articles which appear in this edition, through the kindness and co-operation of leading exponents of the trade.

While a good deal of attention has been given to operation, manufacturing and distribution, there is considerable anxiety prevailing regarding the future in the matter of prices and production. While each one has his views respecting the days to come, these are often biased through personal connections or the angle at which the observer is placed. Those who are able to take a wide, general grasp of the industrial situation, and more particularly as it affects the lumber Industry, are assured that the world will need lumber and need it badly for many years to come. They are convinced that as long as the high cost of living keeps up, and an ascending scale of wages is required to meet the conditions that prevail, there will be no permanent decline in present quotations.

The expense of production is high and is growing still higher. Until there is a radical change in basic environs it would seem that no further declines can take place in value, and, judging by the shipping perplexities it may become increasingly difficult for certain distributors to secure an ample supply of cars.

While the past few months have been quiet in the lumber line the volume of business has been reasonably large. There are no deterrent factors that should undermine confidence or optimism. There are encouraging signs on every side, and the future contains much of promise and satisfaction. The Canadian lumber industry will play its part in the future as it has in the past, strongly upholding its own interests and standing and, at the same time, working hand in hand with other huge undertakings to bring about a larger, better and greater Canada.

It has been well said that these times do not really differ from any other times the world has ever known. They just move faster. The days are just as long if we are idle, and just as short if we have work to do, but there is less chance for idle hands and more opportunity for those who work.

Modernizing the Logging Industry in Canada

Machinery is Superceding Hand Labor in Nearly All Other Activities—Eastern Conference Should Stimulate More Economic Production

By Roland D. Craig, Forest Engineer, Commission of Conservation

Changes in the forest and in the demand for forest products are bringing about new conditions in eastern Canada, to which the time-honored methods of logging are not adapted. The timber supplies are each year receding farther from the main rivers which for generations have carried the logs to the mills. The unlimited quantities of the grades and kinds of timber once demanded are no longer available, and now almost every kind and quality of wood can be sold at a good price if it can only be brought to the market.

Hauling logs with caterpillar tractor

Not so many years ago white pine was the main and, in many cases, the only species taken out of the woods. To-day nearly twice as much spruce lumber is cut as pine and, in addition, there is almost as much spruce used for pulp as there is pine cut. Hemlock used to be left to rot in the woods after the bark had been taken off for tanning, but is now a high-priced lumber tree. The despised Jack-pine is one of the chief sources of railway ties and is becoming a factor in lumber production. Even balsam fir and poplar are worth about $20 a cord as pulpwood. The hardwoods, which have been considered weeds in the forest, find a ready market when manufactured. At present, the equivalent of over two hundred million feet of hardwood is cut annually, but about one-third of it is used for distillation. The decreasing supply of hardwoods such as oak, hickory and ash in the United States has forced our manufacturers and builders to use our home-grown birch and maple with the result that the demand exceeds the supply.

Adjustment to Meet New Conditions

These changes in the source of supplies and in the market requirements call for the adjustment of methods of logging to meet the new conditions. Great progress has been made in the manufacture of forest products. The modern sawmill with its gang saws, live rolls, and automatic trimmers is a vast improvement on the sawmill of fifty or even twenty years ago. The pulp mill of to-day is a most highly developed organization of intricate machinery requiring the greatest technical skill in construction and operation. But in the woods, the logging methods employed fifty or a hundred years ago are still practiced with comparatively little improvement. Dependence is still placed on the physical strength of men and horses and the uncertain transportation of the streams and rivers though it may take two years to effect delivery.

The labor situation is constantly becoming more difficult. Logging, as now conducted, provides only temporary seasonal employment and, under the prevailing conditions, does not attract the most efficient labor nor is it possible to pay as high wages as prevail in other industries.

The operations in the wood are dependent on weather conditions. There must be the right amount of snow and the right temperature to keep the roads in shape and the thaw must be at the proper rate to facilitate driving. If labor can be made more efficient by the use of logging machinery that could be operated throughout the year and if transportation independent of the weather can be installed, it would seem well worth trying in every operation.

Aside from the uncertainty and the time required, river-driving is adapted primarily to the logging of softwoods. Though hardwoods, if properly dried, can be driven short distances on good streams, driving is not adapted to the exploitation of hardwoods generally. Even with the softwoods there is a heavy loss through sinkage. Some pulp operators estimate their annual wastage from this source at over 10 per cent, and in the case of balsam fir, as high as 15 per cent.

From the standpoint of maintaining the production of the softwoods, as well as utilizing the hardwoods, it is essential that all the mature timber should be cut simultaneously. When the conifers are removed from a mixed stand, the hardwoods so completely suppress any small softwoods that may be on the ground, or may subsequently start, that they have little chance of ever attaining merchantable size. If the hardwoods were removed, however, in the majority of cases a second crop of conifers would be secured naturally.

Simultaneous Cutting of Timber

Artificial reforestation is no doubt practicable under certain conditions, but all we can do in this direction for many years will have little effect in supplying our forest industries and, as a general policy, we must depend on nature, guided by systematic cutting, to maintain the kind of forest production desired. Any improvements in the present methods of logging which will facilitate the utilization of the hardwoods will not only increase the immediate returns to the industry, but will make for a better succeeding crop.

The solution of the problem of increased utilization of the forests seems to be in the improvement of transportation and it is time that consideration be given to the means used in other regions or, if necessary, develop our own methods which will be suitable to the local conditions. In some regiosn the use of trucks has proved economical even when necessitating considerable improvements of the roads. Tractors, especially of the caterpillar type, are proving very efficient in logging, not only increasing the output, but in certain cases, materially reducing the cost as compared with teaming.

Those who were engaged in taking out timber in France during the war learned to appreciate the value of light railways in a rough country. The use of railways, both of standard and narrow gauge, in logging has been very largely adopted during the last ten years, under conditions not unlike those of eastern Canada, but, as yet, only a few miles of logging railways are operated in this part of the Dominion. Railways have the advantage over river driving in that they can be operated throughout the year, independent of weather conditions, and all of the various kinds of wood, soft or hardwood logs or pulpwood, can be delivered at the manufacturing plants without loss or delay or further handling. Experience goes to show that within certain limitations the initial and operating costs are more than compensated for by these advantages.

In practically every other industry hand labor is being superceded by machinery as much as possible. The farmer no longer uses the cradle and flail to harvest and thresh his grain and tractors and

Loading square timber on railway at Gogama is the scene on the left. Next to it is a jackpine camp (Austin & Nicholson) near Cartier, Ont. in the heart of the jack-pine country. On the right are yellow birch logs being shipped from Pickerel, Ont., for export to England.

On the left is seen a modern saw mill at Foleyet, Ont., with pulpwood carrier. Breaking in log roads with a snow plough is shown next and on the right are seen the hardwoods left after the removal of pine and other softwoods

trucks are rapidly replacing horses on the farm. There are numerous labor-saving and time-saving logging devices on the market and the reason they are not in more general use is evidently a lack of knowledge of their application and cost under our local conditions.

On the Pacific Coast a logging congress is held every year. It is attended by large numbers of practical loggers, machinery men and others interested in forest exploitation. At these meetings the experiences of various operators from British Columbia to California are exchanged, and the latest inventions and methods of logging are not only described but are demonstrated in the woods. As a result, wonderful progress has been made in the last few years, and the logging business has been practically revolutionized. Attention is also given to the human element in logging, and a great improvement in the living conditions of the men in the camps has been effected through these meetings.

Logging Conference for the East

Is it not possible to organize such a conference in eastern Canada? Many operators are experimenting in new methods, but the value of their experiences is lost for the want of a medium through which to impart their knowledge of the results to others. At gatherings of this kind the manufacturers of logging machinery have not only an opportunity to bring their products to the attention of the industry, but they learn much from the practical woodsmen which enables them to improve their machines.

We have annual gatherings of manufacturers of pulp and lumber, but the men who are responsible for supplying the manufacturers with the raw material and upon whom the future of our forests depends, live and work in the isolation of their camps, and have little opportunity of keeping in touch with the advances being made in their own industry.

I make the suggestion of establishing an annual logging conference, feeling assured, after seeing what has been accomplished in the west, that it will result in increased and more economical production and in the improvement of the forest from the standpoint of maintaining the supplies of our most useful and valuable eastern species of timber.

How Fassett Company Gets Out Its Timber

Logs Are Cut Under Contract and Material Delivered to Landings Alongside Logging Railway—Busy Operations of Progressive Plant

By A. W. Bentley and F. A. Clarke

The Fassett Lumber Company, Limited, is situated at Fassett, Quebec, in the county of Labelle, on the north shore of the Ottawa River, about forty miles east of Ottawa and seventy miles west of Montreal. The property is part of the old Papineau Seigniory, which was given to Louis Joseph Papineau, after the Lower Canada Rebellion in 1837. The Owen Lumber Company of Montebello, Quebec, was the first to log this area, the earliest logging dating back about twenty-five years. The Haskell Lumber Company from Pennsylvania acquired the property from the Owen Lumber Company from Pennsylvania in 1906 and a few years ago sold it to the present owners, the Fassett Lumber Company, Limited, who have since then bought several small adjoining areas. The head office is at Fassett, Que., on the Canadian Pacific Railway. The company own about 110 square miles of land on which they conduct extensive logging operations. The Standard Chemical Company have a wood distillation plant adjacent to the mill of the lumber company. They utilize the waste products of the saw mill, and also cut over the land that has been logged by the lumber company.

Geologically, the country is of the typical Laurentian formation, the topography presenting a series of low, rolling, rocky ridges covered with a mixed coniferous hardwood forest. The valleys between the ridges are for the most part swampy in nature, and here and there contain small lakes. Streams are abundant along the valley bottoms, but the only river deserving the name is the Salmon, which follows a winding course southward through the tract, being fed by numerous small tributaries on its way and empties into the Ottawa river at Montebello.

The rock, of which there are profuse outcroppings, is composed of pre-Cambrian granites, which have in many instances become metamorphosed into schists and deformed granitic sediments. The sandy loam character in the swamps is characteristic of the low lying part of the area. Taking the area as a whole, however, a mixture of fine sand and gravel is the nature of the soil. The humus covering of the soil is greater on the swamp areas than on the slopes or tops of the ridges.

About twenty-five years ago this area was logged for white pine, the logs being driven down the Salmon River and the west branch of the Salmon River. In 1900 and again in 1905, the Salmon and west branch were driven, pine, spruce, and the hemlock being taken out. In 1906, the construction of the Salmon River and Northern Railway was commenced and since that time the area has been logged annually for the remaining pine, spruce, hemlock, balsam and hardwoods. In addition the company, in the same year, commenced the harvesting of the hemlock bark for tanning purposes, and the Chemical Company the cutting of hardwoods for distillation.

One of the rollways of the Fassett Lumber Co.

The Fassett Lumber Co. had five camps last winter on the area

from which they cut of 20 million board feet of logs, and 8,000 cords of pulpwood. The Chemical Company cut about 11,000 cords of chemical wood. The estimated life of the area for saw logs is from three to four years, but as far as chemical wood is concerned, it is problematical. It depends not on the supply of material for this purpose, but upon transportation facilities, as the operations for extracting material for chemical purposes do not keep pace with the logging, being, at least, five or six years behind in this regard .

The lumber company find an excellent market for all grades of material and prices were never so high. The transportation facilities from mill to market are good. The "North Branch" of the C. P. R. between Ottawa and Montreal runs within a few hundred yards of the mill and spur tracks have been built from the mill yard to the

The hot pond of the Fassett Lumber Co.

railroad sidings at Fassett station. All yarding of cars to and from the railroad is done by the lumber company's own engines.

In addition there is a spur track running from the mill yard to a pier on the Ottawa River, a distance of half a mile. From May to October, lumber is shipped from this pier by barge down the Ottawa to Montreal. From there some shipments continue by barge direct to New York city, taking a river and canal route to Lake Champlain and Hudson River. The markets of the northeastern states in which most of the hardwood is sold, are easily reached by rail and water From the woods to the mill the logs are hauled by a standard gauge railroad built for the purpose, and operated by the company itself.

Operate a Logging Railway.

The Fassett Lumber Company operate in addition to their mill a railroad for hauling logs, pulpwood, and tanbark from the woods to the mill. They do not, however, carry on the operations in the woods themselves. Each year a contract is drawn up whereby a contractor agrees to cut all logs, pulpwood and tanbark on the area that is decided upon for that year, and to deliver this material to landings alongside the logging railroad. From these landings the company's own men load the logs, etc., on to the cars and they are hauled to the mill. The lumber company have a standing agreement with the Standard Chemical Co., whereby the latter are allowed to cut any remaining hardwoods they wish after the land has been logged over, by paying stumpage for what they cut. The chemical wood is hauled on the logging railroad to the chemical plant by the lumber company at a determined price per cord.

The company's principal products are hemlock, spruce, hardwood and pine lumber, but they also handle minor products, viz.: pulpwood (spruce and balsam) lath, and hemlock bark for tanning purposes. The original mill was brought from Pennsylvania in 1906. It was burned down in 1913 and the present one erected, which has a capacity of 100,000 feet per running day of 10 hours. The equipment ctonsists of two band saws and "shot gun" carriages, automatic trimmers and slashers, and two heavy duty edgers. The slabs and ends are sorted out; those that are suitable for making laths are put through a lath machine, and the remainder fed to a "hog" grinder. The resulting ground, wood product is used as fuel by the company, there being sufficient also to supply the Chemical Company, whence it is transported by an overhead carrier. This consists of an endless chain with scoops operating in the box-like trough. The burner has not been used at the mill since 1913.

Cutting Up the Pulpwood.

Pulpwood logs are treated separately from saw logs. They are brought up a separate incline from the hot pond and rolled onto tables fitted with circular saws, which cut the logs into four foot lengths. These cordwood size logs then pass on to three rossing machines of the revolving knife type, which remove the bark. The pulpwood sticks are then thrown into chutes which land them directly into box cars below.

The power of the plant is supplied by a 650 h.p. Corliss engine of the stationary steam type. The mill and yard are illustrated with electric light generated by a 70 k.w. generator in the engine room, and the surplus power is sold to the town of Fassett for lighting purposes.

All lumber is graded as it leaves the sorting tables and is placed on small hand cars. These are run out into various parts of the yard, where the different grades and species are piled separately. The tracks are elevated on a trestle structure, and the piling capacity of the yard is about 14 million feet of lumber.

A special feature of a lumbering operation of this nature, where the logs are hauled from the woods throughout the year by means of a railroad, is the hot pond. This pond is usually an artificial one and is used as a temporary storing place for logs after they are unloaded from the logging train at the mill terminus of the railroad. The pond at the Fassett Lumber Co.'s mill is an artificial one, being supplied with water pumped from the Ottawa River. It has a depth of four feet and is about 100 yards long by 30 yards in width. As the mill is operated the whole year it is necessary to keep the pond from freezing during the winter. This is accomplished by discharging the exhaust steam from the mill into the pond.

Unloading Logs Into Hot Pond.

To facilitate the expeditious unloading of logs from the cars into the hot pond, an inclined rollway is constructed on one side of the pond and parallel to the railroad. This rollway consists of a framework composed of three parallel sets of stringers, spaced 8 feet apart, which extend along the entire edge of the pond. The outer stringer projects over the water's edge and rests on solid bottom, while the other stringers are supported on uprights placed from four to six feet apart. Heavy timbers shod with steel rails are placed on top of the stringers to serve as a bed on which the logs from the cars are rolled. These timbers have a pitch of about 15 degrees from the track to the pond. The cars of logs are brought alongside the rollway, the tops of the cars being six inches above and about six inches from the rollway. The railway track is built so that the cars slope towards the rollway, thereby facilitating unloading the logs from the cars.

The plant of the Standard Chemical Company is situated alongside the mill. The buildings are of concrete and where wood is used it is protected by corrugated iron covering. The cordwood, from which the distillates are made, is brought down from the woods on the logging railway, and piled in the yard adjacent to the plant. Sufficient stock is kept on hand to operate the plant for a year's time.

When ready for burning the cordwood is piled into cars with iron frames, each car having a capacity of two cords. Three of these cars at a time are run into a heated, air tight, retort oven, a fire underneath driving off vapors from the wood which are condensed. The pyroligneous acid resulting from the condensation of the gases is separated into wood alcohol, acetic acid, etc. Each car of wood remains in the

Virgin forest in valley timber belonging to Fassett Lumber Co.

oven twenty-four hours, after which time the process is complete. The cars now containing charcoal are withdrawn to a covered shed where the charcoal is allowed to cool gradually.

Fire Protection Appliances of Plant.

The fire protection appliances and arrangements at this plant are noticeably good. An artificial pond, similar to the hot pond at the mill, is built beside the plant, and kept from freezing by means of the exhaust steam from the engine room. A force pump is operated in the engine room to keep up high pressure in the water mains and sprinkler system in the buildings. The hose, reels and hydrants are so situated that several streams can be directed onto any part of the

tank, which ensures a sufficient pressure in case of a breakdown of the force pump. It is obvious that the fire protection of the plant is arranged with great foresight, which is extremely necessary, as the danger from fire in a concern of this nature is great.

Since the Fassett Lumber Co. have been operating they have not had a serious fire on their forest property, and no signs of a blaze in the virgin is noticeable. Several small fires have occurred, but these have been easily put out by the woods force before they caused any appreciable damage. The causes of any fires that have occurred, are attributed to sparks from the company's locomotives, and to carelessness of men travelling or working in the forest. One serious fire was started by a locomotive, with the result that a large area east of the Salmon River was burnt over, but this was not on the company's property.

All the men working in the woods are instructed to extinguish fires at once. Moreover, the property is well watered by numerous streams and large springs, and, as the latter flow all the year round, there is always an abundant water supply for fire fighting purposes. An additional preventative measure is the fact that the presence of the railroad makes it possible to bring large numbers of men equipped for fire-fighting, to any part of the property within a short space of time. Undoubtedly private ownership of forest lands insures more care being given to fire prevention. Rules forbidding trespassing can be more rigidly enforced and employees can be better educated that carelessness does not pay, than if the company were operating on Crown lands.

Conditions of Logging Contracts

It has been mentioned previously that the Fassett Lumber Co. do not do their cutting in the woods. This is accomplished by means of a yearly contract in the form of a specially typed document, by which a contractor agrees to cut all material of specified species and dimensions on a given area, and to haul the same to certain points on the Salmon River and Northern Railway. The price paid the contractor for this work depends upon the locality, species, amount of merchantable timber on the area, and the logging chance.

S. J. Staniforth, the general manager, along with the woods superintendent and the contractor, go over the area to be logged and come to a mutual agreement as to the conditions of the contract. A yearly agreement is considered necessary, as the company have to build new track into each area and the cost of this and the logging chance of the jobber vary considerably, according to the local conditions. The woods work is not placed on the market for open bidding, but is carried out each year by the same contractor.

Payment to the contractor is made as follows: so much for logs on skidways, so much for logs on landings and so much for logs being scaled at the mill. Certain specifications made in the contract are shown in the cutting regulations issued by the company to jobbers, to whom contracts have been sub-let by the contractor. Provisions are made in the contract to ensure that care is taken by the woods labor in the prevention and proper fighting of fires, the prevention of

General view of the mill of Fassett Lumber Co., showing sorting shed and tramways in front

unsanitary conditions in the camps, and with respect to compensations due to loss from strikes, stress of weather, fire, etc. The transport of men and supplies is carried out by the company free of charge to the contractor.

In regard to the Fassett Co.'s agreement with the Standard Chemical Co. as previously mentioned, the latter are allowed to cut all hardwoods on logged over lands at so much per cord, the rate not being dependent upon mileage. Where necessary the company builds switches to landings at the Chemical Company's expense, but the latter do their own loading of wood. There are no restrictions as to the quantity to be cut on the area, but it must be on logged over land.

Character of the Forest.

The area is covered with a mixed hardwood-coniferous uneven aged forest, but the larger percentage is overmature timber from 160-200 years old. The forest varies from an almost pure coniferous type in the river and stream bottoms to an almost pure hardwood type on the tops of the ridges. On the slopes a varying mixture of both types is found.

In the valleys along the stream bottoms, spruce, balsam, white

On the left is shown the chemical wood cars of the Fassett Lumber Co. and on the right the head office

pine, tamarack are the predominating trees, while on the lower slopes, hemlock, yellow birch, spruce, balsam, white pine, black ash and elm make up the stand. Midway on the slopes are found hemlock and yellow birch, along with some sugar maple, basswood, spruce, ironwood, white birch and beech. On the ridge tops maple, beech and basswood predominate, with some hemlock and ironwood. Of all species in the virgin forest hardwoods compose about 60% and conifers 40%.

The maximum stand per acre would be about 18,000 ft. board measure. Stands running to this figure are to be found in parts of the valleys where a few large pine still remain and where the hemlock shows its best growth. The average stand per acre, however, approximates 7,000 feet per acre.

Action to Recover Pulpwood Value

It is announced that Hon. W. E. Raney, Attorney-General for Ontario, has taken steps to institute an action in the courts against Walter H. Russell, lumberman, of Port Arthur, whose pulpwood operations on Crown lands in Northern Ontario were the subject of a special interim report by the Commission of Messrs. Justices Riddell and Latchford, who are making an enquiry for the Government into the administration of Crown lands.

The action against Russell will have two phases, one dealing with the recovery of the value of pulpwood—more than 79,000 cords in all—which the commissioners held was wrongfully taken, and the other seeking the cancellation of mining patents held by Russell. It will be remembered that the Commissioners in their report pointed out that Russell, through dummies, had taken out mining licenses and staked locations for the express purpose of stripping them of their pulpwood; also that he had taken pulpwood from Crown lands for which he had no license or permit at all. The value of the pulpwood taken, according to Mr. Raney, amounts to a very large sum, and the Crown is seeking to force Russell to account for every cord of pulpwood wrongfully taken. It is also trying to regain possession of the mining locations staked out. At the present time the Government holds from 10,000 to 15,000 cords of pulpwood that was seized on Crown property after Russell's men had cut it.

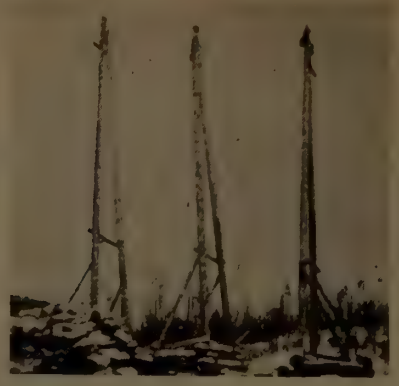
Work Starts on Fort William Plant

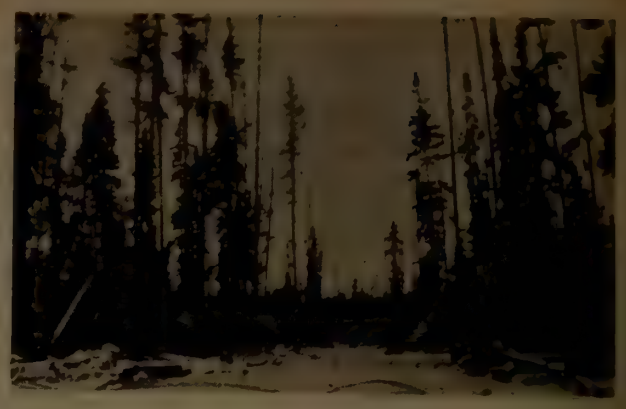
Lord Burnham, president Imperial Press Conference, turned the first sod recently of Fort William Paper Company's big mill, which by February next year will be turning out pulp at Fort William, Ont. According to J. G. Sutherland, president, paper-making machines will be operating by January, 1922. Large extensions are planned until the plant is the largest in Canada.

In an address given at the ceremony, J. G. Sutherland said there were five reasons why the company decided to build the plant in Fort William, power conditions, pulpwood situation, transportation facilities, geographical situation as regards market, and good spirit and co-operation of all the Fort William people, the last reason being worth any two of the other four.

Lord Burnham, who spoke after turning the sod, said that the mill would make history. He believed it would represent an expenditure of millions, and he hoped the local plant would be able to supply the newsprint deficit in the United Kingdom as well as in Australasia.

Many moving picture men and photographers took pictures of the ceremony.





On the left is shown the operation of icing roads for the Schroeder Mills & Timber Co., in the centre the jammers used in loading operations and on the right a section of the main haul road

What We Saw at Schroeder Company's Camps

How the Various Gangs are Handled, Roads Built, Hauling Done and Operations Generally Conducted Along "Lost Channel"—Some Features of Camps

By R. S. Carman and H. P. Eisler

The Schroeder Mills & Timber Co. have their Canadian headquarters at Pakesley, Ont., on the Canadian Pacific Railway. A spur railway line, known as the Key Valley Railway, runs from Pakesley, which is 206 miles north of Toronto, in an easterly direction up the Valley of the Key River to a small lake, northwest of the Lost Channel of Kawigamong Lake, then south-easterly to the shore of the Lost Channel, where the mill is located. From here one must Follow the Kawigamog Lake up to the foot of Watt River and in a deep bay, on the north side of the lake, is the storehouse for Camp No. 2. A tote road runs along the left bank of a small stream which enters the lake here, and leads one to the camp nestled in a small hollow and well protected by low hills.

The interests of the firm are in the hands of a general manager, James Ludgate, who handles the eight logging camps in this district by a type of military control. Orders are issued by telephone to the camp foreman, who is in complete charge of one camp and is directly responsible to the manager. The foreman places a man in charge of each gang of men that work as a unit, but this does not prevent him from overseeing the work of each individual, and thus keeping a firm control of all branches.

The area in the vicinity of Camp No. 2 has been logged for pine saw timber for three consecutive winters. Both red pine (pinus resinosa) and white pine (pinus strobus) are taken and the logs are cut into 10, 12, 14, and 16 feet lengths. The average yearly cut for the past three years has been approximately three million board feet and, it is estimated, that the camp will continue operations at the same rate, or better, for the next three years.

Prior to the summer of 1919 the Schroeder Company did not own the saw mill situated on the Lost Channel of Kawigamog Lake and delivered their logs to Georgian Bay, by the spring drive through the Kawigamog River, Pickeral River and French River, where they had no difficulty in disposing of them to saw-milling companies.

In the spring of 1920 the logs of a number of the camps, including No. 2, were delivered to the company's mill on the Lost Channel and the sawn product is being taken out by rail to Pakesley.

There have been little or no labor difficulties on account of the reasonable wage which the company pay and the excellent food which is provided in the camps. Here, as in all other industries, the company was seriously set back by lack of men during the war. Besides this, there is the customary drifting of a certain class of men from camp to camp all over the country.

Virgin Pine in Fine Condition.

The limit was leased from the Provincial Government in 1899 by the Victoria Harbor Lumber Co., who held it until November of 1916, when it was transferred to the Schroeder Co.

This is the first time that this area has been cut over, and as a rule the virgin pine is in fine condition, the average log running about 50 board feet (Doyle rule), and approximately 50 to 65 feet of merchantable timber.

There has been no recent fire in the vicinity of Camp No. 2, but other camps have suffered from time to time and, when once burnt over, the soil being thin, there is little chance for reproduction. The exception to this is on a large area about five miles from the camp, where a fire went through some seven years ago, and pine reproduction of five and six years of age is quite thick and in a healthy condition. The present policy of the company is to "broadcast" burn each spring, before the soil dries out, the slash of the past winter's felling. The plan has not been in operation long enough to draw any conclusions, but it seems to be the only solution in that part of the country since the cost of piling and burning would be financially impossible.

The Character of the Forest.

The scaling is done by a licensed provincial scaler and assistant who remain with the company for the winter, travelling from camp to camp measuring only the skidways which have been completely built. The scaler is checked from time to time by the camp foreman on the one side, and on the other side by the district ranger or provincial inspector.

There are only two types in the vicinity of Camp No. 2 (1) the pine type, and, (2) the hardwood type. The pines are in almost pure stands on the higher ground with a mixture of hardwood and conifers on the slope and finally a hardwood bottom-land type. The average stand of pine per acre is about 12,000 board feet with a maximum of 20,000 board feet on the ridges. No estimate has been made of the hardwoods or of the area they cover. The pin type is composed of 95% white pine and 5% red pine. The whole area is being logged for saw timber, no consideration being given to any other product.

The amount of defect in the timber is variable, depending on the area in which it is cut, moisture and light conditions, and early fire injury. The trees are fairly straight and hold their size well up into the crown. In many places the amount of clear merchantable is small on account of heavy dead limbs low down.

The Cruising and Estimating.

The Schroeder Co. cruised this area prior to the transfer of the limit. An estimate, of the contents of the limit, was made by the manager and his assistant, both of whom have actually seen the yield of similar stands during previous lumbering operations. This method of cruising is typical of long-established lumbering companies, and usually results in a conservative estimate of the yield on the area in question.

Camp No. 2 is located in a small valley, about four acres in extent, and is almost surrounded by low-lying hills which protect it from the main sweep of the winter's storms. The valley bottom is fairly level and free from any outcropping of rock, thus forming an excellent site on which to build a modern camp. Along one side of the valley bottom and only a few paces to the east of the buildings, runs a small stream of pure, cold water, so essential to any camp. A tote road was built, parallel to the stream's course, forming the connecting link between the camp and the nearby Kawigamog Lake.

All of the camps of the Schroeder Co. are provided with at least two special buildings. The isolation hospital and also the laundry house without doubt tend to increase the health of the men in general and considerably reduce the danger of the spread of epidemics throughout their camps. The laundry house is in charge of a woman who does the washing for all the men in the camp. There can be no doubt whatever that this method of washing enables the men to keep themselves cleaner and healthier than if the washing were left to their own inclinations. A fee of 75 cents a week is charged against each man

to defray the laundry expenses. In addition, any man in the camp, who is found to be suffering from an infectious disease is immediately confined to the isolation hospital. This method of dealing with diseases lessens the chances of an epidemic in the camp, which would result in partial or total cessation of the logging operations. The Schroeder Co. employ the services of a professional doctor who makes periodic visits to the various camps. His duty mainly consists of giving aid to any of the men who have been seriously injured during logging operations.

The various camps are linked together by a telephone service so that with this aid and the use of a sleigh and horse, which are always at his disposal, the doctor is able to reach the scene of the accident without any serious loss of time. A fee of one dollar a month is charged to each man to help pay for these medical attentions. The clerk at each camp is supplied with a small medicine chest, equipped with liniments and bandages which he issues to men that have received minor injuries. These factors just described, when considered collectively, greatly improve the sanitary conditions of the men in the camps. But they do more, for the knowledge of immediate medical attention, in case of injury or sickness, creates a feeling of security in each man as he goes to his daily work.

Construction of the Roads.

There is only one tote road, 1½ to 2 miles long, over which supplies are brought to the camp from the store-house on the shore of Kawigamog Lake. This is of rough construction and requires practically no repair. Three short sections of corduroy and one large bridge were necessary. The bridge spans a ravine in which a logging road is situated and, in order to allow the loads of logs to pass, the centre section is removed when the hauling season commences.

The main haul roads, two in number, were constructed in the natural drainage system of the land except in one place near the shore where it was found necessary to deviate from the ravine in order to get a more gently slope onto the ice. The maximum haul is about two miles with a continuous down-hill grade. The construction of corduroy and small bridges was necessary in certain places, where the road-bed was swampy and would not freeze enough to support a load of logs. By building small dams in other places enough water was held back to make long stretches of shallow lakes. No system of trams or railroads are used on any part of the operation except for the spur line mentioned before, between Pakesley and the saw mill.

The distribution of men is variable under different circumstances, but the following is an average division before hauling commences. Five gangs of three men each are employed in the operation of felling and bucking, with an extra men for filling saws. Each gang consists of one notcher or undercutter and two sawyers. Three gangs of fourteen men each, with a foreman in charge, are employed in the operation of swamping and skidding. Each gang consists of six swampers, three teamsters and five rollers. The road gang is in charge of a foreman, known as the buck beaver, and consists of nine men, including the foreman. Other labor around the camp not directly employed on logging operations is known as "expense labor," and includes one blacksmith, one handy man, one barn boss, one chore, one cadging man, one cook and three helpers, and finally the foreman and the clerk. Totalling up by operations we find sixteen felling and bucking, forty-three swamping and skidding, nine road-making and eleven "expense labor," making a grand total of seventy-nine.

The felling operations are carried on in the usual way, i.e.: The chopper notches the tree about a foot from the ground in order to direct the fall and prevent splitting of the trunk. The sawyers cut from the opposite side and keep the saw parallel to the notch unless they wish to draw the tree to one side. At times iron wedges have to be used to prevent the saw from pinching and to start the tree falling. When the tree is down the chopper measures off the log, lengths depending on defects, crooks, crotches, breakage and top diameter limit, allowing an overrun of 4" on each log. No swamping is done at this time except for limbs that might interfere with the cross-cut. These are knocked off by the chopper. The sawyers then cut up the tree as marked, using wedges, when necessary, to prevent binding. The length of the measuring stick must be checked daily, as the chopper is liable to chip off half an inch or so occasionally, and thus the overrun on log lengths would not be sufficient. Under favorable conditions each felling crew can make about 130 logs per day. This is, however, influenced by weather conditions and topography.

There are three gangs composed of 14 men each, under one boss, working continuously on this part of the operation. The six swampers prepare rough skidding trails from the skidway into the bush in an irregular fan system and then proceed to limb up the logs and prepare them for the skidding teams. In the meantime the rollers are building the skidway at the side of the haul road. A place with a slight slope to the road is most suitable, but the cost of construction increases with the steepness, therefore, very steep places should be avoided. Two logs are used as extensions to the skids and are placed firmly on the ground so that the teams can step over them and bring the logs on top. Two teams are used for skidding and one for decking. In the skidding operations one team goes to the right of the skidway and brings in one or two logs; then continues across the skids to the left, while the second team goes first to the left and then to the right. By alternating in this way they avoid the many turns at the skidway and save considerable time each trip. Both tongs and choker chains are used.

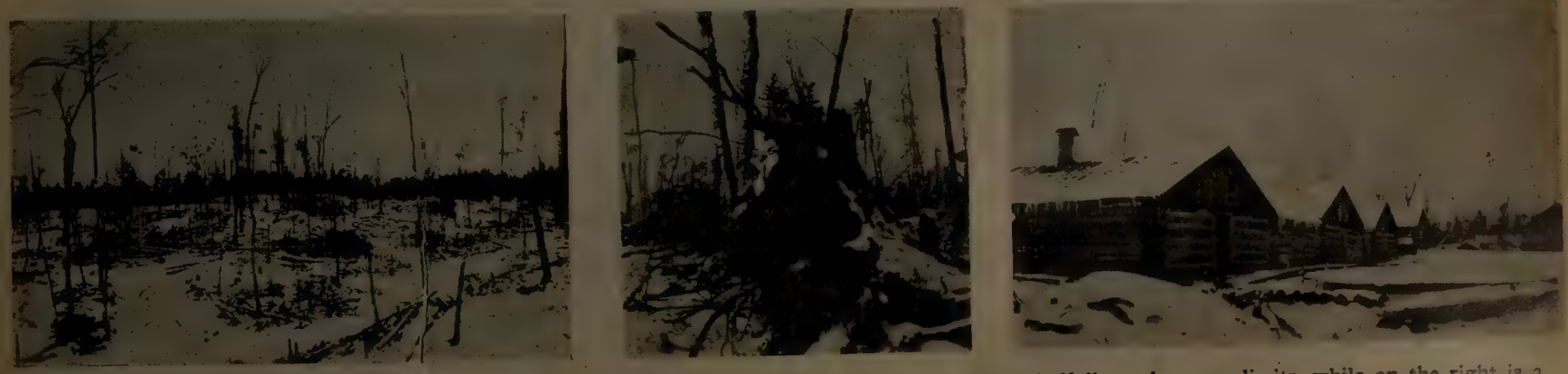
A licensed provincial scaler and his assistant are employed by the Schroeder Co. The equipment of the scaler consists of a scale stick, marked off in inches with the corresponding scale opposite each inch for the common log lengths. One end of the stick is provided with a steel head which enables the scaler to place the stick quickly and accurately on the end of the logs. The logs are tallied on a rectangular sheet of paper on which there is a column for diameter and separate columns for eight, ten, twelve, fourteen, sixteen, and eighteen foot logs respectively. The scaler keeps the tally of the logs and, with the help of his assistant, determines the length of the log in question and estimates the per cent. of cull, if any, to be deducted from the scale of logs as read off the scale stick. For convenience in tallying, a large pencil is used, at the one end of which is a piece of small lead, while at the other end is a thick piece of blue crayon. As the logs are scaled they are marked to prevent any possibility of recount.

Loading the Logs on Sleighs

Logging on the Schroeder limits is done solely for pine logs which will yield lumber. However, since at present the logs are driven down Lake Kawigamog where none of the difficulties of stream driving are to be met with, and since the logs are sawn into lumber in the company's mill, the diameter limit is low and the utilization is close. This very close, clear-cutting policy of lumbering the tract means only one thing, viz., that there will never be a similar cut of pine taken off this tract.

Every available team is used on hauling as soon as the work begins, and sleds having a six-foot gauge are employed. They are factory-made, except for the ten-foot bunks. Two logs are bound on, one on each side, by "corner-bind" chains. Then the centre is filled and the load built up half-way. Binding chains are then put in place and the load completed. Finally a chain is placed around the whole load. They usually carry from 50 to 60 logs per load which, with the average run of 50 f.b.m. per log, would make 2,500 to 3,000 f.b.m. The longest distance for hauling does not exceed two miles. Each team loads its own logs by means of a jammer and cable which operates similarly to the gin-pole.

The road-making and maintenance is an important item in this branch of the work. The roads must be kept in excellent condition throughout the season. After a heavy snowfall the plough is used, with special attachments for cutting ruts. Then the water sprinkler passes along spraying the rut, thus making an iced surface for the runners. The majority of the road work was done at night, with the aid of torches.



On the left is shown some broadcast burned timber of the Schroeder Co., in the centre a huge windfall on the same limits, while on the right is a view of the bunkhouses of the company

Fine Specimens of Canadian Woods

A splendid stand of western hemlock and Sitka spruce on the Queen Charlotte Islands. British Columbia is rapidly forging to the front as a pulp and paper producing province and has made wonderful strides during the past year or two.

Carload of wany white pine timber taken out last winter by Wm. Milne & Sons, North Bay, Ont., at Tomiko Lakes on the T. & N. O. 26 miles above North Bay, and sold to a Quebec firm of exporters. Wm. Milne & Sons logged about 35,000 cubic feet of white pine timbers last season and the average running length per stick was 45 ft.

Gravity railway 4900 ft. long with 690 ft. of a drop, built on spruce logs 3 ft. gauge track laid with 24 lb. rails. The line of steel was built by 69th Co. Canadian Forestry Corps, in Vosges Mountains. The gravity railway was designed and completed under the supervision of Lieut. -Col. W. H. Milne, North Bay, Ont.

Getting Out Timber in the Vosges

Loading spruce logs with horse-operated jammer by 56th Company, Canadian Forestry Corps, in the Vosges District in France, during the war.

The first sawmill built in the Vosges District, France, by the 28th Company, Canadian Forestry Corps, during the war. This plant was completed and in operation within eighteen days,—a remarkable achievement.

Large spruce logs loaded on cars by steam jammer in the Vosges District in France. This hoist also lowered the cars down the gravity line of railway,—another operation by the Canadian Forestry Corps in France.

Can Pile Over Sixty Million Feet in the Yards

Ideal Situation of Piling Grounds of Shives Lumber Company on Restigouche River —Extensive Operations of Progressive Eastern Lumber Organization

The business of the Shives Lumber Company, Limited, had its commencement when the late Kilgour Shives in 1889 moved to Campbellton from Dunsinane, Kings County, N. B., where he had operated a sawmill for some years, and purchased from the late A. E. Alexander the mill then operated by him where the present shingle mill of the Shives Lumber Company, Ltd., stands. Mr. Shives acquired large limits on the Restigouche at the New Brunswick Crown lands sale in 1893, and largely improved and extended the Alexander mill, which he continued to operate until 1902, doing business in his own name.

View of a portion of the large yard and tramways of Shives Co. taken from the top of the sawmill burner

He became associated with the American firm of Stetson, Cutler & Co. in 1902, when the Shives Lumber Company, Ltd., was incorporated. Then the company added to their holdings by acquiring from the Campbells, of Toronto, the lands which the latter held on the Kedgwick, a branch of the Restigouche River, under the name of the Muskoka Lumber Company, Ltd. This gave the Shives Lumber Company, Ltd., altogether 1008 square miles, of which 673 miles are in New Brunswick and 335 miles in Quebec. The company purchased the large farm containing some 400 acres, situated on the Restigouche about three miles above the town of Campbellton, known as Athol, and on it built the long lumber mill which has been running in season ever since.

The company purchased the mill equipment of the Morgan Lumber Co., which was situated at Glens Falls on the Hudson, and by rail removed it in its entirety to Campbellton, and the mill at Athol was set up exactly as it had stood at Glens Falls.

When it was first built the mill was made up of two Wickes gangs, twin circulars for cutting the stocks for them, a rotary with steam feed, nigger, and loader, three circular resaws and four lath machines, together with the necessary edgers, trimmers, etc. In 1913 the rotary was replaced by a double-cut band-saw, and one of the Wickes gangs was taken out and a ten inch Kendall circular gang was put in its place; the changes more particularly as regards the Kendall gang being most satisfactory.

The mill has sawn 349,000 ft. in ten hours, and has turned out forty millions of long lumber and twenty millions of laths in the sawing season, but of late years, on account of less efficient crew and lack of logs through inability to get woodsmen during the war, the annual output has been about thirty millions feet.

Convenient Location of Plant

The mill is situated on the Restigouche on a large level flat adjacent to the boom of the Restigouche Log Driving & Boom Company, Ltd., so that the logs as they are sorted and rafted can be put in the mill booms with little expense. The yard, which is just off the line of the Canadian Government Railways, is one of the best that can be found anywhere and is equipped with a three track siding for handling shipments to the rail market and for putting the lumber for water shipment alongside vessels lying at the Government railway wharf in the town of Campbellton.

The situation is ideal for drying stock, as it gets the full benefit of the westerly and north-westerly winds which are so common on the Restigouche, sweeping across the river. The capacity is very large and there has often been in excess of sixty million feet piled in the yard at one time. While much of the lumber exported by water is sent alongside vessels at the Government wharf by rail, the mill-yard has also the advantage of large loading docks on the river front.

The mill is also supplied with a large live run for putting the stock green from the saws down to scows at the wharf front, so that the scows can be loaded with lumber in large numbers for delivery alongside the vessels in the port of Campbellton, where at the Government wharf they can load twenty-two feet, or alongside the vessels at anchor at Point de la Garde, nine miles below the town where steamers of deeper draft move to complete the loading.

The company have at Shives Athol, an extensive supply store, large mill boarding house with accommodation for 200 men, together with forty workmen's houses, with stables; they also do considerable farming in connection with the industry. Situated on the property is a school which the company provide. It contains three departments, all under the Department of Education of New Brunswick, and there is also a joint Protestant church, a large Roman Catholic chapel and a moving picture theatre.

Where Cedar Logs Are Handled

The mill in Campbellton, which, on the construction of the long lumber plant at Shives Athol, was altered to the manufacture of shingles entirely, was destroyed by the fire which completely wiped out the town in 1910, and a new mill was built over the winter of 1910-11 and was ready for operation in 1911. This plant contains eighteen Dunbar shingle machines, two Perkins shingle machines, a two-saw railway tie machine, with re-saw for sawing boards from the tie slabs. Only cedar logs are handled at this plant and it is usual to pile sufficient logs on the wharf about the mill for sawing in the winter after the river is frozen over.

The large loading docks and shipping facilities of the Shives Lumber Co., Campbellton, N. B.

In connection with the mill are two spacious shingle storing sheds capable of storing easily twenty million shingles. The company have a big supply store in connection with this plant, together with several large warehouses, both on the mill premises and at their own siding on the line of the Canadian Government Railways two blocks away, where all their shingles and ties and their logging supplies are loaded. The output of long lumber has been largely sold heretofore in the British Argentine and

A close up view of the Shives Lumber Company's mill showing large quantity of logs awaiting manufacture

Australian markets, but since the war, owing to a scarcity of tonnage, the car market in the United States and Canada has been taking a large portion, which business for the past year has been largely handicapped by scarcity of cars.

The output of shingles, which has amounted to ninety millions in a year, is sold in Canada and United States markets where the well-known brand of Kilgour Shives stands very high, and considerable of the output also goes to the British West Indies. The cedar ties are sold to the large Canadian and American railroads, while the lath output is disposed of mostly in the United States.

On the death of the late H. H. Gunter in 1911 the Shives Lumber Company purchased from his estate the controlling interest in the William Richards Company, Limited, on the Restigouche, the company name being then changed to Richards Manufacturing Company, Limited. In 1913 the Richards Manufacturing Company, Limited, took over the Continental Lumber Company, Limited, at Riv r Charlo, N. B., from the Credit Foncier Canadian, of Woodstock, R. I., and at once assumed the management.

The same interests today thus control the Shives Lumber Company, Limited, the Richards Manufacturing Company, Limited, and the Continental Lumber Company, Limited, with together about 1660 square miles of limits in New Brunswick and Quebec.

The present officers of the Shives Lumber Company, Ltd., are F. B. Cutler, Boston, Mass., president; W. F. Napier, Campbellton, N. B., secretary-treasurer; Geo. C. Cutler, Boston, Mass., and F. C. Beatteay, Saint John, N. B., directors.

W. F. Napier is the manager of the company, the logging superintendent being F. M. Anderson, while the mechanical superintendent is John M. MacLean. Mr. Napier, who was the secy.-treas. of the Richards Manufacturing Company, Limited, from its commencement, became the president of the company on the death of Daniel F. Richards in September, 1919. Mr. Napier is also secy.-treas. of the Continental Lumber Company, Limited, president of the Restigouche Log Driving and Boom Company, Limited and chairman of the Restigouche Pilotage Authority. He began his business career at Bathurst, N. B., with the Merchants Bank of Halifax (now the Royal Bank of Canada) before he was 15 years old, leaving the bank to g with R. A. and J. Stewart as junior clerk. Mr. Napier remained with their successors in New Brunswick, the New Brunswick Trading

W. F. Napier, Campbellton, N. B.

Company, Limited, until he was transferred by them to Pierce and Company, Ottawa. When the late Senator Burns organized the Saint Lawrence Lumber Company, Limited, Mr. Napier went back to Bathurst with him and, on the death of the Senator, and after winding up the company's affairs, joined Kilgour Shives at Campbellton, N. B. The latter was killed in a gunning accident in 1905 and Mr. Napier succeeded him in the management of the Shives Co.

The big booming ground of the Athol mill of the Shives Lumber Co., Campbellton, N. B.

How Long Will Canada's Lumber Supply Last

World is Hungry for Timber and Its Products—Conservation of Resources is the Great Call for the Future—Protecting Young Forest Growth is Most Urgent Matter

By Hon. T. D. Pattullo, Minister of Lands for British Columbia

How much merchantable timber have we? This question is being asked today the world over. While I write, an Imperial Forestry Conference in London, England, is trying to find the answer, so far as the British Empire is concerned.

To the south of us, State Foresters and timber experts are seeking to provide Congress with an answer to the same question, as well as answers to further questions arising out of the leading query.

There has been considerable controversy in the various trade journals both as to stands of timber and the best methods of handling them economically. One expert makes an estimate, and another immediately produces widely different figures. That the experts differ is not the important point—that they are both making a genuine effort to arrive at a fair estimate is the vital fact.

One of the good results of the war is that a general stock-taking of natural resources is going on, and it has been found that this is particularly necessary in regard to timber. After four years of destruction, during which ordinary work was at a standstill, the world is hungry for timber and its products. How long will our visible suppy of raw materials last? Frankly, we do not know. Fortunately, we are trying to find out.

Hon. T. D. Pattullo, Minister of Lands, B. C.

Reforestation.

It has been a habit for years past to think and speak of our timber resources as being unlimited, with the result that we have been mining timber instead of cropping it, as is done for instance, in Sweden, where every available stick of timber is utilized. The unlimited supply idea has depleted Wisconsin forests; has left very little timber in Michigan, and is rapidly depleting the stands in the Southern States. It is estimated that the original stand of 650 billion feet in the Southern States has been reduced to 139 billion feet.

There is no occasion for hysteria, but we, in British Columbia, must look facts calmly in the face and lay our plans accordingly. We must, after careful survey, decide on the best methods of timber conservation.

Much is being said these days of reforestation and extensive experiments along this line are being made by some of the large pulp and paper companies in Eastern Canada. Experts are not agreed that the hope for the future lies entirely in reforesting. They seem inclined to the belief that it will prove rather as an assistance to the forest to reproduce naturally. In other words, that natural reproduction of the species native to each locality is the goal to be aimed at, but that, where necessary, nature should be helped out by artificial means.

In natural reproduction and rapid growth, the coast of British Columbia is peculiarly fortunate, thanks to her moist climate and mild winter. It is estimated that we have 97,000 square miles of productive forest land and that on most of that area young timber is growing after previous destruction of the crop by fire and logging. While it is true that much of this young forest is at some distance from present means of operation, by the time it has reached maturity distances will have been shortened, as they are being steadily shortened year by year. The important point is that the timber is there, while it is equally important that it should remain there.

The Enemy.

Timber's greatest enemy is fire, or rather man, for man is responsible or the great majority of our forest fires. This point cannot be too strongly emphasized, or repeated too often. While fires in mature timber are the most spectacular, and therefore most noticed, it is the young growth, on which the future depends, that suffers most. Repeated burnings in areas no longer able to reseed themeslves readily destroy reproduction for long periods of years, and result in bush and scrub growth where good, healthy young timber should be. The protection of this young growth from fire is clearly the most important factor in reforestation, and its care is not the duty of the forest ranger only, but also the duty of every citizen of British Columbia. The material welfare of many thousands of future citizens of British Columbia, is assured if our young forest growth remains intact from fire.

Pulp Development

As well as being lumber hungry, the world is paper hungry, and wood pulp is the base of the bulk of the paper consumed by the reading public. Publishers are alarmed regarding even the immediate future. Here, again stock-taking has been going on and some of the large pulp and paper pants in the East on both sides of the line are looking around for new sources of supply, while they are taking steps to conserve the pulpwood on their present areas

The search for new pulpwood areas is being extended to Laborador and Alaska, and, naturally, British Columbia is not being overlooked. On this coast the pulp and paper industry is already established on a firm basis and there is every prospect of rapid development just as soon as supplies of pulp and paper making plant are available.

There are large pulpwood areas in Northern British Columbia and in the interior of the province still untouched. The near future must bring about development in these districts.

Pulp Development.

In pulp, as in merchantable timber, we are still at the "nugget" stage, as it were, but the day of closer utilization is coming, just as it has in mining where the low grade ores are being treated successfully. In the older countries, the pulp plant is looked upon as being of the nature of a scavenger for the large saw mills, and it would appear that the day is coming when much of the woods and mill waste will find its way to the pulp digester.

The greatest value accruing from a discussion of our forest wealth and its future care and disposition is in the stirring of public interest on the subject. A man may make the wildest guess as to the future, yet he has succeeded in doing good if he has stirred up a controversy which entails devoting thought to our future welfare.

I feel satisfied that the various branches of the timber industry are thinking longer thoughts to-day in regard to the future of our forest resources than ever before, and I know that the officials of the Forest Branch are doing so. Much of the success for the future depends upon a continuance of the mutually helpful co-operative spirit which exists between the industry and the Provincial Forest Service.

Fire, which started shortly before midnight recently, destroyed the office, sheds, planing mills and kiln owned and operated by the Pearce Company, Ltd., Marmora, in Hastings County. Dwellings near by were slightly damaged. The Pearce Company's loss is roughly estimated at $25,000, partly covered by insurance.

Arousing More Interest in Canadian Woods

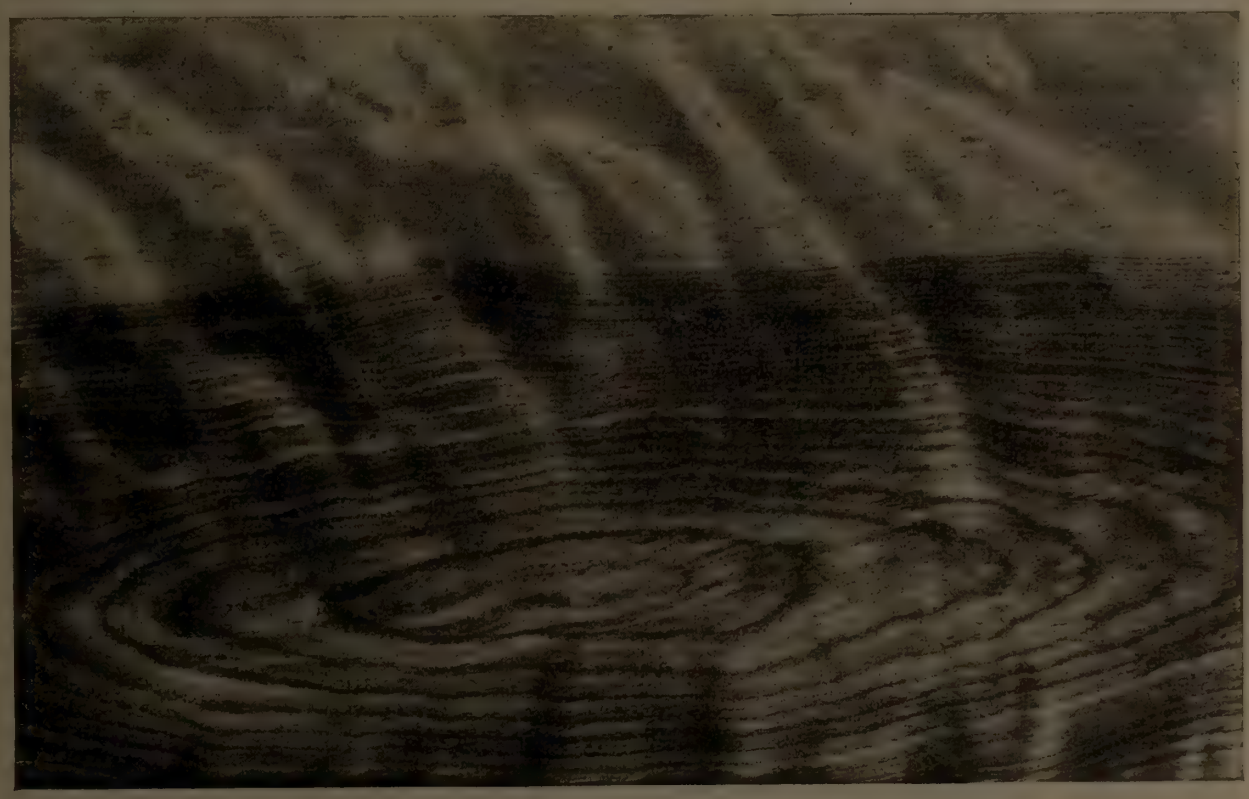
Birch Has Many Ideal Qualities and Takes an Excellent Finish—Other Native Woods can be Used with Splendid Advantage for Interior Work

By G. W. Brock

We have many fine woods in Canada, and it seems a pity to see them shipped out of the country by the carload, or if used locally, disguised, and sold as an imitation of some other wood. Such woods as birch, maple and ash do not need to be misrepresented, as they have qualities which should enable them to command a good volume of business if disposed of, in the open market, solely upon their merits. An author of a recent article did not go into the subject as thoroughly as he might have. He dealt with native woods solely from the point of the manufacture of furniture. A considerable amount of hardwood lumber is used annually for floors and trimmings in the numerous homes, banks and office buildings that are being erected on every side. The hardwoods commonly used for this purpose are nearly all imported and consist of oak, chestnut, and a certain amount of poplar.

There does not seem to be any logical reason why these particular woods are in demand for interior work other than that they seem to be popular favor. The public is supposedly fickle and their tastes can be educaed or influenced along any desired lines, so why should not the woodworkers engaged in manufacturing and handling building material and interior trim sell the idea of local woods rather than push the sales of any other variety.

Many woodworkers seem to be of the opinion that with the exception of birch, native woods are not to be had in sufficient quantities to make it worth while dealing in them. This is not according to facts and figures. True, Canadian-grown chest nut and oak are not any too plentiful, though if one were looking for these woods, he would be able to secure a few carloads from time to time. Such stocks as maple, birch, ash and elm are more abundant and a dependable supply is available to cover any anticipated demand. Birch is to be held in large quantities and is exported to the United States by the millions of feet. The statement has been made that fully 75 per cent. of the hardwoods cut in Canada are shipped out of the country. This is partly due to the apathy displayed by Canadian manufacturers toward native material.



Showing beautiful, wavy figure of curly grain birch

Let us consider birch for a moment. The many qualities of this wood are too well known to need any commendation. It is plentiful, may be had in any desired grade, seasons readily and takes a fine finish when machined. When finished properly it has a beautiful grain and takes an excellent finish—it must when it can be passed off as an imitation mahogany.

If this wood were to come into general favor for interior work, just think of the pleasing variety of effects that could be secured through its use. First, we have the white birch. This, when finished in natural shades, would make an ideal trim both in color and beauty and dignity of figure for the bedrooms, upper hall and the lighter rooms of the house. For the more pretentious quarters where the heavier furniture is installed, darker red birch trim could be employed. The color of red birch, if finished in natural, is one that works in and blends readily with the majority of color schemes. This is a feature that should be considered in choosing the material with which to trim a high-class house. Both red and white birch have a beautiful grain, one that gives a variety of figure and a pleasing contrast in a quiet, dignified way. It is neither bizarre nor loud and its introduction into any home signifies good taste on the part of the person responsible for the choice.

Another beautiful species of birch, though, perhaps not so plentiful, is the culy grained variety. The accompanying illustration shows the wavy figure of this wood. Curly-grained birch may not be available in large quantities, but one can usually secure enough for some select job where something unusually attractive is desired or for some choice line of cabinet work. One hears many laudatory remarks concerning the beautiful trim and panel work and the attractive effects secured in the Hotel Manhattan, New York. This hotel is finished throughout in curly-grained birch.

Ash has a fine, pleasing grain, and takes a good finish. It is used to a certain extent in interior work but should be more in general favor than it is. The American manufacturers of interior trim seem to realize the value of Canadian ash for house and office interiors, as many carloads of Canadian white ash are shipped annually to certain United States manufacturers. It would seem to be a case of where "A prophet is without honor in his own country." If there is sufficient ash available for export, surely there is enough to make it worth the Canadian manufacturers giving it their consideration.

One wood that appears to be growing in popular demand for house finish is British Columbia fir. It is found installed in many of our medium and better-class homes. The finish usually applied is a natural oil or varnish, though beautiful effects may be secured by using some warm brown stain and bringing out the high lights. This wood may be had in practically three grains, viz., edge, flat and curly grain and in any desired quantity. This latter grain gives a very pleasing wavy effect.

When the interior is to be painted or enamelled there are many woods that might be used. For high-class enamel work birch has proved itself to be the superior of any other wood. Its fine, even texture and absence of gum particularly adapt it for a smooth permanent enamel finish. Basswood, pine and fir are also used for enamel and paint work. With the more resinous woods difficulty is often experienced in preventing the rosin and gum penetrating through the paint or enamel. This can be overcome to a certain extent by coating all knots and any gum spots with a good, heavy shellac.

Finish up a few, good pieces of birch, ash, basswood and fir and the next time a customer asks for interior trim, show him these finished samples and point out the beauties and desirable features of the different woods. It may surprise you what a demand might be worked up of material in native woods by a little consistent thoughtful effort.

The Hardwood Situation in Canada and the Problem of Future Supply

By R. G. Lewis, Ottawa, Forestry Statistician, Canadian Forest Service

Canadian manufacturers, using wood as a raw material, are no doubt well aware of the limited supply in Canada of such woods as hickory, oak, walnut and cherry and they probably have a very good idea of the extent of the supply of the more common and more plentiful hardwoods, such as birch, beech, and maple; but it might be of interest to many manufacturers to outline the natural distribution in Canada of the more important hardwoods. In the first place it might be well to remind you of the fact that there are no woods of commercial importance found in Canada and not found in the United States. In most cases the supply in the Untied States of those woods which are common to both countries exceeds the supply in Canada.

On account of the rigors of the climate in the extreme northern part of Canada tree growth of all kinds comes to an end long before we reach the shores of the Arctic Ocean. The extreme limit of tree growth may be roughly indicated by a line drawn from the mouth of the Mackenzie River, southeast to the mouth of the Churchill River on the Hudson's Bay and following the shores of the bay so as to include the greater part of the peninsula of Labrador. South of this line the tree growth is represented by spruce, balsam, tamarack, poplar and jackpine; at first stunted and distorted by the extreme climatic conditions. Further south improving and developing into heavier stands which ultimately form the vast pulpwood resources of the Dominion in the East, and the local supply of saw timber in the northern parts of the Prairie Provinces. The only hardwood which might be of interest to the wood turning industry in this type is the paper or canoe birch. This tree is abundant throughout Canada but only reaches commercial sizes on the most favorable sites. The poplar species are also present and may in time become commercially important although they are at present looked on as tree weeds and are used only for firewood, rough construction and for wood pulp.

As we approach and cross the height of land dividing the waters of the St. Lawrence River from those of Hudson's Bay, we find a different type of forest. The white and red pines, the hemlock and cedar become important constituents of the forests, and the more valuable hardwoods appear in turn as we proceed southward.

Commercial Hardwoods Confined to Southern Parts

It should be understood that the hardwoods of Canada are largely confined to the southern parts of the provinces of Ontario and Quebes and to the Maritime Provinces south of the St. Lawrence River. West of the province of Ontario the commercially important hardwoods are almost entirely lacking from the existing forests. North of the Prairie Provinces the only deciduous trees are the poplars and birches. In the province of British Columbia, the forests are also almost entirely coniferous. There is a Pacific Coast oak, a birch and a maple which are sometimes sawn into lumber, but they do not occur in commercial quantities.

We may therefore confine our attention to the Eastern Provinces and commencing at the north we find the black ash and white elm the first important hardwoods to appear. These two trees are not found in quantity north of the Transcontinental Railway in Northern Ontario. In Quebec the northern limit of the black ash extends through the northern part of the province until it reaches the Gulf of St. Lawrence at Anticosti Island. The white elm in Quebec is not found north of the height of land. Both trees are found in the Maritime Provinces.

Birch Most Important Hardwood

The yellow birch which is Canada's most important hardwood at the present time, is more limited in its distribution than either of the preceeding species. It is not found in quantity west of Lake Superior. From this lake to the east its northern limit extends to Lake St. John in Quebec and also reaches the Gulf of St. Lawrence on Anticosti Island.

While the maple leaf is Canada's national emblem, the maple is not our most important hardwood. There are three species of maple of commercial importance in Canada, the hard or sugar maple and the two soft maples commonly called the white or silver and the red. The hard maple and the red maple are not found extensively north of Lake Superior in Ontario nor Lake St. John in Quebec. The white or silver maple is still more limited in its distribution, but is not so important commercially as the other two species.

There are a dozen or more oak species in Canada, the most important of which is the red oak. This tree follows the same distribution in general as the yellow birch and the hard and red maples. The white maple, the beech, the white ash, the basswood and the white oak are not found north of Sault Ste. Marie in Ontario nor the city of Quebec in Quebec Province. There are six hickory species in Canada, the most widely distributed being the butternut hickory which is found as far north as a line drawn from the neighborhood of Parry Sound through central Ontario and Quebec to Three Rivers in the latter province. The hickories are unknown in the Maritime Provinces.

Butternut follows the same distribution in Ontario and Quebec but reappears in southern New Brunswick. Black walnut and sycamore are confined to the western peninsula of Ontario, and a narrow strip of territory along the north shore of Lake Ontario, and are not found elsewhere in Canada. The tulip or yellow poplar, the sassafras, and the chestnut are found only in the southern part of this western peninsula of Ontario, chiefly along the north shore of Lake Erie.

Have Limited Distribution

From these remarks it will be seen that the distribution of hardwoods in Canada is very limited. The extensive hardwood forest which covers the central eastern states, extends northward, across the border, into Canada, but as it extends it loses tree after tree as the climate becomes more and more severe until the black ash, the poplars, and the paper birch, alone are left to weather the wintry blasts of the sub-Arctic regions.

It is not my intention to imply that hardwoods are extremely rare in Canada, but the fact that their distribution by nature has been so limited, undoubtedly indicates that the supply is far from being inexhaustable. It is a fact, however, that in the case of many species the original supply has been commercially exhausted. In the days of early settlement, such hardwoods as white oak, hickory, black walnut and cherry, growing as a rule on land well situated for agriculture, were cleared off by the settlers to make room for field crops. Whenever marketable they were used locally, in many cases finding their way into the humble snake fences and log buildings of the pioneers. Quite frequently the logs were burned in huge bonfires merely to rid the land of a useless encumbrance. The lumbermen have completed the commercial extinction of many of these trees and at the present time the small remaining supply is confined to isolated patches of trees or single specimens in farmers' woodlots. White ash, white and rock elm, hard maple, basswood, and the less valuable oaks have been exported in considerable quantities to the United Kingdom in the form of square timber but this trade has fallen off rapidly in late years.

Birch logs in a crib on the ice at Tomioko Lakes in Northern Ontario. These logs were taken out last winter by Wm. Milne & Sons of North Bay and are unusually fine specimens

The methods of logging in Canada have been developing chiefly

for the utilization of the coniferous woods such as pine, spruce, hemlock and cedar, and in Eastern Canada most of the transportation of logs from the wood to the mill has been accomplished by river driving. This method does not lend itself to the utilization of hardwoods, in connection with which the loss due to sinkage is almost prohibitive. On this account as well as on account of the small demand and the greater expense in connection with sawing hardwoods, the Canadian lumbermen in the past have paid little attention to the hardwoods except in those cases where the supply happened to be located near the mills. Owing to the great increases in the price of hardwoods, as well as other lumber, many of our lumbermen are now paying more attention to such woods as birch, beech and maple. In many cases they are building extensive logging railways for the purpose of transporting hardwood logs to their mills from limits long since cut over for pine and other conifers and temporarily abandoned. Within the next few years, we will undoubtedly see great developments in the production of hardwoods, such as birch, maple, beech, elm, and basswood, which are the most important of those which remain.

A few statistics on hardwood lumber production might not be out of place at this point. In 1917, the latest year for which complete figures are available, Canadian sawmills reported the production of 147,165,000 board feet of what are classed as hardwoods in our reports. (The term includes all trees other than the conifers whether their wood is actually hard or not). This production included wood of the following species and groups of species:

Birch 60,000,000′; maple 21,000,000′; elm 19,000,000′; beech 16,000,000′; basswood 15,000,000′; poplar 10,000,000′; ash 7,000,000′; oak (including all species) 2,000,000′; other species (including cherry, chestnut, butternut, walnut, etc.) 400,000′.

These figures of course include only sawn lumber and do not include material taken in the form of bolts, billets, blocks, logs for export as such, square timber, nor cordwood used for fuel or for wood distillation.

Imports Greater Than Exports

Unfortunately, our customs, trade and navigation returns do not show the exports and imports of wood products by kinds of wood. With regard to oak, however, a comparison is possible. Canada produced in 1917 only 1,894,000 feet of oak lumber, and during the same year imported from the United States 34,484,000 feet. In the cases of hickory, cherry, walnut, chestnut and to a less extent of ash, the importations exceed the production of sawn lumber. In addition to sawn lumber, Canadian manufacturers imported in 1917 partly-manufactured products, such as rough-sawn felloes of hickory, handle, heading, and stave bolts, hickory billets, hickory and oak spokes, rough sawn or split hub blocks, last blocks, wagon blocks and gun stock blocks and other hardwood, in an unfinished state other than sawn lumber, to the total value of more than a million dollars.

If the supply of hardwoods in the central states is now showing signs of falling short of the demand, the American manufacturers should not rely too much on Canada's forests to make up the deficiency, except, to a limited extent, in the case of yellow birch, beech, maple and basswood. In the event of a shortage, the manufacturers using hardwoods as a raw material on both sides of the border are faced with the problem of insuring for themselves a supply of such material for the future. This naturally brings up the question of scentific forestry and the growing of forests for the future. We are asked the question," How long does it take to grow a tree?" The answer cannot be given in so many words, and if made too definite, is rather apt to lead to misunderstandings. The rate of growth of trees varies with each species, with the climate, the soil, the exposure and the character of the mixture of trees in the forests. Figures can be quoted for growth rates in certain definite places under certain conditions but averages and generalizations are of doubtful value. As a general rule, trees grow more rapidly in mild climates, and the rate of growth of the hardwoods in Tennessee is no doubt more rapid than in Ontario or Quebec. Generally speaking, the hardwoods of Canada are found on better soils than the conifers and in cases on soils which are more valuable to the country for agricultural purposes than for the growing of trees. It can hardly be expected therefore that plantations made at the present time on waste lands will result in trees of the same size and quality as those now being cut on potentially agricultural land. Certainly, the rate of growth will not be so rapid, and figures based on measurements of trees now being marketed will not apply to the new plantations made on less favorable sites. It would be quite safe to say that plantations from seeds or young seedlings set out on non-agricultural lands in Canada will not produce yellow birch, beech, or hard maple of ten inches diameter in less than a hundred years. In the case of paper birch, this estimate might be reduced to 80 years, and in the case of aspen poplar to 70 years.

Now, these figures may sound discouraging, but it should be born in mind that we have in Canada many thousands of acres of timber berths from which the conifers have been removed, leaving the hardwoods as seed trees. This has resulted in a heavy seeding of hardwoods, and the young forest now establishing itself is composed of a majority of trees of these species. Depending on the extent to which the limits were cleared, and the time which has elapsed since the clearing, the young growth of hard woods has reached a certain development. In many cases where forest fires have not destroyed the reproduction, this second growth has already reached commercial size, and new areas will grow into this condition each year if properly cared for. Therefore, it is not altogether a question of starting over from the beginning to replace our hardwoods, but of applying scientific principles to the care of the young forests already established and above all, of protecting them from fire and careless utilization.

Substitute Native for Imported Hardwoods

With the object of gathering information which would be of value in solving the problem of the future supply of wood for our industries, the Dominion Forestry Branch in 1911 began a systematic investigation of the wood-using industries of the country and gathered data on the kinds of wood used by different manufacturers, the amount consumed in an average year, the sizes and grades demanded for different purposes, the price paid for this raw material, and the sources of supply. These studies covered the provinces of Ontario and Quebec, three Maritime Provinces of New Brunswick, Nova Scotia and Prince Edward Island, and the three Prairie Provinces of Manitoba, Saskatchewan and Alberta. It was intended to repeat the studies of each of these regions and to include British Columbia, returning to each region once every five years. The war interfered with the carrying out of this program, but it is planned to resume the investigation to date, that a great part of this importation could be of the investigation up to 1915 when it was temporarily abandoned, were very satisfactory. An idea was gained of the needs of the Canadian manufacturers in this respect, and a great deal of valuable information was published in reports covering each region treated.

The question of substitution of native woods for those imported from other countries was dealt with particularly in the case of hardwoods, where the importations are especially heavy. While I do not pretend to be enough of an expert in wood manufacture to advise selection of raw material, I am convinced, from the results of this investigation to date, that a great part of this importation could be avoided by the use of home grown timber. Materials of a certain quality from a certain source are demanded by certain industries. In many cases, this demand is based, to a certain extent, on custom or usage and not altogether on the qualities of the material as related to the use to which it is to be put. In many cases, a cheaper wood from local sources would serve the purpose of a manufacturer equally as well as the imported material. As distant pastures are forever green, so material brought from a long distance often acquires a reputation out of proportion to its actual or intrinsic value. In he early days, when lumber was cheaper and more abundant than at present, manufacturers were able to pick, for each part of their final product, the wood best suited for that particular purpose. The finished article, like the "Deacon's One Hoss Shay," had no weakest point and lasted in its entirety until it finally all fell apart at once. The increased cost of lumber has forced modern manufacturers to abandon this policy to a certain extent where the public has found that cheap replacement is more economical than maximum quality at a high initial cost.

The question of utilization of waste was also dealt with in this investigation. In some cases, it was found that a manufacturer was burning, under his boilers as waste, small pieces of wood of the same size and quality as another manufacturer was using in the same town as a raw material for his product. Instances of this sort were, of course, rare; but we were able in many other instances to put manufacturers into touch with one another to their mutual benefit. It usually happens that the watse from one factory is of many different sizes and shapes, and in such a case, it is almost impossible for such material; but any manufacturer who has waste material of uniform size and quality, no matter how small, should make an attempt to locate a purchaser of such material before destroying it. The Forestry Branch frequently receives inquiries from manufacturers with waste to sell and others looking for small sized material, and it is prepared to do all in its power to assist in this form of economy.

The Forest Products Laboratories established at Montreal in connection with McGill University has a staff of experts whose services are available to the public for the purpose of solving technical problems in connection with the anatomy, chemistry, mechanical properties, decay, preservation and utilization of forest products generally. Information obtained by research or collected in the library is at the disposal of the public at any time. Our head office staff is also ready and willing at any time to answer other enquiries from lumbermen and wood-users.

Mr. Retailer! How Do You Receive Salesmen

Great Majority of Lumber Dealers Are People Worth Meeting But There Are Some Whose Qualities of Honor, Courtesy and Ethics Are Below Par

By A. O. Fisher, Barrie, Ont.

A. O. Fisher, Barrie, Ont.

WITH a view to giving the retailer a little better insight into the life of the men calling on them in the various cities, towns and villages on the salesman's territory, I am penning a few stray thoughts. Frequently the traveller on his calls has very little time at his disposal to talk anything but business. After reading this the retailer may change the opinion that he has formed and come to the conclusion that the salesman as well as the retailers have their share of troubles.

Numerous retailers of lumber have an idea that the salesman's main business is jumping from place to place and living on the best in the land. If they tried it out and stayed in some of the hotels in the smaller towns and found a comfortable bed, with damp sheets awaiting them, minus blankets, on a cold winter night; if they had to arise at 4.00 or 4.30 a.m. to catch a train; if they had to eat the wonderful and fearful things provided by a chink cook, at least, eight or ten times per week, Mr. Retailer would sigh for home and the good cooking that his wife provides. The traveller is too busy to go over his troubles when calling on his customers. He is out for business and no matter what his troubles are, he keeps them to himself.

In view of the time it takes and the expense of travelling, as well as the many discomforts encountered in these days of standard hotels, it certainly takes the heart out of the salesman, if, when he makes a call on a prospective customer, he is informed that the customer is too busy to see anyone to-day. There are not many yardmen of such a type, but there are some. The greater number of the retail dealers are people worth meeting,—good, sociable men, on whom it is a pleasure to call, even if an order is not landed each time a visit is paid.

Men Whose Whole Thought is Price.

There are as many grades of retailers as there are of pine. The dealer who will question a salesman on prices of the different grades that he has listed, and when the information is obtained, will then inform the representative that he has bought a block of local stock at a much lower figure than he(the traveller) quoted, and that there is nothing on his list that appeals to him,—well, such a man is in the same class as the one that is too busy to see the salesman.

Then there is the bargain hunter. There are men (not many) in the business whose whole thought is price. If an article is cheap, that is sufficient, at least, until the commodity arrives, forgetting that a good article is worth the market figure and that if it is listed below that, there is a reason. The goods are of low value.

There is the good, honest, square customer, and he is in the majority. He is satisfied with what he gets if he obtains what he buys. He is not in the class with the one who buys mill run white pine and expects to receive common and dressing.

Then there is the dealer who does not play a square game with the wholesaler and will not hesitate to cancel an order on a declining market. He will surely hold the wholesaler to a bargain on a rising market, even if for some unforeseen circumstance the mills fall down in supplying the stock to the wholesale firm.

Regarding the salesman, he is expected and should have a pleasant manner, no matter what tribulation he suffers. If he has a disagreeable experience in one lumber office, he must forget it before he calls at the next office on his route. He should have sufficient knowledge of the commodity he is selling that he can give an intelligent description of the various grades on his list.

He is the medium between the wholesaler and the retailer, and in making adjustments should be fair both to the customer and fair to his employer. The salesman, who would make too liberal an allowance in an endeavor to retain the customer's goodwill, is not strictly just and honest to his employer. Such a man is liable to lose the respect of the people on whom he calls.

Don't Misrepresent and Don't Knock.

He will not wilfully misrepresent the goods he is selling. If he does, he is making a whole lot of further trouble for himself and the firm he represents.

There are various methods employed by salesmen to obtain business. One method adopted by a certain class is to knock a competitor and his goods. This is a sure and certain way of helping the competitor that they seek to eliminate.

The salesman realizes the retailer is a business man and a human being, and approaches him with this in mind.

The salesman is also human, and if the retailer is not in the market when called on, and treats the traveller civilly, he will reciprocate by giving free gratis plenty of useful information gathered on his trips which may benefit the dealer in his business to a very great degree.

No Taxes There and No Profiteers!

A land of no taxes.

A land of plenty.

A land where the maximum working day is limited to two hours.

A land of no profiteers.

A modern Mayflower is about to set sail from England. The pioneer party is limited to one thousand persons. The only conditions are these:

One must be good tempered.

One must be worldly possessed of one thousand dollars for the initial expense.

The pilgrims will be seeking to escape from the stranglehold of the profiteers and the tax gatherer. Their destination is the Marquesas Islands in the Pacific.

Enter William Penn in the person of T. F. Rhodes Disher, organizer of the expedition, who is a fellow of the Royal Geographical Society, London, Eng. His message to the over-burdened, broadcasted throughout England, is:

"Enough of this world of profiteers and self-seekers. Come with me to the beautiful Marquesas where everything is free for the taking and live the simple life under a tropical sun. Evening dress is barred.

"There are about three thousand natives in the islands and I would describe them as thorough gentlemen. For nourishment there is the choice of fish, fruit, vegetables, eggs, poultry, pineapple and mangoes with copious draughts from the cocoanut groves.

"We will market our produce on the co-operative system and the timber of the islands will provide our dwellings.

"There are no salaried officials.

"If I receive a thousand applications the pioneer party probably will start in a few weeks.

"I want to build a white man's paradise and I want only good-tempered people with a stake of one thousand dollars to join me."

Mr. Disher declares there will be no taxes to pay. He guarantees the maximum working hours for self-sustenance as two per day.

British Capital for Canadian Pulp Mills

It is fully anticipated that one of the most important concrete results of the Imperial Conference, which recently concluded its labor at Ottawa, will be the early investment of heavy sums of British and Australian capital in the erection of pulp mills in the Dominion.

The question of paper supply is probably one of the most acute problems with which the Empire press, especially in the Antipodes, has to deal.

Papers in Australia and New Zealand are compelled to pay over $500 a ton for their supplies and have difficulty in securing an adequate amount at any price. Keen surprise was manifested by delegates at the intelligence that of the money invested in the pulp mills in Canada, only ten per cent. was English capital. As a matter of fact, no single mill in the Dominion is controlled by British interests. Five mills are in Canadian control. The others are exclusively in American hands.

How Timber Testing in Canada is Conducted

The Empire's Greatest Wood Producing Dominion Should Lead in Development of Economical and Efficient Use of Her Vast Forest Resources

By L. N. Seaman, M.A., B.Sc., A.M.E.I.C.*

Early in 1914 began the realization of a dream of some public-spirited men, men of foresight and vision, when the Forest Products Laboratories of Canada came into existence. It had not been an easy task to inaugurate these Laboratories. Their necessity was not appreciated, and it was only at the expense of untiring effort and devotion to the best interests of Canada's great forest resources that, after many disappointments, these men were able to see the young institution undertake its important work.

The Laboratories were organized under the Forestry Branch of the Department of the Interior, to work in co-operation with McGill University. In their present form they comprise four departments, or divisions.

A mine boom after testing in the 200,000 lb. Wicksteed machine
These tests were used to compare the value of six different species for Mine Timbers

The Division of Pulp and Paper deals with problems relating to pulpwood, pulp manufacture, and paper manufacture.

The Division of Timber Physics deals with the anatomy, structure and physical properties of woods, an expert knowledge of which is the key to a host of problems encountered in their industrial utilization. The Pathological Branch of this Division makes a special study of decay in buildings, etc., and of the best methods of combatting conditions conducive to decay.

The Division of Timber Tests conducts research into the strengths of the various species, the particular uses to which different varieties of timber are especially adapted, and problems relating to allowable stresses, grading rules and specifications.

The Division of Wood Preservation carries on a study of preservatives, methods of preservative treatment of lumber, and problems in fire-proofing timber.

It is the writer's present intention to discuss briefly the work of the Division of Timber Tests, and the reader is asked to bear in mind that this is the work of only one part of the institution, and that equally important and valuable work is at the same time being carried on by the other three Divisions of the Forest Products Laboratories of Canada.

The Division of Timber Tests began in 1914, a comprehensive study of the strength of all Canadian-grown timbers, carrying on its research in the Testing Laboratory of McGill University. Here were available the regular testing equipment of the University, and in addition, two new machines installed by the Forest Products Laboratories. Representative trees from various stands in Canada are selected and shipped to the Laboratories. There they are sawed up under observation in the Laboratories' own saw-mill, and suitable small, clear test pieces prepared in the Laboratories' own up-to-date woodworking shop. Tests are made of all the various strength functions of importance in the commercial u tilization of the wood,—in bending, static and impact; in compression, both parallel to, and at right angles to the grain; in hardness, shear, cleavage and tension. These tests are made on small clear specimens in order to eliminate the uncertain effects of knot, shakes, and other defects, In this way a reliable comparison of various species is obtained, and data secured as to the effects of locality where grown, position of the wood in the tree, effects of seasoning, etc. These results, combined with the results of other tests made on structural sizes in commercial grades furnish the most reliable guide as to what may be expected of the timber in use, and what provisions should be contained in grading rules.

Testing small specimens in static bending
Thousands of such tests have been made on twelve Canadian species

Douglas fir was the first species tested, and the results of this investigation have been made available to the public in pamphlet form—"Bulletin No. 60, of the Forestry Branch of the Department of the Interior—Canadian Douglas Fir, Its Mechanical and Physical Properties." The information contained in this Bulletin should, in the writer's estimation, always be supplemented by that found in "Bulletin No. 59, of the Forestry Branch of the Department of the Interior—Canadian Woods for Structural Timbers," also prepared by these Laboratories. These publications should be found among the books of every dealer who handles Douglas fir.

Establishment of Branch in Vancouver.

During the war, when the demand for Sitka spruce, used in the construction of aeroplanes was great, and it was necessary to test quantities of this timber as rapidly as possible for war purposes, a branch of these laboratories was started in Vancouver, B.C., under the Imperial Ministry of Munitions, for this purpose. To avoid delay on this war work the machines from the Montreal laboratory were shipped at once to Vancouver, and later replaced by new machines. Since the close of the war the Vancouver Laboratory has been maintained as a branch of the Forest Products Laboratories of Canada under the Forestry Branch of the Department of the Interior and is working in co-operation with the University of British Columbia. The parent laboratory in Montreal and its branch in Vancouver have already between them tested ten species of Canadian timbers. They are now working on jack pine and western hemlock, and it is the intention, ultimately, to supply reliable information on all Canadian species.

But this is only one phase of the work of timber testing in Canada. This is the routine work and is so arranged that portions of the staff may, as occasion requires, be withdrawn from it and enabled to engage on special research work in order to obtain light on particular problems raised by the industries. A good example of this is the work done by this Division in testing mine timbers. To make comparisons of the species used, to examine the properties of possible substitutes, to determine the effects of different methods of seasoning, and the influence of defects commonly found in mine timbers —knots, shakes and the like— hundreds of tests were made on pit props, caps and booms in commercial sizes. These investigations showed, among other

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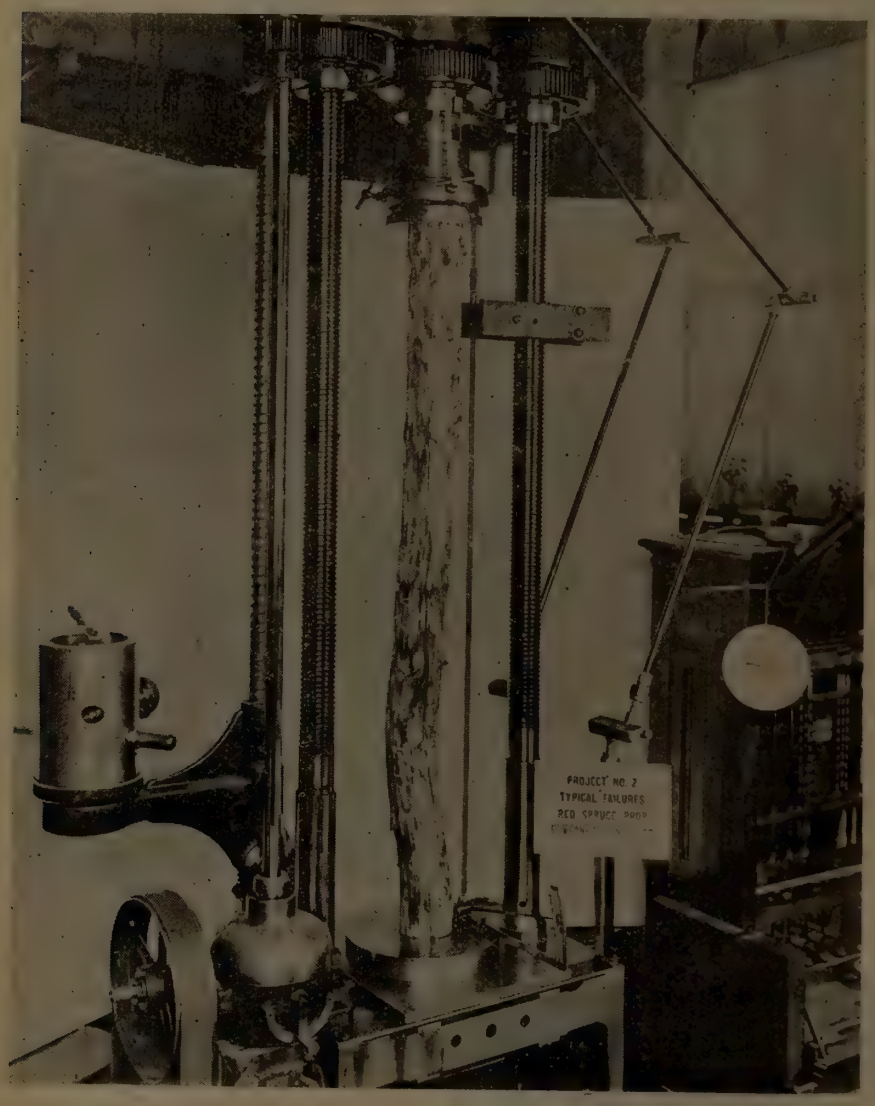
things, that while jack pine would make rather inferior booms, it would, in point of strength, make excellent props.

The Use and Scope of Laboratories.

Examples of this kind of work at the Laboratories could be multiplied, but it is only necessary, at the present time, to indicate a few of the ways in which they have been and can be useful to the timber using industries of Canada. Sometimes an inquiry may be answered at once from the results of tests already made, but if not, the laboratories are always ready to make new tests and establish new reliable information. Already they have dealt with such questions as: Are certain grading rules satisfactory for Douglas fir? Can red and black spruce be used in certain building construction where formerly hard pine was used, and if so, what rules should govern their use? What woods are suitable as substitutes for oak and black walnut in the construction of telephone sets. Can Sitka spruce be used for tanks? What may be used instead of southern pine for implement poles? Is any other wood, so far as is now known, suitable for gun stocks instead of black walnut? So hundreds of examples might be quoted.

The Forests Products Laboratories of Canada are not an experiment. For ten years their exact counterpart has existed in the United



A mine prop tested in the Emery Hydraulic Machine
Tests of this kind showed that Jack Pine makes strong Mine Props

States, and yearly grown in importance and value to American industries. India has its Forest Research Institute which is this year being greatly enlarged. Australia and England are undertaking the same kind of work. Canada, the Empire's greatest timber producing Dominion, should lead in the development of the economical and efficient use of her vast forest resources. Nothing can help so much in gaining and holding this lead as efficient laboratories.

In conclusion, on the eve of my departure from them to continue the same work in India, permit me to make a plea for these laboratories. They are not widely enough known to the wood-using industries. They have been established with a great deal of effort, and at a considerable expense. They are meant to serve all the wood-using industries. Hundreds of problems arise that the dealer and the manufacturer have not the time nor the facilities to solve. For just these problems the laboratories are maintained. Unfortunately the man with the problem often does not even know of the existence of the laboratories. He must work without the information, and, in so doing may incur serious loss which might have been avoided. I have spoken here of the work of only one of the four divisions. The other three are equally important to the country, and what I would urge in this: that every effort to be made to inform all branches of Canada's industries directly or indirectly concerned with the utilization of forest products, that here is an institution—their own institution—whose work is to help in the solution of their technical problems, that they may get in touch with and co-operate with the Forest Products Laboratories of Canada, Department of the Interior, 700 University Street, Montreal.

The Big Drive in Order of the Hoo-Hoo

The annual convention of the Concatenated Order of Hoo-Hoo will be held in the Statler Hotel, St. Louis, on Wednesday, Thursday and Friday, September 8, 9 and 10. This will be the twenty-ninth annual gathering of the Hoo-Hoo and an elaborate programme of entertainment and instruction has been prepared. Members are cordially invited to bring along the ladies who will be well looked after by a special committee.

In regard to the annual dues, H. R. Isherwood, of St. Louis, secretary-treasurer, states that these have been increased from $3.65 to $5.00 annually, as the former levy has not been sufficient to permit the Concatenated Order to conduct its affairs and to maintain properly its prestige.

The present dues are decidedly insufficient to enable the organization to develop and to put into effect features that have been planned to increase its usefulness.

The Supreme Nine and members of the House of Ancients to whom the matter was entrusted by the 1919 Annual, announce through Snark of the Universe, R. A. Hiscox, their decision to advance the dues, effective for the ensuing year, to five dollars per annum. The advance does not apply to members past the age of sixty-five, their dues remaining at $2.40 per annum.

After September 9, 1920, candidates for reinstatement will be required to pay one year's dues ($5.00) in addition to the $5.00 reinstatement fee. Further restrictions to reinstatement are prospective.

The order has new plans for the future, and among the changes contemplated are:—

Placing greater restrictions upon the qualifications for membership.

Placing greater restrictions upon members in arrears for reinstatement.

Dividing each state into small districts.

To develop and promote in each district Hoo-Hoo clubs.

To compile and furnish ideas and plans for activities of clubs to bring the members and lumbermen together more often, other than Concatenations.

Establishment of Hoo-Hoo headquarters in each of the principal cities.

To provide a bureau of information in each Hoo-Hoo hotel for the benefit of members in good standing.

To revise rituals to conform to present conditions.

To revise Junior Book and add cross examinations for the different branches of the industry, such as will have a moral and will promote education.

To provide new additional equipment for initiation.

These are suggestions of just a few of the many definite, thoroughly-planned and entirely practical activities that will put Hoo-Hoo on a new basis in 1921. It will be lifted entirely out of the "joiners" type of organizations. Membership in it will rightfully be deemed a privilege.

No More Money to Loan for Houses

Over one thousand new homes will be erected this season under the provincial housing scheme throughout Ontario, and no less than $4,000,000 will be spent in this direction. The points most directly concerned in this effort to provide homes at a reasonable cost are Windsor, Ford City, Niagara Falls, London, Guelph and Ottawa. About sixty new houses are being erected under the scheme in the Township of York, where about $250,000 will be spent on the work this year. Twenty houses are being erected in the Township of Etobicoke, where about $100,000 is being spent on the work.

The best work in the province, according to the authorities, was done in New Toronto, where about sixty houses were put up at a cost of about $200,000. New Toronto is, however, not doing anything this year.

Most of the money loaned under the Provincial housing scheme was to men owning their own lots. The Provincial Commission, which received $8,750,000 from Ottawa, loaned $4,000 for brick houses and $3,500 for frame houses. The builder gave his deed for the land as security and the Housing Commission of the municipality in return gave back an agreement for sale. The local Housing Commission in town deposited its debentures with the Provincial Housing Commission as collateral.

The Provincial Housing Commission has no more money to loan.

Educating the Workers in Canadian Camps

Reasonable Day's Labor, Suitable Accommodation at Camps, Settlements and Factories, Insistence by the Universities that All Candidates for Arts' Degrees be Required to Spend at Least Two Years of their Course at Factories, Works and Camps, in Part Time Study, Part Time Teaching and Part Time Manual Labor, will Solve Problem

By Alfred Fitzpatrick, Toronto, President of the Frontier College

It has been said the problem of the twentieth century is to make education an engine of social betterment. Our systems of education help the literary class to an unfair extent. There is an unjust discrimination against those who work with their hands. The most distasteful part of many kinds of manual work arises not from the work itself, but from the treatment accorded those who are thus engaged.

There is almost unlimited wealth in our forests and mines. Nature has endowed our land, and without stint. The material resources which we possess are being developed with much industry and enterprise. Huge sums are being expended. But we are doing little if anything for the development of that greater resource, the humanities, the well-being of the men and women of frontier works. Is the wealth won from Nature to be appropriated by the self-seeking alone, or made a blessing to all, especially to those who bear the isolation and the deadening monotony of its exploitation.

Alfred Fitzpatrick, Toronto

The men who have filled the advance posts of civilization have hitherto been asked to make bricks without straw in that which is most vital to the development of their characters. They have borne the burden and heat of the day in the exploitation of vast industries. They have made free public schools, colleges and libraries possible by their labor, while as yet between themselves and the social and moral influences of civilization there is a great gulf fixed. This is—or should be—a matter of public concern.

The Obligation of the Employer.

The tilling of the soil, the felling of the forest, the manufacture of pulp, the mining of gold, and every other great work should be conducted with a view to the physical and moral health of the men engaged in it. The factory, workshop, camp should be a school and the employer in part a schoolmaster, principal, or college president to his employees.

Thirty years ago you might as well have looked for a needle in a haystack as for a foreigner in our frontier camps. You found there the sons of the Canadian homestead and the farm, as well as the English, Scottish and Irish immigrant. But our neglect of the frontiersman has driven the English-speaking men back from the first line to a seemingly more favored position. They have retreated to the older settlements, and more opportunities for giving schooling to a family. European races, men with an alien tongue, have taken their place in all construction camps, and to some extent in lumber and mining camps. Similar changes are taking place in the settlements of the clay belts of the north, and on the homesteads of the prairies.

For many years it was commonly asserted, by interested ones at least, that the men who do the rough work of the frontier camps are an unworthy class in most ways: Good-for-nothings, foreigners, a thankless lot, and given to dissipation. In whatever way, if any, our frontier workers are inferior to other citizens it is due largely to the conditions in which they are asked to toil. Manual labor without education is brutality. Have we as a people deserted the frontiersman? Shall we not as fair-minded, justice-loving Canadians try to atone for this neglect? That the men engaged in these industries, doing yeoman service to the country, isolated from all social, literary and religious advantages, should have educational facilities is of the utmost importance.

Cancer on the Educational System.

Intellect, soul and body must go together to form one well-rounded personality. We can no more divorce mental exercise and worship from manual labor than we can separate soul from body. The end is death in either case—the dying out of the vital spark—whether physically or spiritually.

"Nor soul helps flesh more, now, than flesh helps soul."—Rabbi Ben Ezra.

The tendency to this divorce has always been a cancer in our educational system, and may be traced to the speculative philosophy of an early time, which encouraged the development of the mind, and despised the body.

The object of life and the path of the highest good is service—to give rather than to get, to serve rather than be served. To attain that kingdom is to be honored, to rule, to reign. To share in it we are all called, clergy or laymen, employer or frontier worker. Those who labor themselves or use the labor of others for making money alone, miss life's mark. Men, not money, is the true object of life.

Too long have the universities emphasized the courses leading only to a profession: at one time it was the church, now medicine seems to monopolize the efforts of the schools. The time is now, that the universities pay back to the people in other activities a debt long due. Let subjects of practical utility be given larger recognition. Any frontier work, no matter where located, should be an outpost of the university. The settlement should be a homestead college; the walls of any university should be the confines of the frontier itself.

Education Must Be Taken to Camps.

The college must be taken to the camps and works. It is a fit task fo this young dominion to devise ways and means of getting it there. All that is required to transform our camps and factories into universities is to add cultural professional and vocational instruction to their curriculum which is already technical. Technical training they get at their own and their employers' expense in their several occupations; vocational training they get to a limited extent by shifting from one occupation to another at their own expense. They should, at least, have as much spent per capita by the governments on their vocational and professional and cultural training, as is now spent per capita on the technical, vocational, cultural and professional training of the regularly trained college man.

What we plead for is the diffusion of education, not the education of a privileged class alone. There is not too much spent on education in the cities, towns and other older settlements, but too little on the education of these denizens of forest and mine. What is needed is a system of education that will enable the laboring man to keep in touch with the outside world, and acquire an education while earning his daily bread.

More than ever in this century will education be approved in so far as it promotes the welfare of all. What greater problem confronts the whole Dominion than that of settlement: Not just spasmodic efforts by a few, but the proved, efficient scientific peopling of our own waste places, giving comforts and advantages to those who thus locate. Do our schools and universities at present assist constructively in this plan? Do they answer the cry, "Come North and Help Us."

It is not practicable to bring the great army of working men and women to the higher schools and college buildings. In fact. the great work of the world must be carried on, far from these so-called higher seats of learning. Instead of encouraging young men and women to leave their work to obtain an education as is now the fashion, let us bring the college-trained men in greater numbers to the frontier works, the camps, the factories and the settlements, and thus we will have closer the two extremes.

The Work of the Frontier College.

A close contact with the camps and frontier places of Canada for many years has convinced me that much more can be done to bring education to men of the camps. Given the proper incentive in the presence of good instructors and, even those whose hours of labor are longest, will accomplish much. Let the objeect of our life be "No day without a little." The instructor, going out from the universities of Canada will yet play a bigger part in the moulding for good of social changes. With this in view the Frontier College for twenty years has sent among mines, camps and extra gangs, on the frontier plac[illegible] of Canada, university graduates and undergraduates who have [illegible] as navvies and as other workmen among all classes of unskilled

laborers. During the last year 60 college men have been so engaged for a season each at a stretch. They win out by contact and personality—working at manual work during the day, and teaching at opportunity, where classes may be gathered—but at all times they stand for the best ideals embodied in Canadian life. A foreigner often meets in these camps his first healthy-minded Canadian in the person of the instructor who, to the amazement of the foreigner, is a laborer with him on the same tamping or skidding outfit.

It is true that success or failure of such work depends always upon the instructor; given a young man practical enough to jump in and work, who, while college bred is a mixer, even in uncongenial surroundings, and who has strength of character to stand for staunch and sane Canadianism at the outposts or our social life, and the work will succeed.

Some Obstacles in the Way

The following are perhaps the chief difficulties in the way:

1st. The hours of labor are too long for successful study.

2nd. The crowded bunkhouses are unsuitable for the best results.

3rd. It is next to impossible, especially in the winter season, to secure enough instructors for the task of bringing education to the man. The universities insist on too much class attendance.

But time, the great avenger, is gradually righting these wrongs. The fierce light that beats upon a throne is beginning to shine on these and other kindred problems. The old fallacy that education acquired by the help of teachers within four brick walls was good, and that any knowledge obtained outside these walls could not be dignified by the term scholarship, is being exploded. By curtailing the attendance required for a degree, the universities can, if they will, supply a sufficient number of instructors at subsidiary colleges. A great army of students and professors will in this way be released for work at branch colleges. At least, two years of the Arts course and a year or two for the Master's degree could reasonably be spent in absentia, the subjects of physics, geology, zoology, chemistry, botany not excepted. The apparatus required for these subjects, in the first year at least, is so small and so inexpensive that it could easily be provided. The students who wish to specialize in these subjects could take the advanced work of their courses during the two years spent at the parent universities.

Especially should graduates intending to enter the teaching profession be allowed to take their faculty work extra murally. A graduate or undergraduate studying for the profession of teaching could get more (and equally good) experience with classes of adults than with those of children in the cities. A well-known former public school inspector recently wrote me: "If I were asked by a teacher-in-training where he could best learn by experience how to educate others, I should advise him to spend a winter in a polyglot lumber camp as a member of your staff."

The universities are well able to do this. According to information obtained within the last four months from the respective universities more than 10,000 students enrolled are taking courses that well might be taken part time in absentia. In that case close on 1,000 lecturers and assistant professors thus released could profitably spend their whole time at study centres improvised at needed points.

By requiring that undergraduates in arts, forestry, education, theology and science take two years of their course and that medical students take their first year extra murally, and spend these at camps, factories, and other works, in part time teaching, part time study and part time manual labor, a very real step would be taken in the solution of the problem of how to bring higher education to labor.

Reducing the number of years' attendance required for a degree, on condition that the extra mural years be so spent, would keep up mutual intercourse and sympathy between the universities and workers. Instead of lessening the total number of intra mural students at the universities it would ultimately increase it many fold. It would then be possible for the worker to prepare matriculation at his work, to take part of his course at his work, and to go direct from his work to the central university. The university must thus become the leaven of labor and capital. It must interpret the one class to the other, and save society from extremists of both classes.

"Douglas Fir—Strongest Structural Softwood"

For all wooden decking, bulkheads and derricks on the new boats of the Canadian merchant marine Douglas fir is used. That Douglas fir is popular in the East is shown by the increasing volume of this material which is finding its way into the market. It is especially useful as heavy construction material and is largely used in mill building construction and needless to say timber construction is cheaper than concrete. There are two ways of cutting Douglas fir.

By Loren L. Brown, Toronto, British Columbia Lumber Commissioner for Eastern Canada

Douglas fir is found in Canada only in the provinces of British Columbia and Alberta, the amount found in the latter being very small by comparison.

"It reaches its best development in the region directly tributary to salt water between the mouth of the Columbia river and Seymour Narrows. With the exception of the giant sequoias and redwoods of California it is the largest tree on the Pacific Coast. It ordinarily attains a height of 175 to 200 feet and a diameter of 3 to 6 feet. Not infrequently trees up to 250 feet in length and from 6 to 9 feet in diameter are seen. Owing to its intolerance of shade, the lower branches soon die and drop off, leaving one half to two-thirds of the bole clear and a large percentage of the wood free from knots.

Stands in the Virgin Forest

"In the virgin forests on the Coast, where fir predominates, the stands usually run from 20,000 b. f. to 50,000 b.f. per acre, though frequently, on the better sites, the yield exceeds 100,000 b.f. per acre; one instance being recorded where 5,000,000 b.f. was cut from ten acres. Single mature trees ordinarily contain from 2,000 to 5,000 b.f., but, sometimes, exceed 10,000 b.f. In the mountains, the fir stands usually run from 5,000 to 15,000 b.f. per acre, though in some of the more moist valleys stands are found almost equal to those on the coast. In the interior dry belt the individual fir trees usually contain from 500 to 2,000 b.f."

(Forests of British Columbia," H. N. Whitford and R. D. Craig).

There is estimated to be 76,000,000 M board feet of Douglas fir in British Columbia. In 1919 the total cut of this species for the province was 841,605 M. board feet.

The uses to which Douglas fir is put are extremely varied, some of the main ones being included in the following list:—light and heavy building construction as joists, studding, beams, posts, flooring, interior trim, doors, and casings; bridge construction; derrick sticks and dredge spuds; piles and poles; ships decking, planking, keels and ribs; tanks, pipe and silo stock; cooperage and veneers.

The wide range of uses to which Douglas fir is put is due to its great strength, beauty of grain, durability, and the fact that it produces very clear lumber in exceptionally large sizes.

Douglas fir is widely recognized as the strongest structural soft wood in the world, with the exception of southern long leaf pine, with which it is given equal working values. For some purposes, as for example, in building joists where only a slight defection is allowable, Douglas fir is superior to white oak.

Loren L. Brown, B. C. Lumber Commissioner

Thousands of tests have been accurately made on both small and structural sized specimens of Douglas fir to ascertain correct working values which should be allotted to it. The United States Forest Products Laboratories situated at Madison, Wisconsin, have been established for ten years, during which time they have made upward of 500,000 tests on wood. Their bulletin, No. 88, entitled "Properties and uses of Douglas fir" contains the most authentic information available on the strength and structural sizes of this material. The results of a very thorough series of small tests on Canadian Douglas fir were published in 1918 by the Forest Products Laboratories of Canada. These tests proved that Canadian grown and American grown Douglas fir are of practically identical properties.

Much Evidence of its Durability

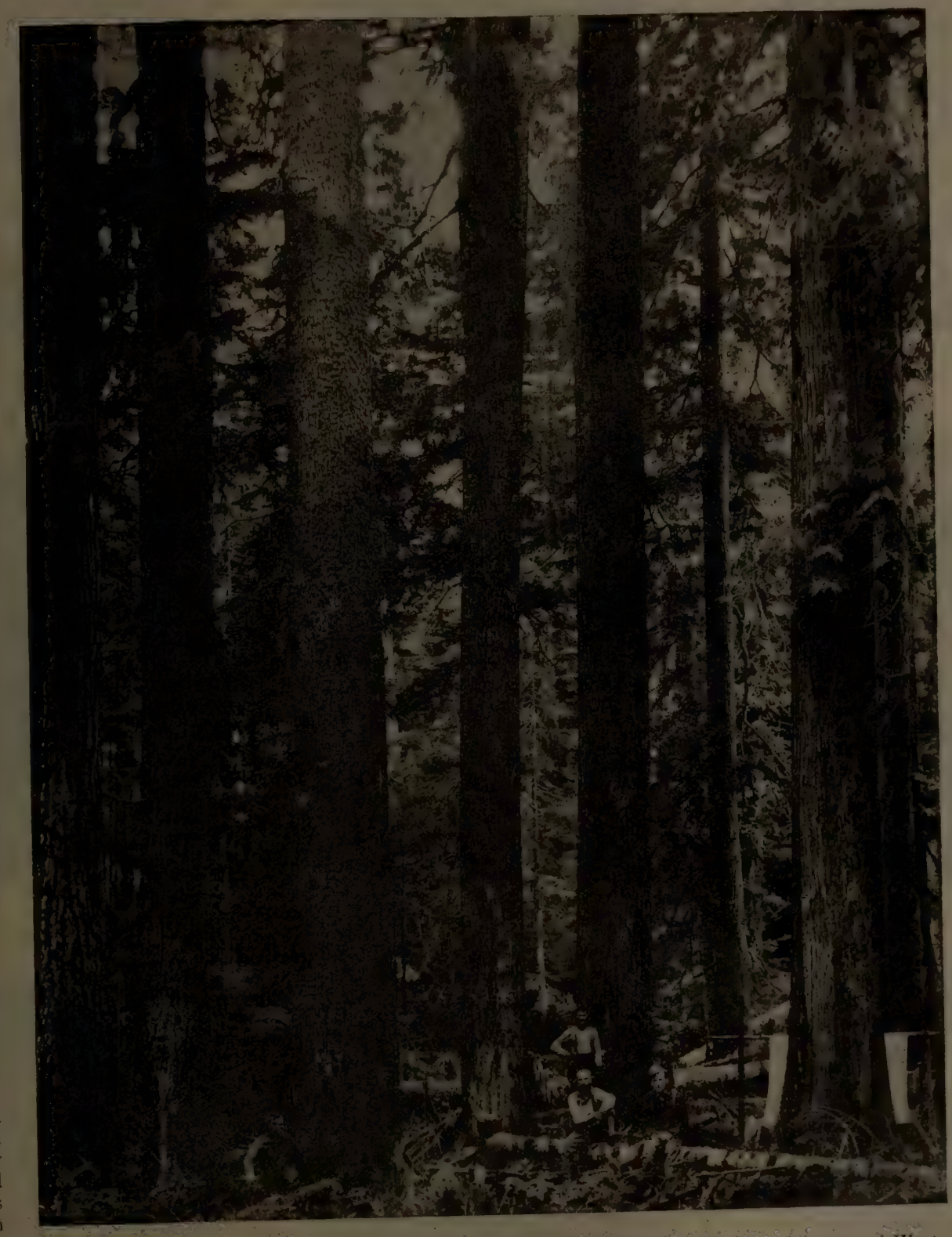
Some of the examples of the great durability of Douglas fir are to be seen in the numerous large rail-

way trestles which have been in use for long periods, and in some of the ships on the Pacific Coast; one for example, the "Lady Mine" built entirely of Douglas fir in 1879 at Port Ludlow and still in service between Vancouver and Prince Rupert. The fact that Douglas fir is recognized by the National Board of Fire Underwriters as a proper tank material is an evidence of its durability.

During the war an immense amount of this material found its way into boat and teroplane construction, the long clear sizes which could be obtained made Douglas fir especially desirable for aeroplane wing beams. Douglas fir is used for all wooden decking, bulkheads and derricks on the new boats of the Canadian Merchant Marine, and should give the very best service and satisfaction.

That Douglas fir is popular in the East is shown by the increasing volume of this material which is finding its way into this market. It is especially useful as heavy construction material and is largely used in mill-building construction, an outstanding feature of which is the recently completed Hobberlin Building on West Adelaide Street, Toronto, designed by Yolles & Rotenberg, architects. This building, in the construction of which 1,000,000 board feet of Douglas fir were used, is seven stories in height and contains 140,000 square feet of floor space. An interesting fact in connection with this type of construction is that the insurance rate on the building sprinklered is lower than the rate for a reinforced building not sprinklered, and but very little higher than on a sprinklered concrete building. Needless to say the timber is cheaper than concrete.

There are two ways of cutting Douglas fir, one to give edge grained material which is best suited for flooring, decking, stepping, etc., where hard wear has to be taken care of, and the other to give slash grained material which is prized as finish for the effect, in some pieces like watered silk, which is caused by the different colors of the "spring-wood" and "summer-wood" which make up each annual ring or year's growth.



Stand showing the four chief coast species—Douglas Fir, Western Hemlock, Sitka Spruce, and Western Red Cedar

It has been proved that the strength of wood varies with its density of dry weight per unit of volume which in each tree varies with its position in the tree as to cross-section and height in the tree. A stick cut from near the centre of a tree is weaker than a stick cut from near the outside. Also, a piece cut from near the top of the tree is weaker than that cut from near the butt, therefore, the strongest timbers come from the outside of butt logs. Low grade structural timbers, such as railroad ties, often come from near the centre of the log and high grade structural material, such as car sills and aeroplane wing beams, come from near the outside of the log. This latter material is generally clear because of the fact that ordinarily branches grow from the centre or pith of a tree out and, as the tree increases in height and the lower branches become shaded, they die off, the later wood forming over them being clear and of a high grade.

As stated, the strength of a Douglas fir stick is closely related to its density or dry weight per cubic foot. Of two sticks of equal dryness or degree of moisture content the heavier will be the stronger, provided they are of the same grade as regards defects, knots, shakes, diagonal grain, etc. This density may be estimated by a visual examination of the amount of the summer-wood in the annual or growth rings. Each year a tree adds an outside layer composed of wood formed early in the year called "spring-wood," and that formed later called "summer-wood." The early wood is composed of comparatively large open thin walled fibres which function as conduits for the passage of sap; the later wood is composed of thick walled elements which give the wood its strength. This wood is darker, more compact and harder, and appears as a dark yellow band. A tree having a large proportion of this wood is heavier and stronger than one having a narrow band of summer-wood and a large percentage of the spring-wood.

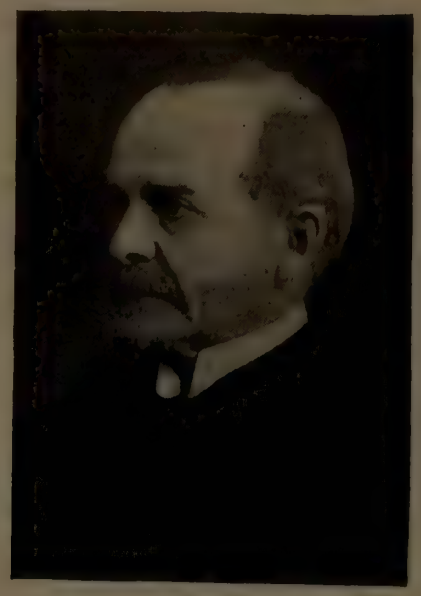
"Cross grain" may be due to two causes, diagonal grain or spiral grain. The former is caused by faulty sawing in that the saw cuts across the layers formed by the annual rings; the latter is due to no fault of manufacture, but to the fact that the wood fibres did not grow parallel with the main axis of the tree, but around it in a spiral. If the degree of diagonal or spiral grain is great, say more than one inch in twenty, the material in which it occurs is materially weakened. The degree of diagonal grain, especially in some sticks, is rather more difficult to detect. It is, however, readily shown on the slash or tangential face of a stick by the brown resin ducts, or in a dry stick by the season checks which follow the direction of the fibres.

The average oven-dry weight of Douglas fir is approximately thirty pounds per cubic foot; green material approximately thirty-eight pounds per cubic foot, and thoroughly air-dry material approximately thirty-three pounds per cubic foot. Douglas fir lumber weighs per M, b.m., approximately 3300 lbs., green and 2500, kiln dry.

The color of Douglas fir varies from red to light yellow. The red fir as a rule contains a high percentage of summer-wood.

Representative Lumbermen of Quebec Province

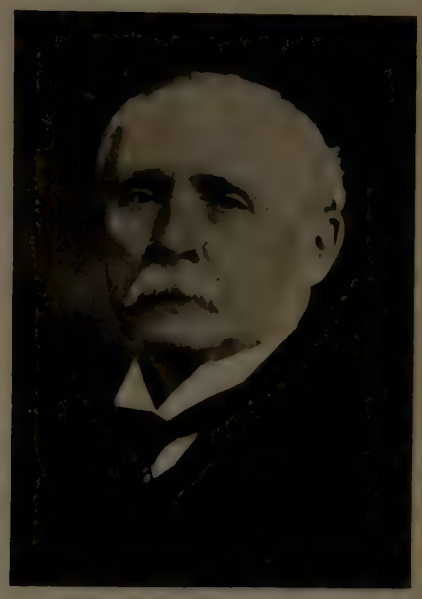
A. G. Auger,
Auger & Son, Quebec



W. K. Baldwin, M. P.,
Baldwin's Mills, Que.

Frank Blais,
Amos, Que.

John F. Burstall,
J. Burstall & Co., Quebec



Hon. Joseph Bolduc, Speaker of the Senate., St. Victor de Tring, Que.

Arthur Campbell,
Campbell, MacLaurin Co., Montreal

F. W. Cotter,
Dobell, Beckett & Co., Montreal

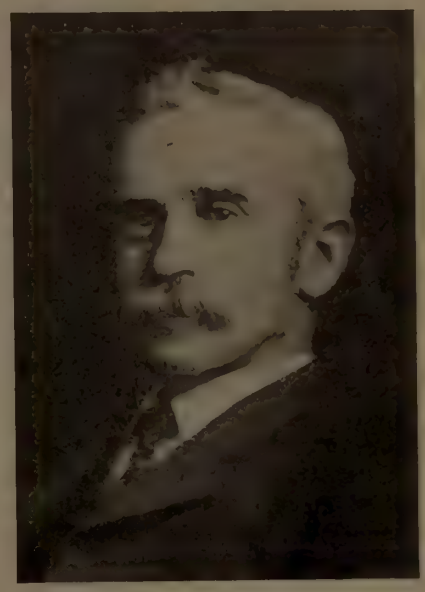
David Champoux,
Chaleurs Bay Mills, Restigouche

S. P. W. Cooke,
Cooke Bros., Montreal

Representative Lumbermen of Quebec Province

George W. Grier,
G. A. Grier & Sons, Ltd., Montreal

A. B. Hunt, M. P.,
Bury, Que.

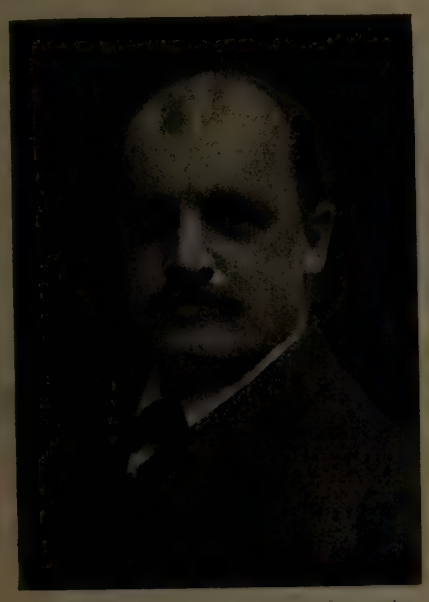


W. K. Grafftey,
Montreal Lumber Co., Montreal

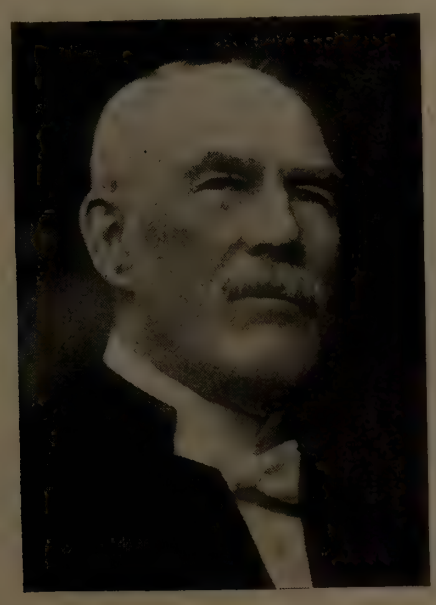
P. D. Gordon,
Mason, Gordon & Co., Montreal

Roch Julien,
Julien & Julien, Quebec, Que.

Major H. R. Goodday,
H. R. Goodday & Co., Quebec



W. T. Mason,
Mason, Gordon & Co., Montreal



Hon. John C. Kaine,
Member of Legislative Council, Que.

John Levie,
W. & J. Sharples, Regd., Quebec

Western Outlook in Lumber Line is Promising

Continued Expansion of Export Trade—Stabilizing Conditions and Abundant Wheat Crop Will Contribute to Revival of Business and Increased Demand

By George S. Perry, Vancouver

STEADYING influences have been making themselves felt in the lumber industry in the Pacific Porvince for the past month. Possibly some of those interested in the trade think that things are altogether too steady and slow for good business. On the other hand, while it is admitted that business is not rushing, there is a regular flow of orders and rail shipments are going forward at a fairly satisfactory rate. Of course, the export mills, or those which are handling export trade along with rail and domestic business, have had a constant demand upon certain portions of their output. In fact, the export lumber trade has shown its steadying influence all season. Developed to more than ordinary proportions and showing strong inidcations of continued expansion, the export there has been attracting more attention this year than ever before in the history of lumbering in British Columbia.

While the volume of trade being handled at the present time is not sufficient to compel the mills—on the coast at least—to run night shifts, there is no great surplus of stock. Various causes have prevented the piling up of any big yards of lumber. If the Canadian Northwest trade were to open up at all briskly, as it very well may do when crop returns begin to make themselves felt, the present stocks of cut lumber would not be sufficient, and there would be some scurrying to fill orders. The situation is that shippers are keeping in mighty close touch with their sales organizations on the prairies and before giving firm acceptances for any considerable lots, or for particular specfications, salesmen in most instances have strict instructions to get in touch with the head office to find out if the goods can be secured for prompt despatch.

Brisk Fall Business in Lumber.

Regarding the general situation in the Canadian Northwest, all reports are agreed—the outlook is excellent for a rather brisk fall business in lumber. But there is unison in the reports also that the retail lumbermen have their own burdens. They have been carrying a heavy load and they are determined to liquidate this fall, as far as possible. That explains in large measure the very tight buying they have been doing. It is agreed that the yards have scarcely kept a sorted up stock all season, doing business on as limited a quantity as it is possible to get on with. They cannot be blamed. There is no money in sight until the wheat crop is flowing into the elevators and the cash is coming into the hands of the farmers to be in turn handed on to the retail lumbermen. And they are not the only pebbles on the beach by any means.

It is scarcely a question of credits as between the lumber producers and the retail trade, that has held up ordering. There is not a reputable retail concern on the prairies but can have all the lumber they wish. They have simply held tight while the 1920 crop was shaping itself up. Not even the most optimistic government crop reports have made them budge. These men know the crops in their own districts like no government report can tell them. They know the men who are growing them and they know which of those men will want lumber. But till the crop is threshed and on its way to the elevator, what they don't know,—and neither does any one else,—is who is going to be able to pay for lumber. Right now every retail lumberman in the three prairie provinces could give a fairly good estimate, based on personal knowledge of the individual requirements of his district, of what lumber he will probably require this fall. But he will not book his orders on that knowledge. He prefers to take his chances of delivery when assurance is in sight..

Western Car Situation Fairly Good.

When orders are going forward at a satisfactory rate, as has just been stated to be the case, it presupposes that there is transportation in sight to take care of the business. That is the situation at the present moment. It is the experience of the trade generally that from two to four days is the average length of time in which a car number can be wired on orders received from the Western Provinces. That is very good despatch. For just how long it will keep up depends on two or three other factors. If the lumber trade should brisk up much and the number of cars to be shipped increase to say double of present shipments, the rate of delivery would perhaps slow down. Then, as every one is aware, the railways are at the present moment engaged in concentrating their rolling stock fit to carry wheat, at convenient central points on the prairies. Any lumber order requiring a box car to go to or near those concentration points naturally has preference. Until the concentration movement is completed and the cars have all been sidetracked at one or other elevator centre in the Northwest there is every assurance that lumber orders will have quick despatch.

But when the grain is rolling by trainloads to the big terminal elevators at the head of the Great Lakes, and every car that will hold wheat is pressed into the service, it will be another question. Then the railway equipment and service will be taxed to its utmost to keep the wheat moving in the short season before the close of navigation. It all depends on the crop, and all reports are that there will be a big crop to move. Big or small, the crop-moving operation each fall demands the entire energies of the railways as well as of the financial institutions of the Canadian West. Even lumber credits might momentarily suffer from the strain upon the resources of the big Canadian banking institutions for the ready cash to pay wheat checks with. For wheat is cash, and never is that fact more impressively hammered home than when the millions of bushels are being delivered daily to the hundreds of elevators at every rail point across the wide Canadian wheatfields of the Western Prairie Provinces.

Lumber Depends on Wheat.

Any one who wants an object lesson in practical finance, practical railroading, practical grain-dealing, practical harvesting and threshing, should visit the Western prairies at the height of the wheat harvest. There is no other thought in the entire Western community for the moment, than the expediting of the work of safely getting the wheat to market. It does not begin with the first hum of the binders, whose clicking murmur can be heard in a hundred thousand wheatfields across a stretch of seven hundred miles, nor does it begin with the first thresher's roar and dust-cloud. Weeks before the crop is ripe, when the railways begin to check up their box cars and get them headed to the wheatfields, the banking experts of the Canadian financial centres have it all figured out how many millions of dollars of real currency it will take to move the wheat crop. The entire banking system of Canada from coast to coast is for the moment directed to the problem of supplying that ready cash. For it must be on hand in unlimited quantities to pay the toll of the wheatfields of the Canadian West. The banks have become used to the annual preparation. They have the experience of thirty years or more to guide them. The law of averages helps them out in their reckoning, and while even banks have not an unlimited supply of ready cash, they can gather it in here and there in every little town and community over the Dominion and turn its current westward to meet the rising flood of wheat bound to the waiting world markets as fast as double-tracked railways and whaleback steamers can carry it.

The picture impresses itself indelibly on the mind of an observant visitor, who first experiences that intensified effort to garner the golden grain of the golden west in the busy harvest weeks of the autumn. On every hand he meets the same absorbed air of concentrating on one and only one object.

It is not the farmer alone, who with his men works from

early dawn till the dew stops the canvas carriers on the self-binder—the threshers too work every moment that there is enough light to handle the machine. As the hundreds of great wagon loads of new wheat roll in to the elevators the grain men are promptly on the job to take it in early or late. Every business man in every town and hamlet in the three great provinces of the Canadian West is vitally interested in the successful garnering of the golden shower. It is only comparable to the days of the spring clean-up in a great placer gold camp. No gold camp from Cariboo of early days to Klondike of twenty years ago, ever made a tithe the returns in one season that the wheatfields of Canada's golden west yield. Little wonder that the financial and transportation systems of the whole Dominion are for the time entirely devoted to the wheat harvest.

All of which may not be a story of lumber and lumber conditions in British Columbia. It has much to do with it, however. On the success of that great wheat harvesting operation now going on in the prairie provinces depends the bulk of the rail trade the lumbermen of the Pacific Provinces are going to do this fall. The east as well as the west is interested in the wheat harvest of the prairies, and in similar manner, dependent upon it. If trade is good on the prairies, then it will be better with eastern Canada than it otherwise would be. So the lumbermen are twice interested in the wheat harvest.

Rail Transportation to U. S. Market.

There is only one section of the rail trade which is not affected by the wheat harvest of the Canadian Northwest. That is the growing trade with the U. S. in the middle west. Just at the moment the supply of cars for the coming season is the controlling factor to a great degree. Pacific Coast mills on the U. S. side of the border are finding the car shortage a most serious handicap. For the present, with the light ordering which still obtains, the British Columbia mills have been able to give fairly prompt deliveries. A week, possibly eight days, in some instances has been the outside time that it takes to get a car away. Occasionally a car number can be given in three days. The Canadian railways are at this season firmer than ever in not letting their own rolling stock out of the country. On the other hand every foreign car is available and until demand increases materially these will likely suffice for reasonably good despatch.

One authority gives it as his estimate that the shortage of freight cars for U. S. railways is not less than 300,000 to meet normal needs of transportation, and until a substantial portion of this shortage is made good no real relief from the present car situation in the U. S. can be expected, he says. "For the indefinite future," he adds, "therefore, transportation must be reckoned as a severe handicap on all lines of business. Shippers will have to take into account delay in transportation for, at least, the remainder of the year." On the Pacific Coast, one American newspaper account states that the U. S. railways had despatched 1,400 cars in an effort to relieve the congestion in the lumber traffic. But, said the article in question, under ordinary normal conditions of the lumber industry of the Pacific Coast, British Columbia, Washington and Oregon require something like 17,000 cars per week. The Washington and Oregon mills are suffering severely from the shortage and unless they allow stocks to pile up in their yards, many of them will have to face a shut-down, as it will not be until after harvest, say two or three months hence, that any relief can be expected.

The Situation Across the Border.

In the meantime, the prospects of demand from the lumber markets of the middle west and eastern states are very promising. With a crop report as reassuring on the whole as that of the Canadian West, the United States lumber trade is anticipating something like a rush of orders late in the season. It is also reported that buying by retailers has been from hand to mouth all summer. Reserve stocks have not been ordered forward and that will clean up the stocks in the retail yards as soon as business picks up. The announcement of the advance in freight rates may have a stimulating effect on placing orders.

Foreshadowed freight schedule increases on all Canadian railways have so far not had any direct stimulating influence on orders from points east or west. It is just possible that that contingency may be over-calculated, for once a higher tariff comes in force every one would be on equal footing. Hence the steadily conservative buying of the past few months is not likely to be much affected by prospective higher freight rates .

Some little comment has been caused recently by the trend of log prices. Despite the strenuous efforts of the logging operators to hold the fir log market firm, prices have been breaking a little, though the reduction has not been sufficient to cause a re-adjustment of the lumber price schedule, for the simple reason that lumber quotations have been much closer than prevailing log prices have warranted. The drop in fir logs, estimated at $3 to $5 per thousand, according to quality, has not been officially made by the Loggers' Association. Mills assert that for really good booms they still have to pay the rates that have been held all summer, of $20, $25 and $30 per thousand. Cedar logs have firmed up somewhat, the price at which fairly good stock can be bought being about $31. Every one is not selling for those figures, however. Supplies of both fir and hemlock have been good so far, and cedar which showed a surplus is down to a much smaller visible supply.

Railroad Tie Production is Increasing

The normal demand for railroad ties is somewhere between 100 million and 125 million annually, says the recent U. S. Forest Service report compiled in response to the Capper resolution in the Senate. In 1918, purchases were slightly under 77,500,000, according to the report, and in 10 months of 1919 were slightly over 84,500,000. During the war and the period of government supervision of the railroads, extensions could not be made and improvements were necessarily confined to those of an urgent character. Lumber purchases were therefore at a minimum. Even under such a policy of retrenchment railroad purchases of sawed materials, excluding hewn railroad ties, telephone poles, etc., aggregated approximately 4½ billion feet or 14% of the total lumber cut of the country for 1918.

That there have been profound changes in the lumber distribution from different regions during the past year, continues the report, is shown by the invasion of the middle western and eastern states by Douglas fir ties. These are regions which in the past have been supplied with the standard oak tie cut immediately along the rights of way or with southern pine ties from the South. During 1919 orders amounting to nearly 100,000,000 board feet were placed for Douglas fir ties for eastern roads because of way and because of the excessive costs of local ties. In other words, oak ties cut within a few miles of the right of way and bearing practically no charge in freight and southern pine ties are now being replaced by fir ties hauled overland across the continent or shipped through the Panama Canal.

Forest Fires Drenched by Rain

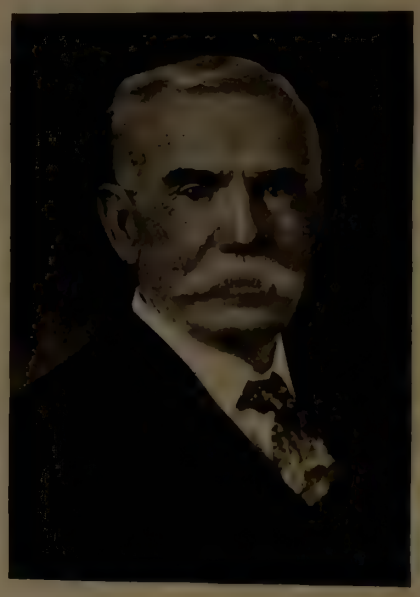
The citizens of Porcupine are resting easily now. Rain, urgently needed and never more welcome, commenced falling and continued without ceasing throughout the greater part of a day, and the ground was so completely saturated with moisture that all danger from the bush fires which menaced the safety of the community has been banished, and no further fear is felt for the balance of the summer.

The rain came not a moment too soon. The flames, spreading from fires which had been smouldering for days and which were fanned into life, had approached so close to the town that the T. & N. O. station, the agent's house, the Connaught Hotel and a large number of residences in that section were threatened with destruction, and only untiring work on the part of the citizens saved some of the buildings. The battle was maintained for 48 hours without cessation. The women brought food to the fighters. The station at Golden City also had a narrow escape, the fires approaching within a stone's throw of the structure.

The countryside had been so dry from the continued lack of rain that the fires had an easy passage when the wind drove them ahead. On the first approach of danger men volunteered for service and the fire brigade turned out. Assistance was also sought in Timmins, Ont.

Representative Lumbermen of Quebec Province

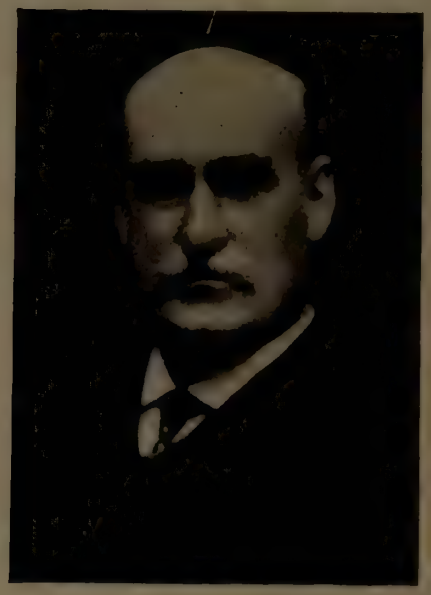
D. H. McLennan,
McLennan Lumber Co., Montreal.



P. R. McGibbon, M. P.,
McGibbon Bros., Lachute, Que.

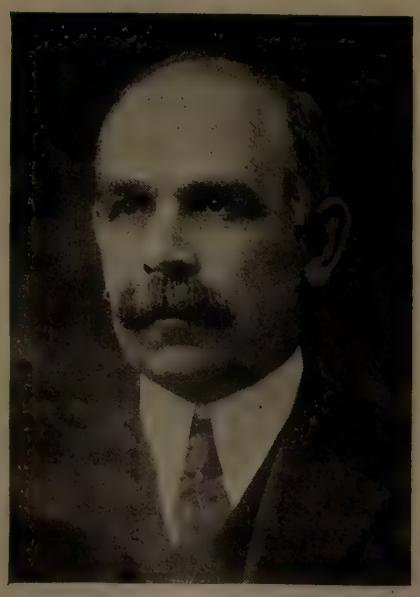
W. Gerard Power
R'r Ouelle Pulp & Lbr. Co. St. Pacome

C. V. Norris,
J. Burstall & Co., Quebec

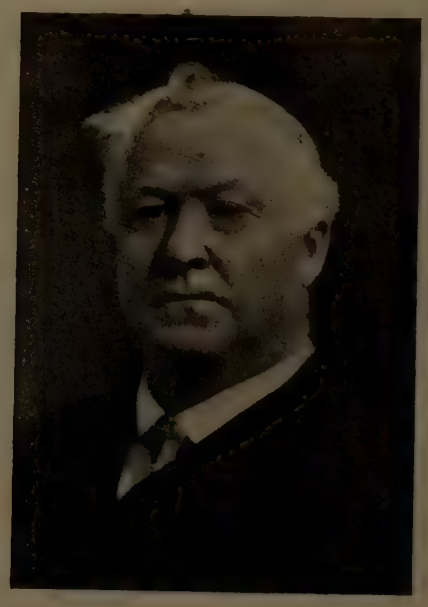


Alex. MacLaurin,
Campbell, MacLaurin Co., Montreal.

H. B. Poliwka,
J. Burstall & Co., Quebec



Ed. Ouellette, M.L.A.,
Tourville Lbr. Mills Co., Louiseville.



Francis N. McCrea, M. P.,
Devon Lumber Co., Sherbrooke, Que.

Sir Wm. Price,
Price Bros. & Co., Quebec

Representative Lumbermen of Quebec Province

Geo. J. Staton,
Dobell, Beckett & Co., Quebec

Brig.-Gen. J. B. White,
The Riordon Co., Montreal.

N. P. Tanguay, ex M.L.A.,
Weedon, Que.

Col. Walter J. Ray
Price Bros. & Co., Quebec

E. L. Todd,
Watson & Todd, Montreal.

R. Quirouet
King Bros., Limited, Quebec

Rodolphe Tourville,
Tourville Lbr. Mills Co., Louiseville

H. R. Van,
Louise Lumber Co., Quebec

Wm. Rutherford,
W. Rutherford & Sons Co., Montreal

Some Reminiscences of Swedish Lumbering

By Anton Selander, F.E., Montreal

Anton Selander, Montreal

IN the northern part of the Province of Dalarue, Sweden, logging usually starts in November, when there has fallen a few inches of snow. At this time the thermometer shows about ten below zero, which is considered very cold in Sweden. Every parish in this part of the country has its own language, which is not even similar to the Swedish, and if one has not been brought upin that part of the country one cannot understand the talk of the natives. Luckily these people speak Swedish also.

I met an Englishman up there coming down from a fishing trip, and he said that his guide was speaking in his parish dialect, the Englishman answering in English, and that they understood each other perfectly. I think, however, that my English friend and the guide probably had passed some spring creeks, and perhaps tasted some of the water with something in it.

Anders & Erik had a contract for sixty thousand logs to be cut upon the crown forests near the border of Norway.

They had made preparations for a monthahead, getting choppers and helpers, and were starting to load up their bobsleighs. The sleighs in use are somewhat different from those used in Canada, in that the runners are only an inch and a quarter wide and the width between the runners is only 3 feet; but they have wings on the sleighs, and the bunks are generally five feet wide. The length of the first sleigh is six feet, and the second nine feet, coupled together by a chain.

One bright morning in the middle of November, Anders & Erik called their men together and everything was packed, and off they went with forty horses and ninety men. Now as Anders & Erik live in a parish called Rattvit, they had to have a man with a violin at the head of the gang, so they stopped at their old friend Jonas' house and got him with them as usual.

The distance Anders & Erik had to travel with their outfit was about ninety-five miles, and it took them four days to arrive at their destination, but violin and peasoup, along with something strong, kept everyone in good humor.

Arriving at the spot, the first thing to do was to get the Government man to blaze and stamp trees enough to build the camp and stables. This was done in the morning, and at four in the afternoon the camp was finished, to the extent of keeping the men warm.

The lumber camps there are made with bunks all around the walls, and with a fireplace of the same height as the bunks in the centre. This fireplace is usually six feet wide and long in proportion to the length of the camp. If the camp is very long two or three fireplaces are used. The outlet for the smoke is through a large opening in the roof of the camp, and this opening has a kind of a wooden chimney about eight feet high.

The next morning Anders & Erik blazed out the logging road with their axes, and after that the Government inspector stamped all trees necessary to be cut in the road, marked up the size of them abreast high outside the bark, and sent the bill to the company.

In the Government forest one cannot cut a tree except that marked by the Government stamp, and this stamp is put on a blaze breast high, and also on the root of the tree. The regulations compel one to put the logs so that the Government inspector can see the stamp on the first log in the tree, before anyone is allowed to scale the logs. The stamp near the root must be left on the stump in order that the inspector can see that no tree is cut that is not stamped.

Anders & Erik had had the road nicely cut up, and in one place it was necessary to dynamite a small hill to avoid any upgrade.

A week later snow fell about a foot deep, then came cold and clear weather, and the icing of the road was begun immediately. This takes considerable time, because some snow must fall after the road is iced. The snow is ploughed to the sides to form sidewalks for the road, these sidewalks also being iced. Such a road makes it possible to have narrow runners on the sleighs, and consequently less resistance for the horses to overcome.

The men that fell the trees go in gangs of two. The trees are cut with a saw three feet from the ground, and every tree is barked with a kind of chisel about five inches wide. The chisel has a handle, rather heavy, about five feet long, and a fairly large tree can be barked by two men, and branched in about two minutes.

When a few hundred of these have been cut down and barked, the company's checker comes around and examines the tree. He possessed an axe and on the back of the axe is the company's mark with an open back, so that when the checker applies the stamp on the trees the stamp is cut out of the wood and passed out through the open back of the stamp.

The checker puts on marks on every tree in the place where he considers they should be cut to logs to the most advantage, according to grade and size. After him come the men that cut the trees, and start immediately to convert them into logs where the checker has applied the company's stamp.

If the road is short only one sleigh is used, letting the logs drag with their other ends on the road. But Anders & Erik had a long road, so they had to haul their logs to what the Swedes call "lunbankar," which corresponds to our skidways, and from there the logs are loaded on the sleighs to be piled on the river bank. No logs are allowed to be piled on the ice in the river, because there is a possibility of their forming large jams in the spring, and also because they prevent the ice from breaking up.

About the fifteenth of December Anders & Erik wanted some money, so they requested the company's scalers to come and scale what logs they had hauled down to the river.

The scaler in Sweden is responsible only to his own company, but must be fair in scaling, otherwise the company would another year have difficulty in getting jobbers.

The scaler uses a book in which sizes in inches and half inches are marked from five inches to twenty. With the scaler are two assistant scalers and they measure the logs with a caliper one foot from the top end. They also have a chain between them, as the logs are certain odd feet in length, from thirteen to twenty-nine feet. These assistant scalers call out the length and size of each log and the head scaler, who does the recording, repeats the measurements aloud and then records them.

During February Anders & Erik had plenty of work keeping the road clear from snow, but got better weather towards the beginning of March. They, however, had a large contract and on the nineteenth of March were still hauling. On the twenty-first of March the road became so bad that they ceased hauling and a few thousand feet had to be left over for next year.

In logging on Government forests in Sweden the trees must be looped and everything except branches must be taken away, whether rotten or otherwise. The rotten trees are, however, also useful, as Sweden uses great quantities of charcoal in her smelters. The rotten logs are cut two feet long and driven to the sawmill, and with the slabs converted into charcoal.

Qualities Which Make Efficient Lumber Salesman

By James T. Coulson

What qualities constitute a good salesman in the lumber and wood products line? This is a question frequently asked and answered in many different ways. Some lay emphasis on one characteristic and some on another. It is not often when the matter is brought up for discussion that there is universal verdict on what constitutes the efficient, thoroughly equipped and well balanced salesman. It is assumed that he must know his stock, the grades and thicknesses that he is selling, the purposes to which the different kind of woods can be used, when delivery can be made, etc. It is a prime essential that he know his stock and it is also imperative that he should know his customer. Herein is where many errors are made.

There is many a bright representative on the road who knows all about the lumber that he is selling, where it is grown, how it is manufactured, why it is better than other kinds of wood and a lot of data that makes up an interesting line of talk and helps to arouse interest and, in many cases, close the transaction.

On the other hand, too, few salesmen really know a customer. They think they do, but are greatly mistaken in a multiplicity of instances. Now and then some unthinking, egotistical and self-centred individual will talk about "controlling" such and such acount or "directing" the purchases of Mr. So-and-So or practically doing the "buying" for Mr. Blank. In their blindness and self-deceit they imagine their influence and magnetic personality are so great that they practically hold some accounts "in the hollow of their hand." The story is told of an ambitious and aggressive eastern salesman who called upon a yard man not long since and was informed that his stock was pretty well assorted and that he—the yardman—really needed nothing at the present time. The would-be capable representative did not think that one "no" was enough for final decision and sat around the office making out a bill of goods of various thicknesses, widths, lengths and grades on two or three different lines of softwoods. After he had extended the items he presented the document to Mr. Blank, stating "Now I was out in your yard a little while before you came in and I think this is about what you require. That would make a pretty nice order and if you will sign it I will very much appreciate your kindness. I am sure you need this stuff and we are the ones to give you the service and the stock."

Knowing the Nature of a Customer

Needless to relate Mr. Blank promptly intimated to the unduly aggressive pedlar of pine products that he knew his own mind and that his room in the office would be more welcome than his presence, and the salesman beat a hasty retreat.

Of course, salesmanship largely resolves itself into knowing human nature and this particular man did not know his customer, and he thought stampeding, suggestion and forcing the issue would win out in this case, but the mark was missed by a long distance. All this might have scored with another dealer. Different methods and various tactics have to be adopted in order to carry and what will put the thing across or get by with one man in one town will perhaps utterly fail with the wood merchant in the next municipality.

There is a lumber merchant in Hamilton who has a little black book which he hauls out when a lumber salesman calls and this miniature reference work constitutes a perpetual inventory. The yardman carefully consults it, goes through the various lines and tells the caller of a firm with whom he does business just what he can use and what he cannot use. If he should close the book and say "No thank you, I do not think there is anything I want to-day," there is no use in remaining longer or seeking to induce him to change his mind. Most of the men who call upon this particular gentleman realize that he possesses decisiveness, and that his judgment is final and no artifice, pretext or plan can induce him to change his mind when once it is made up.

It is not advisable to push a customer too hard when once you have secured his order. It is certainly a great mistake to load him up. Speaking the other day of his experience, an old lumber traveller stated that he visited a certain town in Western Ontario where a man was starting in the retail lumber trade. "I sold him a few carloads of stuff," he said, "and told Mr. G—, who was quite inexperienced, that he would have to learn the needs of his customers and his locality by actual contact; that there would be other lines which he would need later on, but that I would leave him to find them out for himself—in the meantime he could get along on the order that he had placed with me.

Loaded Him Down With Stock

"About two weeks later a representative from another manufacturing concern happened along and, seeing that Mr. G— was somewhat green at the game, told him that he should have so-and-so and so-and-so, and loaded him up with a lot of odd sizes, thicknesses and grades that he did not dispose of in years. This was in 1913 and when I called on him the other day there was still some of that material in the yard. Traveller No. 2 never since secured any business from Mr. G—. This salesman made the mistake of going at the customer like a Metropolitan barber does after a casual patron.

"The tonsorial artist wants to give the man in the chair everything from an electric massage to a Turkish bath, going on the principle that now we have him we might as well squeeze him for all that is possible to get out of him, for he may never pass this way again.

"Such an attitude in the lumber business is entirely a mistake. A traveller should keep his promise, be fair, open and frank with his customer and also his firm, and not hold back any facts that he should make known and which the purchaser will find out afterwards. It does not pay to "take a chance," as the aftermath is often not only unpleasant, but unprofitable. And I believe in being cheerful. There is no good going around looking as if the bottom had dropped out of creation and that the sun had gone out of its orbit. Business may be slow, payments rank, trade dead as a cemetery, and the outlook as black as Erebeus, but keep these things to yourself. I do not mean to lie deliberately or misrepresent things, but a cheerful countenance and a happy way of presenting matters carries more inspiration and fosters a better feeling than gloom and despair. Even if the worst is at the worst, one could say when asked how business is: "Oh it has not been very active, but we feel sure it will soon revive," or "things are brighter and I hear a great many in the trade looking hopefully to the future."

Do Not Give Way to Pessimism

If you cannot speak glowingly of the present talk of the improved condition that we all believe is coming in the lumber arena in the not far distant future, by reason of demand and an active building campaign.

Be like the minister who was called upon to give a certificate of character to a shrewd politician. The latter happened to be a wealthy member of his congregation and had contributed liberally to the work of his church. The parson did not like to turn down his political friend who had in years gone by been in a number of shady transactions, and bore a somewhat unenviable reputation with his party. He penned a note that "the bearer, Mr. Blank, is a gentleman whom I have known for many years. He has a spotless future."

So if business is quiet and off color we can speak of its future as bright and promising and full of hope, and this is no day dream or perfunctory performance. It is real, vital and earnest common sense.

The Relation of Railways to Forest Fires

Their Responsibility in Protecting Wooded Areas Through Which They Run—How Dangers May be Minimized by Using Oil Burning or Electric Locomotives

By G. C. Piche, Chief Forest Service of Quebec

G. C. Piche, Quebec

The railways have in the past been strongly accused of being responsible for a good deal of the damage caused by fires in the forest regions through which they run. We are in position to state that they are still responsible for many of the fires occurring in the Province of Quebec.

The causes of these railway fires are:

In the course of railway construction, during the clearing of the right of way or by their engines and steam-shovels.

Hot ashes scattered on the right of way.

Sparks and hot coals blown from the chimney.

Fires caused by railroad employees, whilst burning tier, grass or brush.

Smokers on the trains.

Fires by strangers walking or camping on the right of way.

According to the reports published by the Department of Interior, the origin of the forest fires caused by railways in the different provinces are:

British Columbia, 10 to 20%.
Ontario, 50 to 67%.
Prairie Province, 10 to 24%.
Quebec, 12 to 30%.
Nova Scotia, 19 to 22%.
New Brunswick, 11%.

Generally the greater proportion of these accidents occurred during the construction of the line because many employees paid but little or no attention to the observation of the elementary rules to prevent forest conflagrations. Moreover, the steam engines and the steam shovels used during the construction are generally of a poor type when they are not of second-hand nature. It stands to reason they are often deprived of an apparatus to prevent the escape of sparks. Therefore, it was an exception when the forest was not burned severely during the construction or the extension of the railway.

While the contractors were building the Gouin dam on the St. Maurice, they were obliged to use oil-burning locomotives to bring up their material. During the three years they were busy at this work, there was not a single fire, whereas during the construction of the Transcontinental Railway, notwithstanding the precautions taken, and every year since it has been in operation, numerous fires have occurred to the extent that on each side of the right of way from La Reine to Parent, there is a zone of one to many miles wide in which the forest has been scorched.

During the first years of operation of new lines, the administration generally uses rubbish material such as broken winded engines, and the personnel is not yet trained enough to meet the emergencies, with the result that there often happens accidents, such as we deplore. Along the Quebec and Lake St. John Railway, fire has repeated every year its damages, until recently, when the necessary precautions were finally taken. It is the same when going from North Bay to Fort William, where one can only regret the immense losses caused by the railways through this section of Ontario which was rich in pine and other trees of good quality.

It, therefore, stands to reason, that during the period of construction, special care should be taken to prevent any fire if possible.

Methods of Operation Improved.

We must say that if this state of affairs was true in the past, the railway authorities have somewhat amended matters and we must admit that, in general, they have greatly improved their methods of operation, but there are yet reforms to be accomplished and improvements to be made, and it is my purpose to discuss them briefly.

Actually the railways are placed under the control of the Board of Railway Commissioners if they operate in different provinces, such as the C. P. R. and the Grand Trunk Railway; or they depend on the Public Utilities Commission if their operations are limited to the boundaries of our province, such as the Canada and Gulf Terminal Railway, and the Roberval and Saguenay Railway. All these railways are carrying out as well as they can the regulations enacted by these two public bodies.

There exist, however, a few railways that still escape this control, and it is the most absurd thing to find that it is the railways belonging to the nation which are acting independently of the Board of Railway Commissioners, which has been created by the Dominion Parliament to control all lines in Canada. We hope that the obstacles created by certain persons to check the passing of the National railways under the control of the Board of Railway Commissioners, will soon disappear, as this anomaly prevents unity of action in our work.

The Regulations Now in Force.

The regulations adopted by the Board of Railway Commissioners and by the Public Utilities Commission aim principally to prevent fire disasters, and to compel the railways to give this matter their full attention. The law even provides that they are held responsible for all accidents of this nature, which occur within a zone of 300 feet on either side of their line.

Among the main measures of prevention that have been adopted, we must point out the following:

The subdivision of each province into districts directed by a special officer who is appointed by the Board of Railway Commissioners, as well as the Provincial Fire Inspector. In each district there are established a certain number of patrols made by special employees, travelling on speeders operated by gasoline. Where the control does not require to be as effective, the sectionmen are cautioned to be on the lookout for fires and extinguish them promptly.

All the engines travelling in forest sections must carry special apparatus to prevent the escape of sparks, live coals and hot cinders.

The locomotives must be inspected during the dangerous season once a month by special experts.

Each district is inspected periodically by special officers of the board, who also investigate every fire that is reported.

These measures have already given excellent results. It will be necessary to complete the classification of the different parts of each railway system, into forested and non-forested sections, according to the presence or absence of adjoining forests, so that we may give all the necessary attention to the dangerous zones and exercise there a better care on the right of way and the adjoining properties.

The Use of Electric Locomotives.

Among the necessary measures suggested, to better the situation, there is none more important than to force the railways to burn oil instead of coal, or to employ electricity to operate their locomotives, as it is recognized, in spite of all the improvements made in coal-burning locomotives, they have been found to be unsufficient to prevent disasters. We feel that the report of the Committee of Forest Fire Legislation, (which was distributed at the Ottawa Forestry Convention), is correct when it states that the use of oil-burning engines may, in the end, prove as cheap or cheaper than the use of coal-burning locomotives. It is a known fact the C. P. R. is using oil-burning locomotives to handle their trains in two of the mountain districts of British Columbia; though coal is cheap in that region. In California, as well as in the Adirondacks the use of oil-burning locomotives has reduced largely the number of fires.

Benefiting by the lessons of the Great War and desirous to save fuel, which is now so scarce in Europe, the electrification of the railroads of France has become a necessity. From the studies made by a special committee appointed by the French Government, a program has been made for the immediate electrification of some 8,400 kilometers of line, thus distributed: On the Paris-Orleans Ry. 3,100 kilometers out of 7,787; on the Paris-Lyon-Mediterranean Ry. 2,200 kilometers out of 9,720; on the Midi Ry. 3,100 out of 4,062. This last railroad company, had, even before the war, started to electrify part of its system; in particular, on the section near the Pyrenean mountains, they have already three electrical stations producing 63,000 h.p.; before two more years they will dispose of, at least, of 100,000 h.p.

The projects adopted recently for the development of the Rhone, Dordogne, Isere, and Durance Rivers, which flow from the Alps and Jura mountains, mean the enormous electrical development of over one million kilowatts. It is estimated that the saving of coal that will thus be realized, by the electrification of the French railways, will represent more than two million tons, which will reduce the importation of France by at least 150 millions francs a year.

Necessity of Safeguarding Forests.

We have several reasons to copy this example which would ensure us not only a saving in our coal bill but would also safeguard our forests. Last summer two fires occurred along the Transcontinental Railway, one at Vandry and the other at Timbrell, causing the destruction of over 50 square miles of forests; some 150,000 cords of pulpwood, which, if converted into paper in this province, would have yielded a product worth about $10,000,000.

Do you not think that, with part of this amount, much could have been done to develop some of our water falls, to generate electricity, to build transmission lines, and to buy electric locomotives; in a word, to organize the electrical traction in that region, whereas if nothing is done the same disaster may happen to-morrow and produce as much damage if not more.

During the late war we learned many lessons, and one especially —to face the future in a different manner than we used to in tthe past. Not long ago, when the Federal Government undertook the construction of the Transcontinental, bitter criticism were uttered by many, on account of the big debt which the country was called to support, and it meant only an expenditure of $300,000,000. Since then we have spent billions of dollars abroad, without feeling the worst for it.

Before the war the C. P. R. authorities were seriously considering the question to operate by electricity their line between Montral and Quebec. Besides the diminution of the danger of fire, passengrs would not be exposed to receiving in their eyes and over their clothes, the dust and the soot escaping from the locomotive. The electrical railway would be the real dustless railroad and in that respect would be well patronized by the travellers.

I believe that we should insist in having a change in the fuel employed, or, as I prefer it, use electricity exclusively for the traction of cars in forest regions. We have no oil deposits but we have enormous water powers still idle.

Other Measures to Be Adopted.

There are other minor measures, which should be adopted, such as the screening of the smoking cars or compartments and the placing of barrels of water on trestles and in sections where the grade is steep. We should not forget the use of signs in the cars, and even on the engines, to call the attention of travellers and of railroad employees, to the precautions to be taken at all times.

We should not fail to discuss this question in a broad manner. From what I know of the railway authorities, I believe, that they will co-operate. Being interested in every national movement, they will naturally aim to improve their methods, so as to increase the safeguarding of our forests, and they will take the means to employ electricity wherever possible, in order to reduce the amount of our imports and develop our great resources.

What Will By-Products of Sawmill be Worth?

Less of the Tree will Soon be Left in the Woods to Rot and Less will be Discarded as Valueless at the Mill—The Pioneer Work of the Chemist

By James D. Lacey

No other industry furnishes the would-be reformer such material for his favorite pastime of "viewing with alarm" as he readily finds by a superficial survey of the lumbering activities of the United States. The bald statement that but forty per cent. of the industry's raw material is utilized is sufficient—to the uninitiated—to prove gross inefficiency and wilful waste. But the truth, when one really gets at it, is not nearly so bad as some frequently quoted generalizations would seem to indicate.

It is a business axiom that the reclamation of any waste product is practicable only when it is profitable. No business enterprise can afford to engage in conservation measures purely out of sentiment. The mountains of the West are full of minerals that would be tremendously valuable if it were possible to get them out and convert them to use without spending more in the operation than the value of the product. Every industry is compelled to "waste" those things which will not pay for their own conversion into useful commodities and in the lumber industry of the past the percentage of such waste has run very high.

This situation, however, is changing rapidly. Chemical science has made important strides in the development of processes for the utilization of waste products of the forest; and it happens that chemistry affords the chief key to the utilization problem in this industry. Then, too, the upward trend of timber values in itself has tended to stimulate interest in every seeming opportunity for more complete utilization. When the timber supply seemed inexhaustible, the attitude of those who owned timber was much like the attitude of the American farmer in the days when farm land was so cheap that it seemed more profitable to work the land out and move than to maintain its producing capacity by fertilization and rotation of crops. To-day timber has a value that serves as an incentive to the development of processes for its complete conversion into merchantable products, and this incentive is bound to increase with the unfailing advance in stumpage values.

A visit to the sawmills of any section to-day will show that very few are wasting the short lengths and other odds and ends that every mill sent to the refuse burner a few years ago. As the standard grades of lumber have increased in value, these items have become saleable, and are adding to the profit of the business. But this is merely a first step in utilization. Other steps. of far greater importance, are being taken by lumber manufacturers in all parts of the United States, by way of installations of plants for the production of chemical by-products, paper pulp, etc.

It is not altogether improbable that the time may come when the by-product distillates of wood will rank in value with the product of the co-ordinate sawmill operation. No one knows just when the production of petroleum may begin to fall below the tremendous and constantly increasing demand for oil. Whenever a serious shortage sends oil prices above a certain point, however, ethyl (grain) alcohol distilled from wood will afford an efficient substitute for many purposes, for which oil products are now used, including the operation of internal combustion engines for the automobile and other automotive machinery. Grain alcohol may be produced from any wood at relatively low cost, and by a process which yields other products of value as well. Wood alcohol, produced by destructive distillation, is one of the pioneer by-products, but one for which the demand is increasing rapidly, but for direct use and to serve as a denaturing agent for grain alcohol distilled for industrial use.

Relatively few of the important chemical by-products can be produced from any one wood. Tanning extracts, for example, are obtained chiefly from the bark of oak and hemlock. Turpentine is reclaimed from those woods possessing the necessary resinous content. Pine oils, as the name implies, are produced from the pines. But chemical scrutiny demonstrates that practically every wood possesses important by-product possibilities that may be greatly magnified as experts explore further the field of organic chemistry.

During the war the range of by-products was greatly increased. In Germany, fabrics of many varieties were developed and manufactured from wood. Wood fabric rugs and carpets of serviceable character were produced. Bags and sacks, fibre silks, imitation leather and many other articles of utility found market as substitutes for materials that were no longer obtainable. In the United States, too, recent years have seen remarkable development in the use of wood in manufacture of wall-board, an industry of great and growing size, and in the production of linoleums, heat-insulating materials, etc., thus creating important industries that are totally dependent on our forests for their primary raw material.

Progress is dependent upon the chemists's pioneer work, plus commercial development and exploitation that create demand and find markets. Until these things began to be done, the lumber manufacturer necessarily limited his utilization to the conversion of his raw material into lumber and other primary products which he could make and sell with profit.

Much of this chemical pioneering has been done, but far more is coming and as it comes it will steadily cut down the percentage of waste. Less of the tree will be left in the woods to rot. Less will be discarded as valueless at the mill. And a constantly increasing volume of other products than lumber will develop out of the saw mill industry, with resulting increase in the profits of saw mill operation and proportionate enhancement of the value of timber.

It is not unreasonable to suppose that eventually the value of

chemical by-products may very nearly equal the value of the direct products of the saw mill. In fact is has been estimated by competent engineers in connection with careful surveys of operating properties that in some instances the by-products possibilities of lumber enterprises now carrying on exceed in potential profit what the same operations are earning on their lumber.

These facts should be kept in mind in connection with the consideration of the merits of any timber property for which operating plans are in contemplation. They have a direct bearing on future timber values and on the present earning possibilities underlying timber investments.

How Scotch Solve Pulp Shortage

The paper problem still causes much discussion amongst proprietors and publishers in London, Eng. As a means of immediate relief, several paper mills in the Lothians are receiving from America and Spain enormous quantities of esparto grass. This eases the paper shortage in Scotland.

Much discussion is aroused by experiments at Manchester College of Technology with peat, of which large quantities exist in Ireland and parts of Scotland and England. Peat is proved to be an excellent substitute for wood pulp in the production of newsprint, wallpapers, paper board and a host of other things. It is urged in view of the great shortage the invention would be valuable even if it were permitted to manufacture nothing but brown paper, while excellent newsprint could be obtained by mixing 50 per cent. peat pulp with an equal quantity of wood pulp. The process is so simple that large quantities could be produced without any moving of machinery. Moreover, a trade in brushes could be developed from tough roots extracted from peat. One London firm already has offered $60 a ton for the liquid extracted from peat. A quarter of a million sterling would be required for its development. It is hoped this will be forthcoming without calling in the aid of foreigners.

The agent-general of Quebec issues a public denial of the statement published that timber for making paper is running short in Quebec Province, which alone has between 70,000 and 80,000 square miles of timber limits or forests, which means 61,000,000 acres of forest land, or anything between 450,000,000 and 500,000,000 cords of pulpwood. Therefore, Quebec has enough pulpwood to last all paper mills now existing in Canada for the next hundred years.

Economy in Use of Paper

The Nation's Business, a magazine published by the chamber of commerce of the United States, in discussing the paper situation, cries out loudly against extravagance, and urges that the United States government set the pace for the people of the Union along the lines of economy in the use of paper. In this connection, the magazine cites the case of a Hellena, Montana, editor who received identical publications from the same department of the government under three separate addresses. The Nation's Business also denounces the practice of using the government printing office for the issue of propaganda for the members of the senate and other departments of the government, quoting one senator to the effect that a Kansas business man of his acquaintance in three days received 165 government publications, and calling for a saving of paper by the United States federal authorities.

This waste of white paper is not peculiar to the United States. The franking privileges allowed the members of parliament and senators in Canada, and the accessibility to them of the government printing office, permits them to flood the Canadian mails with printed copies of their own or other politicians' speeches, a majority of the addresses receiving a number of copies of the same publication. This is surely a great waste of white paper, of which there is so serious a shortage at the present time.

Here is a matter in the interests of economy which should engage the attention of the federal government. Waste in paper as well as in other lines should be checked. A strong hand is needed to effect this reform.

The General Outlook in East is Good

Very little can be said by the lumbermen at St. John at the present time, that is, in any way pessimistic. The mills are all running and turning out lumber in only moderate quantities. As labor, having been advanced in wages during the past spring, is more independent than ever, and men only work in a slow, careless manner, so even there may be a slackened demand at the moment. There will be no excessive production of sawn lumber and if building propaganda starts both on this continent and in Great Britain there will not be enough lumber to go around and demand will again become active and present prices will be maintained. Some stocks of deals were moved across the water by W. M. MacKay, Ltd. A certain quantity was loaded in cars but, of course, cars are still scarce for American points. Certain embargoes west of Boston are still in effect, but every little movement helps, and if the northern New York pulp mills keep buying lumber to turn into pulp a considerable amount of sawn lumber will be diverted from the building trades to the pulp mills and, in this way, used up. These mills are paying around $45.00 per M. for stocks, f.o.b. cars Quebec, for rough 3 by 4 to 3 by 7 and squares.

Very few sales to Great Britain or to U. S. can be reported at the moment, as both markets are not active. A certain pressure by the bankers to cripple business has been put into effect during the last few weeks. This pressure should certainly not be applied against the lumber trade as standing timber is becoming scarcer each year and more valuable. The pulp mills to-day are buying all the standing stumpage they can locate at large prices and steadily advancing their offers for wood.

The condition of business throughout the country districts is good, the farmers doing a great deal of repairing. New schools are being built and the wood factories are busy at St. John turning out house joinery. Prices for this work are as firm as ever and deliveries slow on account of men becoming very slow at the machines and benches. Flooring, spruce, B. C. fir and hardwoods remain firm. Glass is also advancing, so that sash is in no way in a weak position.

A fair amount of repair work is going on at St. John and vicinity. Good labor is not easy to find and there is no weakening in wages. Shingles locally are firm with no reduction in price. Laths are weaker, but $8.00 is still being paid f.o.b. cars St. John.

More Light on New Sales Tax

Geo. W. Taylor, assistant deputy minister of Inland Revenue, Ottawa, in writing the "Canada Lumberman" on some special phases of the one per cent. sales tax, says:

You are informed that a wholesaler may include in his invoice to his customer the amount of sales tax paid by him at the time of purchase of goods from the manufacturer provided that the sales tax is not included in such wholesaler's cost upon which profit is calculated.

The sale from the manufacturer to the wholesaler is subject to the payment of the sales tax as is each subsequent sale of such article when sold by the wholesaler and jobber, or other person who sells for purpose of resale.

Goods sold at a delivered price, freight included and added, are subject to the payment of the sales tax on the basis f.o.b. mill price.

Lumber still in the manufacturer's hands but which has been invoiced by the manufacturer prior to May 19th and wholly paid for by the wholesaler prior to May 19th, but is subject to the sales tax when sold by the wholesaler to his customer.

Sales made by manufacturers are subject to the 1 per cent. tax when made to a wholesaler or jobber but are subject to a tax of 2 per cent. when made direct to a retailer or consumer.

Slabs and cord wood for fuel purposes are exempt from the sales tax.

Good Results From Industries Exhibition

The following reference to the Canadian Industries Exhibition held in London, in June, is contained in a recent issue of The Canadian Gazette:

Whatever may be said of the lack of proper advertising, the Canadian National Exhibition, which closed recently, has not been without good results. The public has seen something of Canada's industrial ability, and buyers have not been lacking. At several stands at which our representative made inquiries he was told of good business being done. "More than satisfied," said one. "Have sold seventy-five pianos," said another. There were other exhibitors not so satisfied, but for the most part they were dealers in goods for which they had already secured a goodly list of customers, and these people had no need to respond to the invitation to visit this or that stand to see goods of which they were already buyers. While we agree that an advertising campaign might have helped to bring people to the exhibition, we are glad to think that it has been much more successful than it appeared to be during the first few days.

Lumbermen Consider Freight Charges

A meeting of the Montreal Lumber Association was held in the Board of Trade on August 4th to consider the question of the proposed increase in the freight rates. Mr. G. W. Grier presided. It was decided to appoint Mr. Tilston, the manager of the Transportation Bureau, to attend a meeting of the Canadian Lumbermen's Association, the Montreal Lumber Association, the Canadian Pulp and Paper Association, Manufacturers' Association, and the Montreal and Toronto Boards of Trade, at Ottawa.

Utility of Motor Truck in Logging Operations

How Leading London Firm Loads and Transports Heavy Timber to Its Plant with Ease, Economy and Expedition—Solving the Hauling Problem

By W. L. Edmonds

THE economic transportation of saw logs from point not immediately in contact with either railway or water route to mills and factories in certain parts of Canada is a problem to the solution of which a good many manufacturers have been gving considerable thought and attention.

Among the firms who have given much thought to the solution of the problem are the Beck Manufacturing Company, manufacturers of cigar and tobacco boxes, London, Ontario. This company cut their own lumber at the plant in London from logs obtained in the surrounding country. Naturally, however, in a district so largely settled, the firm has found the radius from which they could obtain logs of the proper quality gradually expanding. Where timber lots were adjacent to railways the fact that the radius was extending did not matter so much, but even then, unlike in the old days, it has been found increasingly difficult, and particularly in the summer time, to induce farmers, largely because of the scarcity of hired help, to draw the logs to a railway shipping point. Within a radius of a few miles from its factory it was possible for the company to utilize teams; beyond that it was practically impossible from an economic standpoint.

Showing how second tier of logs is drawn on to the truck. Three logs are taken up at one time

The Beck Manufacturing Company are, however, now no longer obsessed with the problem of getting an adequate supply of logs to factory—they have solved it. Two months ago, after making an investigation extending as far as points in the United States, the Company purchased from the Packard-Ontario Motor Company, of Toronto a four-ton Packard truck equipped with a new loader attachment, also a trailer. The equipment has since been in continuous operation and the results, as the writer learned from a personal investigation, are entirely satisfactory. "The equipment," remarked a member of the firm, "has been a great convenience to us; it has enabled us to get timber from distances we could not otherwise have reached and to do it with ease, economy and expedition. In other words, it has done what from previous investigations, we expected it would do."

One Man Loads Truck and Trailer

With the trailer attached the truck has during the past two months conveyed on an average about 2200 feet of the scaled hardwood logs per load to the factory in London. The number of truck trips per day have, of course, varied according to the radius covered. Recently, and at the time the writer was investigating the truck, with trailer, was hauling logs from Kippen, a point 43 miles distant from London, or a total of 86 miles for the round trip, the load some days exceeding the average of 2200 feet of scaled logs. The round trip is made in from eight to ten hours, including time taken in loading and the usual mid-day dinner hour. On one occasion two trips were made in the course of a day, but the striking and interesting feature in regard to the undertaking is that only one man is employed in the whole operation, that one man both driving the truck and loading it and the trailer.

The fact that but one man does both the driving and the loading is, of course, only made possible by the loading attachment with which the truck is equipped.

A brief explanation of the loader shows how it is possible for one man to load big hardwood on to both truck and trailer. The Loader (which is obvious from what one man can accomplish in operating it) is simple in its construction, being driven from the propeller shaft which drives a winding drum mounted on either side and underneath the bolsters of the truck through a phosphor-bronze worm gear, equipped with end thrust ball bearings, which reduces the loss of power to a minimum. Attached to the winding drum is a log chain, which is in turn hooked to the centre of another chain that is passed under the log at either end and attached to the truck. This done, two skids are placed at the side of the truck and then the man steps on either footboard, touches a foot pedal, which

The Packard truck fully loaded with logs and ready for the long trip to the mill

in turn starts the winding drum, and in a few minutes the log is resting on the truck in the desired position. When the requisite number of logs are loaded upon the truck the trailer is brought into position parallel to the truck and on the side at which is located the winding drum; then the hauling chain is thrown across the trailer to the opposite side and he same process of loading is employed as with the truck.

Loads Three Logs at One Time

By the aid of this loading device it is possible to handle more than one log at one operation. The Beck Company usually load three at a time and particularly logs up to sixteen inches in diameter.

The Company has not yet taken its truck into the bush but to do so is, of course, a potential possibility governed largely by the character of the roads and the season of the year. One thing, however, is certain—by the loader attachment the utility of the truck in connection with lumbering operations has been enormously increased, no only for the actual process of loading, but by the aid of the winding drum and its chain, for the skidding of logs, from low-lying or swampy ground to where they can be loaded on the truck itself. Aside, however, from the utility of the loader, the Packard truck is made doubly efficient in this respect because of the underslung winch which can be installed at the rear of the chassis.

The writer learned that the Beck Company is not only satisfied with the tonnage hauled by the truck and its trailer, but with the speed as well with which it covers its respective routes when hauling logs.

But the importance of the loader equipment is not so much what it has accomplished for the Beck Company; its main importance lies in the fact that it opens up a potential possibiliy of manufacturers and dealers being able to gain access to the many small lots of hardwood timber scattered throughout the province of Ontario which were practically beyond their economic reach because of the transportation difficulties which stood in the way.

The work done by this loading device has been so satisfactory that the Packard Company has decided to demonstrate it at the Canadian National Exhibition.

Hardwood Association Appoints New Men

The membership of the National Hardwood Lumber Association, whose headquarters are at Chicago, has grown very rapidly of late, and now numbers over 1,300. The Association has been in existence over twenty-three years. The constantly growing demand for National inspection has necessitated enlargement of the staff in both Canada and the United States.

Wm. Francis Jones has been appointed assistant to Chief Inspector Arthur G. Bowler, Montreal, and has entered upon his new duties. Horace F. Taylor, who is President of the N. H. L. A., of which George C. Goodfellow of Montreal, is a director, has named the new Inspection Rules committee and chosen Kersley, of Montreal, as a member. Two Toronto firms have recently joined the National Hardwood Lumber Association in the persons of the Leigh Lumber Co. and the MacDonald Lumber Co. The Association has shown its appreciation of the work of all its inspectors by giving them a two-weeks' vacation this year. John E. Banks is the chief inspector of the Association in Toronto.

Mystery of the Mayflower's Timber

The mystery of the discovery of the timber of the Mayflower is not yet completely solved, but Dr. R. F. Harris produces evidence which will certainly "make" the lovely house known as Old Jordan's Hostel at Seagreen in Buckinghamshire, Eng., a place of pilgrimage for Americans. For two years Dr. Harris has been engaged in searching for traces of the fate of the ship which took the Pilgrim Fathers from England 300 years ago.

Someone made a chance remark on the Mayflower timber in the hostel barn. Dr. Harris tried to investigate what appeared to be a local tradition and he told his story to an enthusiastic little company of English and American Pilgrims.

Experts who examined the wood in the barn at Jordan declare it to be ship's timber put up by shipwrights. The letters H. A. R. are found on one of the beams. Papers in the record office give the Mayflower port as Yarwich. Some of the beams are decorated with emblems which may be intended for Mayflowers. Old Jordan's is certainly not later than 1625 and the "bricks" used after that date were ship timbers at a period when there was a famine in home-grown oak.

Most of those who heard Dr. Harris felt that a little more evidence was needed to prove the truth of the local tradition. Meanwhile investigations will be continued.

Spending a little money to get more money is a phase of better business which appeals to the multitude and is practiced by the few.

Canada Gets Next Big Forestry Meet

How closely the forests of Canada are related to the prosperity and security of the British Empire was clearly emphasized at the Imperial Forestry Conference just concluded in London, Eng., according to Robson Black of Ottawa, secretary of the Canadian Forestry Association, who represented the Dominion. One of the chief conclusions of the conference was that the Empire's forest resources, and the business of Canada in particular, were very inadequately constructed. An inventory of the forest resources was agreed upon.

The next Imperial Forestry Conference is also to be held in Canada in 1923, an event which will bring to this country distinguished representatives from all parts of the Empire.

"The British Government has adopted an admirable policy of forest planning," said Mr. Black, "but the main timber harvest cannot be gathered for half a century. Meanwhile the United Kingdom, as the great consuming centre of forest products in the Empire, is forced to import from non-British countries alone 75,000,000 pounds sterling worth of timber per annum. Obviously, the United Kingdom has a maximum interest in what Canada is doing along the lines of conservation of forests. This Dominion holds the only great stands of conferous timber along the All-red Route, and an intense and growing concern in the forestry policies of our Dominion and Provincial Governments is everywhere apparent among British public-men."

Newsprint Production Shows Steady Gain

Total newsprint production of 90 leading mills of the United States for the first six months of 1920 was 759,624 tons, according to a report of the Federal Trade Commission, made public to-day. During a similar period last year 74 mills produced 671,141 tons, the report said. Of this year's production 697,290 tons was standard newsprint.

Stocks of standard print on hand at the mills June 30 amounted to 20,976 tons, as compaed with 20,023 tons last year. Mill stocks of standard newsprint increased during June, although 11 machines in eight mills were idle a total of over 1,400 hours during the month, due to lack of labor, breakdowns, lack of coal and pulp shortage.

The average price of contract deliveries from domestic mills to publishers in carload lots for standard newsprint during the month of June was $4,752 per 100 pounds, based on deliveries of approximately 51,000 tons on contracts involving a total of about 500,000 tons of undelivered production.

The average market price for June in carload lots was approximately $10,072 per 100 pounds, the report said. The contract price of Canadian standard newsprint was placed at $4.55 per 100 pounds.

Western Company Will Enlarge Operations

An issue of 7 per cent. first mortgage serial gold bonds of the Western Canada Pulp & Paper Company, Ltd., will shortly be offered. The company putting out the bond issue is engaged in the manufacture of sulphate and kraft pulp, and it is their intention to extend operations to the manufacture of lumber, shingles and wood products of all kinds. The plant is located at Howe Sound, about 25 miles from Vancouver. The company owns its own townsite, and has acquired water power rights of Rainy River. The directors of the company include such well-known business men as: Everly M. Davis, H. J. Daly, A. H. Douglas, Lieut.-Col. Clarence Smith and Henning Helin.

New Lumber Cutting Policy in Quebec

Speaking at the conference of Foresters at Grand Mere, P.Q., Mr. G. C. Piche, chief forester of the Quebec Lands and Forests Department, referred to the policy of the Government in relation to lands and forests. "The new Premier is anxious for the maximum amount of fire protection," said Mr. Piche, "and is particularly in favor of the use of aeroplanes which the Laurent de Company has developed so successfully. In regard to cutting in the woods, a new programme will probably go into effect shortly, which, in addition to regulating the size of the various kinds of woods that may be legally cut, will also regulate the maximum and minimum yearly cuts on areas controlled by the province. It is our belief such regulation will eliminate speculation by unscrupulous concerns who hold timber lands on lease.

"The new premier believes," Mr. Piche continued, "that the time has come to arrange with limit-holders a definite policy in regard to the forests in this province. Mr. Taschereau will shortly make an announcement of his ideas in this respect, as he is of the opinion that reforestation methods are essential if Quebec is to retain its forest wealth. This winter, one of four young men will be sent abroad by the Government to study forest methods in Europe, and three others will be sent over later to spend a year in this work. Upon their return it is planned to let them give the Government and concerns using the forests the benefit of this study."

The International Pulp and Sulphite Workers is scheduled to open in the Russell Hotel, Ottawa, early in October.

Nova Scotia Lumber Quality Better Than Ever

Rufus E. Dickie Reviews Operations of Past Season and Looks for Good Business Conditions to Prevail Next Spring -- Output May be Curtailed

Rufus E. Dickie, Stewiacke, N. S.

ONE of the progressive young lumbermen of the Bluenose province is Rufus E. Dickie, of Stewacke, N. S. At the last annual convention of the Canadian Lumbermen's Association, held in Quebec City, he was elected one of the new directors and took an active part in the proceedings. Mr. Dickie operates a large mill on the Stewiacke River on the C. N. Railway, and has a dressing mill and electric light plant at the station, while last winter he had several portable mills cutting in the woods. He reports that the midsummer seems to have slowed down all the selling markets to a certain extent, and this condition, coupled with the rather uncertain outlook for next winter, is causing some large operators in Nova Scotia to consider seriously a curtailment of production for the next year or possibly two years.

Speaking recently to the "Canada Lumberman," Mr. Dickie said: "Last spring we did not have the usual quantity of rains and water for driving, and consequently the total winter cut for the province did not get to the mills. On account of the late spring and summer being especially dry, these logs have not yet come in, and other operators, who got their logs to the storage boom in the spring, are not now able to replenish their supply at the mills, from the storage ground, and are closing down. We usually have good rains in August, so am hoping that the shutdown will not last long.

"The quality of the Nova Scotia manufacture this year is much better than previous, and we hope soon to compete favorably with the other provinces. There have been plenty of men during the season, and they have been giving better results. Labor, in the lumbering line, seems to be more settled, and men are becoming more willing to work. Previous to this year, it was hardly possible to correct a man when at fault. This year, as a rule, they will stand any amount of reasonable criticism."

Mr. Dickie reports that the harvest excursions always interfere with milling operations in his district and these western trips are not favorably looked upon by the employers, as there is always considerable trouble afterwards to fill up the vacancies created by those who leave. The lumber manufacturers of Nova Scotia feel that there is sufficient help west of Montreal to take care of the harvest operations if properly gone after without interfering with the Maritime provinces who are only just beginning to have men enough to carry on necessary work.

In regard to shipments and the car situation, Mr. Dickie says that although the American market has weakened considerably, yet there seems to be an increase in cars available for that market, and consequently, shippers with old contracts, are loading every available

The dressing and resawing mill of Rufus E. Dickie, Stewiacke, N. S. Housed in the building is the generating plant of the Stewiacke Electric Light & Power Co. which lights Stewiacke, Shubenacadie, and Milford

car, and sending the same forward. Cars appear to be more plentiful than they have been. For Upper Canada and local points it is possible to get what cars are needed, but it is almost necessary to steal them, as the railways have instructions to take every empty to the coal mines, to load up with coal for the West.

"Although present conditions are not bright, yet I am optimistic," continued the speaker, "and hopeful for the future. I expect to see good business conditions prevailing this coming winter and spring. I believe that this is the feeling of all lumber manufacturers in this district. Notwithstanding this, however, we are determined to cut down our output, for future, rather than present reasons."

His stationary mill i at Dickie's Siding, about a mile and

One of the portable sawmills of Rufus E. Dickie, Stewiacke, N. S., which sawed two and a half million feet of spruce and white pine last season. On the right are seen several fine specimens of logs

The largest mill belonging to Rufus E. Dickie, situated at junction of Stewiacke river and the C. N. railway at Dickie's Siding, N. S. On the extreme left is seen one end of the boarding house and to the immediate left of the mill are the blacksmith shop, machine and carpenter shop

a half on the Truro side of Stewiacke. The equipment consists of two rotaries, right and left-hand; lath machine, band re-saw and planers. This mill runs only in the summer time. Besides this, Mr. Dickie has four portable mills, which run all winter and part of the summer. In addition, he owns a dressing plant at Stewiacke Station, the machinery consisting of two four-sided planers and matchers, one 6 in. band re-saw, an inside moulder and power-feed rip-saw.

Connected with this dressing mill is the power plant of the Stewiacke Electric Light & Power Co., which provides illumination for the towns of Stewiacke, Shubenacadie and Milford. Mr. Dickie is also the sole owner of the light and power plant.

In regard to standing timber, the subject of this reference says he has been able to buy sufficient each year to keep his mills going. The capacity of his stationary mill is about 75,000 ft. per day. The shipping facilities are excellent, being on the main-line of the C.N.R., and near Halifax, and as a consequence he is not troubled with any car shortage. The storage ground at this mill will hold about 7,000,000 ft. The machinery is principally Oxford foundry. The re-saw is a No. 341 Yates, while the planer and matcher is also a Yates. The planers in the dressing mill at Stewiacke Stattion are one S. A. Woods and the other McGregor-Gourlay, while the re-saw is a No. 341 Yates.

The portable mills of Mr. Dickie consist mostly of Oxford foundry equipment, using Robb Engineering Co. boilers and engines. Two mills are equipped with 85 horse-power boilers and 65 horse-power engines. The third has a 65 horse-power boiler, and 50 horse-power engine, while the fourth has a 55 horse-power boiler and a 45 horse-power engine. Three of the portables were located last winter near Stewiacke and the lumber from them comes into that station, while the fourth was operated near Enfield, Hants County.

Mr. Dickie was brought up in the lumber business by his father, Albert Dickie, and worked in different branches of the industry, becoming well acquainted with all the details. He is a graduate in Arts of Dalhousie University, and soon after leaving college was given complete charge of the Albert Dickie Lumber Company's operation at Stewiacke. This was in 1907, and the firm cut and shipped 10,000,000 feet. He stayed with this organization for two years and then started out on his own hook and has been doing business successfully ever since. He operated at Tangier, Halifax County, for a few years and six years ago came back to Stewiacke, where he has been conducting affairs ever since with gratifying results.

Romance of Wooden Shipbuilding in N. S.

Ancient industry rehabilitated during the war is now decliniug owing to excessive cost of materials, high wages, decreased freight rates and uncertain conditions abroad—Problem to what extent lumbering activities will be carried on next year is still unsettled—How the "vicious circle" is affecting conditions in the East—Survey of present situation and what may eventuate very soon

By Elihu Woodworth, Parrsboro, N. S.

WOODEN shipbuilding in Nova Scotia has passed through many vicissitudes. Beginning in a very small way only intended to meet the urgent requirements of the builders, it gradually developed into a leading industry of large commercial importance and of much benefit to the whole community. Building and sailing vessels furnished employment to a large portion of the population, and "Bluenose" ships were seen on every sea. Some shipbuilders acquired moderate fortunes; some built up a big business embracing the ownership or management of a large fleet, and appeared to be much richer than later conditions justified. Many men made a comfortable living out of the industry, with something to the good; while to others it gave partial employment of a profitable character, or else afforded them many indirect opportunities of improving their condition. Shipyards sprang up in every cove and inlet along the coast and the air was filled with the unmistakable sounds peculiar to their active operations. Shipbuilding appeared to be an indispensable part of life in Nova Scotia, and no one thought of the province without it any more than without its farms, its forests and its fisheries.

But the tramp steamer came and immediately demonstrated its superiority to sailing vessels for long voyages. Steamers had been in competition for many years, and had driven the sailing packet off the seas, while they had secured almost a monopoly of carrying perishable goods. They had an unquestionable advantage in handling freights requiring speedy transportation, but the freight had to be brought to them, while the sailing ship could go anywhere for the freight. The coming of the tramp steamer changed all that. It took away from the sailing ship the most important advantage she held in her struggle with steam. The steamer now goes wherever her sailing competitor can go, and she has the added advantage of being able to give greater despatch in the loading of cargo as well as in its transportation. Consequently, when the tramp steamer came, "not single files, but in battalions," eager to secure freight, even at reduced prices, a deadly blow was struck at wooden shipbuilding. In fact, it soon began to appear that there had already been overproduction in all sorts of vessels—wooden or otherwise—and in short that there were more ships than could find employment. The natural and inevitable results followed. Shipyards were closed all over the country and freight rates dropped so low that it was no longer profitable to send ships to sea. Shipowners disposed of their fleets at whatever they could bring, or laid them up to await better times. Many were sold to the Norwegians at ridiculously low figures, shortly to appear under Scandinavian names, in competition with the small fleet of provincial ships remaining in commission. Then ensued a period of depression. Many skilled workmen left the province in search of employment, while others turned their hands to new occupations. Conditions gradually readjusted themselves, as they have a way of doing, and although vessels were occasionally built in some places, the shipbuilding era was almost forgotten in other parts of the country.

Then came the great war and the general upheaval and overthrow of established conditions. Many merchant ships were destroyed by mines and submarines. Many others were commandeered

to carry food and munitions, and it was soon discovered that instead of a surplus of shipping there was now a decided scarcity. Freight rates rose with marvellous rapidity and continued to rise, for the demand was greater than the supply. One of the first results of the wonderful change in conditions was the revival of wooden shipbuilding. Shipyards that had been silent and lifeless for years suddenly awoke to life and activity. One of the most wonderful things in connection with a wonderful period was the rapidity with which shipbuilding was revived and developed. Many old shipyards still remained, but that is about all that can be said, for in a large majority of cases the work had to begin at the beginning.

A striking proof of the capability and adaptability of Nova Scotians may be found in the fact that the most of the men employed in the revival had never worked in a shipyard before; while of the others some had reached the limit of the Psalmist, and few of them had done much work as shipwrights in the last half-century. This would seem to be a serious handicap, but it was one that energy and determination could overcome; and the pioneers of the revival were able to turn off a limited number of staunch, well-built vessels in reasonable time and to start a boom that quickly grew to large dimensions. That boom reached its culmination last year and produced a fleet of vessels that were not only large carriers, but could sail faster than modern racing machines and were not afraid of a strong breeze.

During this period the demand for shipping was constantly increasing. Freight rates reached fabulous heights, and the men who had the courage and foresight to engage in shipbuilding, made money quickly and easily by selling their vessels at a large advance upon the cost of construction, or by running them on their own account. The cost of construction had been steadily advancing all the time, but the demand was so much greater than the supply that freights soared to a phenomenal height, and, notwithstanding vastly increased expenses, left a big margin of profit.

In the shipping business, as in all other trades, there must be a limit, and that limit seems to have been reached, although its effects may not yet be fully felt. The depreciation in sterling exchange affects to some extent the trade with Great Britain, and there is a slight reduction in prices and a perceptible slackening in the demand. On the other hand, the cost of ship stores shows no diminution and seamen's wages are higher than they ever were before. A sudden drop in the price of lumber in Europe would have a disastrous effect upon our shipping, for it would mean a decided decline in freights and probably fewer charters, while the cost of keeping vessels in commission would show no corresponding reduction.

Elihu Woodworth, Parrsboro, N. S.

It is not surprising then that even the most enterprising builders hesitate about venturing further under present conditions. There is still a good demand for coasting vessels of, say from two hundred to three hundred tons carrying capacity, but the trouble is that it costs too much to build them. With the present prices of labor and material the cost of building such vessels as are wanted would be greater than the majority of the men who want them would be able or willing to pay. Builders know that there is a demand for vessels of a certain class, but they prefer to have contracts signed before commencing to build such vessels.

Culmination Reached Last Year

The boom in wooden shipbuilding reached its culmination last year. The business has been fairly active this season in many parts of the province, but the general output will show a marked falling off. Last year at the port of Parrsboro twenty-six new vessels were registered, and two old vessels were rebuilt and entered anew upon the registry books. This year the total number registered will not reach one dozen vessels of a similar size. The disparity between the output of the two seasons may not be so great at the other ports of registry, but it will be found that there has been a decided falling off all over the province. The vessels launched this year have been of a very superior class, and will require no time allowance. Those registered at Parrsboro are all tern schooners with the exception of one fine four-master built at this port, but owned in New Brunswick. The boom is not ended, but it shows symptoms of coming to an end.

Some small vessels, such as fishing craft, will be turned off, because they will be urgently needed, and, in some other cases, the number built will be larger than it would have been otherwise, because the builders got out frames last spring and want to use them. Of course, new and unexpected conditions may arise which will give the seemingly moribund boom a new lease of life, but, according to present indications, the end cannot be very distant. In some cases the end has come already, and a general return to pre-war conditions, with regard to the building of ships, now seems to be inevitable.

The Passing of the Shipping Boom

Many causes have contributed to the passing of the shipping boom, and among them labor must be held largely responsible. The laborer is worthy of his hire and justly entitled to a fair share of all that his labor will produce. But when he requires the whole product of his labor to satisfy him a halt has to be called by those who have the responsibility of making a market for the product. The price of labor has become prohibitive in some lines. When the building boom began men, who wanted to build ships quickly, offered big wages in order to secure all the labor possible. That was satisfactory for a brief period, but, when ships showed a wonderful advance in value and freight rates soared to unheard of heights the wages of shipwrights and all others who had anything to do with ships soon attained to a corresponding elevation.

When the price of ships reached the summit and when freights began to show a downward tendency, the wage-earners discovered that the high cost of living rendered it absolutely necessary for them to receive higher wages. And the worst of it, from the employer's viewpoint, is that while the price of ships may fall and freights continue to drop, wages still have an upward tendency with the avowed object of matching the advanced cost of living. The same holds true of the men who sail the ships as well as of those who build and rig them. Seamen's wages are three times as large as they were at the beginning of the war, and are at least fifty per cent. higher than they were three years ago when the sea was infested with mines and swarming with submarines

The Future of the Lumber Market

House-building on account of high prices, has already practically come to a standstill. A few men who have recently been making easy money, have been spending it freely in enlarging and improving their residences, but, except in a few places where the housing problem has become acute, scarcely any new houses are being built. This, of course, has an influence upon the local demand for lumber, and will not tend to increase prices. As this is "Presidential year" in the United States, no increase in the demand for house-building lumber can be expected from that country. In fact the chief demand at present is for pulpwood, piling and hardwood lumber.

To what extent will lumbering operations be carried on next winter? This problem is still unsolved, and the answer depends upon various causes, some of which are still unsettled. Many operators have large stocks of last year's lumber on hand and, if prices abroad show a downward tendency it is probable that the output will be smaller than usual. Very few operators will care to largely increase their stocks on a falling market. High wages may also prove a determining factor, for they may absorb the whole margin of profit.

The workingmen of Nova Scotia have had more money during the last two three years than they ever had before. No one need wonder that they are reluctant to accept a smaller wage than they have been able to command, but unfortunately, they want higher wages because it costs so much to live. The only way the high cost of living can be reduced is by greater production; and that can never be attained by demanding higher wages and working fewer hours. Someone has to pay for every advance in wages by increased prices for the necessaries of life. A good example of the way the "vicious circle" works has been seen recently in connection with the railways. The trainmen demanded more pay, as they had the same right to do that other workmen have. As a consequence of the concessions made to them everyone, who travels by rail, has to pay higher prices. Every merchant who gets goods by train has to pay more freight, and, to get even, has to increase the prices of his goods. And now we are told that the price of coal must advance to make up for the increased transportation charges. Practically every householder and every traveller in the country has to pay the increased wages to the trainmen and the trainmen in their turn, will have to pay higher prices. And yet the workingmen seem to be unable to see that they

cannot lift themselves by their boot straps. But high wages have decided compensations and chief among them is the fact that they imply employment. They undoubtedly increase the joy of life to a large part of the population, and they indicate that the country is prosperous and progressive, but, of course, when employment ceases, wages, high or low, must come to an end.

Unfortunately there are indications that there will be considerable unemployment during the coming winter. Every shipyard that is forced to close will make a big difference in the community where it is established. The pay envelope will be missed in many homes, and even those who have been wise enough to make provision for such a contingency, will find themselves deprived of comforts and enjoyments which they had almost come to regard as indispensable. The worst of it is that when a big enterprise is obliged to shut down it is likely to cause the closing of a number of smaller industries either directly or indirectly connected with it. The effects of the shut down are thus more widely felt than would at first appear, for a big concern usually has its ramifications all over the country.

It is sincerely to be hoped, however, that the indications may prove unreliable and that all doleful prognostics may be without foundation, for unemployment is bad for many and benefits none. None the less it will be no harm if those who now have profitable employment make preparation for a less prosperous period, for if there should be no season of unemployment it will be all the better for all concerned.

How to Obtain Best Results from Your Ads

Use Enough Words to Tell Your Story Interestingly—Have Something to Say and Use Proper Space—Avoid Freak Displays—Layout and Balance

The "Retail Lumber Merchandiser," published by the Retail Service Bureau of the National Lumber Manufacturers' Association, has appeared. The first number is devoted to advertising and some splendid pointers are given.

From the first number, which deals with the subject of advertising, there are articles that take up such matters as "The Advertising Appropriation," "Keeping Records," "Making the Most of Your Newspaper," "Suggested Newspaper Stories," Suggested Copy for Newspaper Advertising," "Suggested Copy for Direct Advertising," and "Miscellaneous Advertising Methods."

For example, here is an article on Newspaper Advertising with some actual copy that any dealer is free to use, or from which he may gather suggestions to aid him in carrying out his own ideas.

There are a few, and just a few, general principles which every dealer should follow in all of his advertising. Most important of all is to remember that every successful advertisement must reflect the personality of the business it advertises, which is usually the personality of the man behind the business. How can this be done? By insisting that every ad "talk to" the public as you would talk to a customer face to face.

Be sure that your advertisements represent your business, and not the other man's. If you want people to be really interested in your advertising write it so they will know that you wrote it.

When tempted to repeat an ad rather than prepare a new one, ask yourself how you like to read the other fellow's old stuff. Unless it is good enough to pass that test, write another.

Keep your ads full of news. The arrival of a car of high grade material, a new labor saving device, an exceptional feature about some sale, such as a farmer coming a long distance to trade with you—the public in interested in these things.

Take advantage of the news items of the day, both local and national. The statement of a prominent man, happenings in financial and industrial circles, local events, can all be used to make your ads interesting. Be sure there is a definite connection, however, not merely a catch line to attract attention. Use enough words to tell your story. An idea half told is lost. Have something to say; say it interestingly, and use proper space.

If the particular commodity or use of lumber that you are advertising is not familiar to the public, be sure to give sufficient description. Many ads fail because the writer assumes that the public knows as much about the goods as he does, or because he uses implement-shed arguments to sell sleeping porches. Advertising to "keep your name before the public" is mighty expensive unless you make your name say something every time it appears.

Keep a notebook to jot down ideas and a file for material to be used later. Make a practice of clipping other ads that impress you.

Work out the style of display which suits you best and follow it fairly consistently. An ad of good proportions and distinctive character is more effective than freak display.

As a general thing an ad. will look best when the length exceeds the width. "Streamers" or strips two or three inches deep and extending the width of the page are bad because they do not permit a good display of the type matter and they injure the general appearance of the page.

Prepare your ads and take them to the newspaper office several days in advance. The printers will appreciate this and will be able to give you a better looking ad.

Clip your ads and post them where both public and employees

How Much Has Your Rent *Increased?*

Authorities are agreed that the present high level of prices and earnings in general will continue for a period of at least five years.

If your rent has been **increased**, look in the table below and see what that **increase** will amount to in five years, then ask yourself if it isn't a good business proposition to BUILD NOW.

Tear out this Ad. You will want to refer to it.

Rent Increase Per Month	With Interest at 6% Compounded Annually			
	5 Years	10 Years	15 Years	20 Years
$10.00	$ 698.43	$1,581.68	$2,793.10	$4,414.26
11.00	968.24	1,739.85	3,072.41	4,855.69
12.00	838.08	1,989.02	3,351.71	5,297.11
13.00	907.92	2,056.19	3,631.02	5,738.54
14.00	977.76	2,214.36	3,910.33	6,179.96
15.00	1,047.60	2,372.52	4,189.64	6,621.39
16.00	1,117.44	2,530.69	4,468.95	7,062.82
17.00	1,187.28	2,688.86	4,748.26	7,504.24
18.00	1,257.12	2,847.03	5,027.57	7,945.67
19.00	1,326.26	3,005.20	5,306.88	8,387.09
20.00	1,396.80	3,163.36	5,586.19	8,828.52
25.00	1,746.07	3,954.20	6,982.73	11,035.65
30.00	2 095.20	4,745.08	8,379.34	13,242.79

While you are at it, just figure what your **total** rent money will amount to in ten or fifteen years. Building a home **pays today**, just as it always has.

We are sincerely desirous of being of service in this all-important matter and will welcome an opportunity to talk over your problem with you, without obligation, of course.

HOW MUCH HAS YOUR RENT INCREASED?
Study this ad carefully and see if it doesn't combat the idea that it is better to rent than to build under present conditions.

FOR YOUR CHILDREN'S SAKE

You have ambition for your children—everyone has. Ambition thrives only on real home life, and real home life demands a home of your own.

During the present period of unnatural earning and reckless spending, young people are bound to form habits and standards of living which will either make or mar their future happiness and usefulness. A home that is all yours and all theirs will become to them an inspiration for the present and a safeguard for the future.

Is YOUR home an asset or a liability? We shall be glad to talk over your problem with you, without obligation, of course.

can see. Get all your employees together in some manner and "sell" them on the idea or policy or commodity you are advertising. Remember that after all the most important and far-reaching effect of advertising is the influence it exerts on you and your organization.

Copies of "The Retail Lumber Merchandiser" may be obtained from the National Lumber Manufacturers' Association, 750 McCormick Building, Chicago, Ill.

The central thought in this and the preceding ad is that, regardless of the high cost of living, this country is now passing through a period in which every man finds his earning power vastly increased, and that out of this period some are going to lay the foundation of future prosperity while others who live for the present only have nothing to show for what is probably the best period of their lives but some added years in age and diminished prospects for the future. Look back in your own memory and see that this has always been true.

The retail lumber dealer, more than any other class of trade, enters into the home life of the community and exercises the greatest influence in shaping the destinies of individuals and communities, and through them, of the nation.

Below is an advertisement to farmers, urging them to build needed improvements now, and which can be adapted to other farm buildings. There is no reference to a plan service, but if the dealer is equipped to furnish plans this fact should be brought out in the last paragraph.

BUILD THAT NEW BARN NOW!

Harvest time will soon be here. You may need a hay-barn, cattle barn, a combination barn or just a plain barn, but if you need it you cannot afford not to build it now.

This year, with the great shortage of farm labor, every farmer wants to raise the most with the least possible help. Proper equipment is more necessary than ever before. If you need any kind of farm buildings you simply can't afford to wait.

Figure it out in bushels of grain, or tons of hay, or pounds of hogs and cattle and you will find that a good barn won't cost any more to-day than it ever did. And every farmer knows that a good barn helps produce bigger crops and better returns.

Our stocks are complete and we will gladly serve you. Come in and talk it over to-day, without obligation, of course.

This ad is not recommended for use verbatim, but only as a suggestion. Before writing any ads addressed to the farmer the dealer should by all means go out and talk to them so he may know what the farmers are thinking and feeling. Many of them are in a resentful mood, and with considerable justification. They have been accused of profiteering and they see their children and their farm help leaving the farm to an extent that is serious. These are conditions which must be met courageously but with understanding and sympathy. The retail lumber dealer, through his contact with the farmer, has a great opportunity today to be of service to the farmer, his community, and to the nation.

BOUGHT THE NEW CAR DID YOU?

That means you want a dandy garage to house it in, something convenient, yet attractive enough to be a real addition to your property.

Come in and see the attractive designs we have on file in our office, or if you already have a design that pleases you, bring it in and let us quote you on the cost.

A double garage may prove an excellent investment. The cost is only a little more than for a single garage, and the extra rent will soon pay for the entire building.

Come in and talk it over to-day, without obligation, of course.

YOUR LUMBER COMPANY

Telephone 200 Blank Street

Note the reference to designs for garages. It is assumed that practically all dealers will have a number of designs of this kind. If not, this paragraph can be changed accordingly.

The Division A-3 ads suggested here may be used with or without cuts, as desired. Without cuts the space should be two columns wide by from six to eight inches; with cuts the space should be larger, depending upon the size of the cuts.

Good Volume of Business Expected

Prominent Western Lumberman Takes an Optimistic View—Large Timber Deals are Pending

By C. S. Battle, Vancouver, B. C.

C. S. Battle, Vancouver, B. C.

Conditions have changed rapidly and lumber and logs reached a price not dreamed of a few years ago, and one wonders if the limit has yet been reached in the scale of things.

In a conversation recently with one of our largest shippers who also does a brokerage business, I learned that the price on export lumber from the Pacific Coast has not declined but is very firm and in active demand. An increase in tonnage for the shipment of lumber has had a tendency to stabilize prices but the demand for bottoms is still in excess of the supply. Ocean rates, however, are gradually declining, this to the betterment of both the producer and consumer. New steamship lines are being established with Vancouver as headquarters and those in existence are adding boats to their fleets, which is encouraging news.

The market for lumber in the great wheat fields of the Canadian Northwest has been slow and sluggish, caused by the uncertainty of a lower price for lumber. I am informed that lumber for rail shipment has reached bottom and from what I can learn I do not think buyers throughout the Northwest would make a mistake like normal or above, the mills on the coast will be taxed to capacity to take care of the business, and should a car shortage occur at that time someone will go short on lumber.

For similar reasons rail shipments to the United States have fallen off to some extent, but to this must be added the car shortage which has been quite serious and full relief has not yet been given.

The local trade for lumber has been better than for several years. It is reported that every house in the city has been rented and the hotels and apartment houses are full and overflowing, and the population must be housed. It stands to reason that the present demand locally will not only be maintained but increased.

The pulp and paper industry, while in its infancy in this part of the world, is getting to be quite a factor. To the five mills that have been operating there must be added a sixth, viz., The Beaver Cove Lumber & Pulp Company located at Beaver Cove on Vancouver Island. This company owns a saw mill with a capacity of 100.000 feet daily, a six-machine shingle mill, and a 40-ton pulp mill, which will be increased within a short time to 60 tons. Prices paid for pulp and paper are beyond the dreams of the extreme optimist of a few years ago. It is rumored that other pulp mills will be built on the coast during the next year and I think this rumor to some extent is well founded.

As you know, the shingle market fluctuates more readily than lumber and the shingle men say that "It is either a feast or a famine." The extreme high prices of six months ago have been shattered but at present prices the mills can run to a capacity on a fair margin of profit.

The market on fir logs remains about the same, but cedar logs have declined owing to the decline in shingles. Prices, however, are ample to keep the logging industry going on a reasonable profit-bearing basis. The prices of hemlock and larch owing to the large demand by the pulp mills are nearly as high as fir.

In my last letter I informed you that there was an active demand for small tracts of timber located handy for logging purposes and also that large buyers from across the line had representatives in this section seeking information and it was quite probable that this year would see a more active demand for large tracts of standing timber. This prediction to a large extent has been realized. Some big deals have been made in timber and other larger deals are pending. Most of this capital comes from the American side of the line, but it is interesting to note now that capital in the Old Country is becoming very much interested in B. C. timber from a standpoint of both lumber and pulp.

Everything considered, I do not see anything alarming in the industry. To the contrary, old experienced lumbermen look forward to from three to five years of good business, not only in volume but in fair prices.

Heavy Exports of Lumber from Quebec Port

Revival of Activity Owing to Drop in Freight Charges and Requirements of Wood Material from Canada—Rates Still Too High, Trade Declares

The business activities at the port of Quebec in regard to the shipment of sawn lumber and timber to the United Kingdom from the first days of July to the time of writing have been fairly good, and fully thirty per cent. in excess of the export trade in wood for the year 1919.

These conditions are due to the drop in steamship rates from 300 shillings per standard of deals to 200 shillings, which came into force in the latter part of July and still prevails. The lumber and timber export trade are, however, not satisfied. They claim that the rates charged by the ocean lines are still far too high, and are looking forward for a further decrease in the fall. The United Kingdom purchasing powers, like the Canadian exporters, are waiting for a substantial decrease in steamship freight charges, and in this connection, are holding back orders until such time as the rates in question will come near a resumption of pre-war basis.

Advices from overseas admit the need of sawn lumber and timber for construction purposes, and at the same time point out that the cost of materials has caused delay in construction. Moreover, the investors are reluctant to put their money in a venture that in the course of a few years will depreciate in value and greatly impair their profits.

The advices admit the great need of wood material from Canada for the steady demand for construction within the United Kingdom, and reconstruction in France, Flanders and Belgium, but, at the same time, contend that the ocean freight rates, together with the abnormal rates of exchange, have been and still are a prohibitive barrier. But notwithstanding these obvious difficulties, the Quebec lumber and timber exporters are carrying on a business this season, dating from the first of July to the present, considerably in excess of 1919, and with good prospects for the rest of the season of navigation in the St. Lawrence.

During the season of navigation in 1919 there were shipped from the port of Quebec by all classes of steamers 61,852,743 feet B. M. lumber; 15,253,189 feet of timber; 3,965,753 feet of spoolwood; 1,557 tons of pulp, and 3,754 cords of pulpwood. There is no direct way to learn the quantities of wood that have been shipped up to the present this season, inasmuch as there is no statistical department at the Quebec Custom House. The correspondent of the "Canada Lumberman" called at the Customs House to obtain information for the present letter, and was informed that the statistical branch of the Quebec Customs with its officials had been removed and centralized in Ottawa nearly two decades ago. There is now only one official left at the Quebec Customs House to perform this special work, who sends in a daily report to Ottawa, where it is necessary to seek all such desired information, which is only one of many instances of Government discrimination against the port of Quebec as regards shipping.

Increase is Thrity Per Cent.

The Harbor Commissioner's office was next sought for the information, where it was learned that the totals were only made up for the annual report in the month of December each year. It was stated, however, by the official in charge, that fully thirty per cent. more of sawn lumber and timber has been shipped this season to the United Kingdom, from July 1st up to August 20th, than in 1919, and it was expected that up to the end of the season the statistical returns would show the heaviest export of wood from the port of Quebec for the United Kingdom since pre-war days.

Besides the export of lumber and timber in the present, the demand for spoolwood is very noticeable; likewise shipment of pulp and pulpwood by the Canadian Pacific ocean service liners. In the meantime, the yards at the mills in the Province of Quebec are well stocked with timber awaiting a demand for shipment.

One of the crimes in the shipping trade of Canada is the discrimination against the port of Quebec by the oligarchy of private interests, a crime that could be easily remedied by the Federal Government by the proper utilization and operation of the Transcontinental Railway branch of the Canadian National Railways System. If the Government, which controls the Merchant Marine Service of Canada, would only condescend in the interest of the Canadian shipping trade to put on, say ten out of the thirty-seven vessels now in commission, to carry grain and wood from the port of Quebec to the United Kingdom, at fair cargo rates, the regular liners would be soon forced to a cheaper rate in all classes of shipment. The port of Quebec, with its Louise docks and two million bushel grain elevator—empty all this season—it without exception the best equipped with modern facilities in the Dominion of Canada, and second to none in the continent of America, and still it is ignored by the few interests that are now manipulating the shipping trade of Canada. At the present time, owing to a recession in the waters in the channel between Quebec and Montreal, all deep draught steamers are obliged to come to Quebec to complete cargo.

Activitis Along the St. Lawrence.

Up to a week ago, or the 12th of August, Three Rivers was devoid of shipping. There are now two steamers at that port taking in full cargoes of deals for the United Kingdom. Below Quebec at Bic, a steamer is taking on board a full cargo of deals, and at Sault au Mouton a boat is loading with deals for the United Kingdom. In the port of Quebec there are now three vessels loading: the Manchester Corporation, the Manchester Division, taking in half cargoes each of timber and deals for Manchester, and the Cairnvatona for London.

The movement of lumber and pulp wood to the United States market has shown an improvement of late, which is attributed to less difficulty in the obtaining of American cars. It would appear from the change in these conditions that the expose made in the "Canada Lumberman" in respect to the graft paid to Canadian and American intermediary sources for the privilege of securing freight cars for the movement of wood goods, has had, for the present at least, some effect.

Quebec exporters of pulpwood to the United States, discussing the car shortage situation with the "Canada Lumberman" correspondent, said there was less difficulty now than a few weeks ago in procuring American cars for the shipment of pulpwood from the district of Quebec to the United States, without having to pay $5 in graft money per each car. He also made the statement that there were thousands of cords of pulpwood piled along the lines of the various railways awaiting shipment to the United States paper mills, the only obstacle to prevent immediate movement was the shortage of railway freight cars.

Perpetuation of Reprehensible Practice.

The question of submitting to blackmail by Canadian wood exporters to the United States, who have been mulcted out of $5 per each American car required for the shipment of lumber and pulpwood into the United States, has been discussed with more than a dozen Canadian shippers, who do not deny the matter. They excuse themselves by saying the practice was inaugurated during the war, when they either had to pay or lose business. The practice, they admit, was continued after the signing of the armistice, and even up to the present, and they are at a loss to shake the evil influence. It is now up to the Canadian Lumbermen's Association to expose and ameliorate the evil.

The executive heads and divisional management of American railroads have no knowledge of these conditions, and should be made acquainted, and if possible punish the officials guilty, not only against the fundamental principle of honesty, but the guilt of holding up and clogging the avenues of trade at the expense of the respective railroads involved, the shipper, and the American purchaser. The evil practice has also brought to light that this species of graft has interfered with the legitimate movement of freight cars and the movement of pulpwood piled up in thousands of cords along the lines of various railways in the Province of Quebec, stalled for want of cars; held up by grafters in the employ of American railroad interests, and in all probability responsible in a great measure for the shortage of paper in the United States.

Cooperage Industry in Canada is Busy One

How Various Lines of Stock are Quickly Turned Out—Some Interesting Operations—Economy in Use of Materials and Speed in Production

By J. C. Bailey

One hears and reads very little about the manufacture of cooperage stock, yet this is a large and important branch of the woodworking industry. A number of large plants, employing many hundreds of men, are equipped for the quantity production of staves, hoops and heading. The size of this branch of the woodworking industry can best be judged by the value of its product which in 1919 ran from $4,000,000 to $5,000,000.

One of the larger of our Canadian cooperage plants is that of the Trenton Cooperage Mills, Limited, Trenton, Ont. This plant has a daily output of 45,000 staves, 30,000 hoops, 3000 sets of heading and 500 barrels. Figured in annual output, this would run approximately 5,000,000 to 6,000,000 staves, 3,000,000 hoops, 250,000 sets of heading and 120,000 barrels. In addition about 500,000 ft. of lumber is cut and disposed of each year. Some idea of the amount of stock produced may be gathered from the fact that if the 6,000,000 staves produced each year were to be placed end to end, they would form a continuous line which would reach from Toronto to Vancouver, B. C. The total amount of timber worked up annually is in the neighborhood of 2,500,000 ft.

The wood used is largely elm. Smaller amounts of pine, poplar and basswood are worked into heading stock and also made into sawn staves. It has been found that elm is admirably suited for the manufacture of coiled hoops, in fact, to date, a satisfactory substitute for this wood has not been found, and makes a good cut or sliced stave, so that naturally it is preferred by most manufacturers of cooperage stock. The clear, straight-grained material is made into hoops and the balance worked up into staves. Some of the American plants are using red gum for cutting staves, and while this makes a good stave, it is not at all suitable for hoops.

Hardwoods Bought in Open Market

The raw material in the shape of elm, pine, poplar and basswood logs is purchased in the open market, largely from the farmers and owners of small timber tracts, and in addition a fair proportion comes from the company's own holdings in North Hastings. About six camps were operated last year in these limits. The mill at Trenton enjoys an almost ideal location as it has trackage and deep water frontage. This enables logs to be brought in from the surrounding county by both rail and water and also assists in the distribution of the finished product. Trenton itself is the hub of a network of railways. The C. P. R., G. T. R. and C. N. R. run through the town and in addition a number of smaller local lines serve the adjoining districts.

The logs are all dumped in the booms and fed to the log haul-up. At the present time there are about 1,000,000 ft. of material in the water and on the bank. At the head of the log haul is a power drag saw. Here the clear stock for the hoops is picked out and bolted to length. This is sawn into 1½ in. plank. The balance of the logs are cut into planks and squares for staves. The sawyer must follow the grain closely for the staves must be sliced so as to show the edgegrain. The pieces drop from the rotary saw on to live rolls which carry them to a large trim-saw. This saw cuts the stock into bolt lengths.

These bolts, together with the hoop plank, drop on to a chain conveyor and are carried to the steaming and boiling vats. The hoop stock is piled in large, open tanks and boiled, while the stave material is placed in close retorts and subjected to steam for about twelve hours. The temperature and dryness of the steam is varied according to the condition of the wood. When the material is green and full of sap and moisture, a dryer steam is used.

Economic Operation—Speed Production

The accompanying rough sketch will give an idea of how handling is reduced to a minimum and production speeded up. The material is carried past the trim saw on live rolls, then drops on the endless chain conveyors which carry it to the tanks and steaming chambers. The long hoop stock is laid out on a wide table and then piled into the vats, while the stave material is picked right off the conveyor and placed in the steaming retorts.

Each chamber holds about 2½ cords of material. About 25 cords of stave wood constitutes a day's cut for the slicer. This amount would about fill 10 retorts. As 12 retorts are provided, there is always one or more empty. Thus the men are filling an empty chamber at one side while on the other side a number of men are unloading another one. As the bolts are taken from the steaming chamber, they are piled on trucks and peeled. The bark comes off very readily when the wood is hot. The loaded trucks are run to the equalizing saws, which consist of two saws mounted on one arbor, together with cradle, where the bolts are cut to the exact length required. The saw operator piles the sized stock on a small table, which is within reach of the operator of the stave cutter. In this way excessive handling and lost motion has been to a large extent eliminated.

The staves are sliced on a large knife which works them to the radius of a 20 in. circle. This radius may be varied to suit the requirements of different sized barrels. With this machine one man can cut about 45,000 staves in a day's run, but to do this he does not lose very much time. A helper working behind the stave slicer sorts the staves as they are cut. The good ones are loaded on wagons and taken to the drying shed, while any that will make shorter staves, such as those required for kegs, are passed to a trim saw where they are brought to length. The very narrow pieces and the cull material go to the furnace room. It is not all burned, however, as the best is picked out and shipped to an American glass manufacturer who uses it for making crates. The stave cutter must be quick and must use good judgment as he is required to turn his material so that the staves will show an edge-grain. If cut on the flat there is a great tendency to warp and in addition they flatten out instead of retaining the curve.

Drying Staves in Big Yard

The cut staves are hauled away to the drying shed and yards which embrace about 10 acres. Here they are piled so that the air will circulate freely. If the circulation is not good, there is a tendency for mildew to form. About 40 days is sufficient to remove all surplus moisture, though the time varies depending largely on the weather conditions. When dry, they are joined on foot jointers to the bilge required by the coopers and then packed in bundles. If the staves are required bevelled and crozed for the heading, they are run through an automatic machine which trims, bevels and crozes both ends. This is usually done before they are joined to bilge. The stock is now ready for assembling or shipping.

The hoop material follows a different route. After being removed from the chain conveyor, the hoop stock is placed in large

General view of plant of Trenton Cooperage Mills, Limited, Trenton, Ont.

tanks where it is boiled. It then goes to the slicer, which cuts it into thin strips. These strips are made thin on one edge. To secure this taper, the plank is tilted automatically at every second cut. The hoop strips are run through a special sticker which dresses the two edges and rounds the outside corners. These machines are designed so that two pieces may be run through at a time.

The strips are now passed through an automatic machine which trims them to length, points one end and bevels the other end for the lap. They are next placed in tanks and boiled and then coiled on special machines. The hoops are made up in coils or rolls containing 10 hoops. These coils are piled in the yard and air-dried. Before being placed on the barrels, the hoops are again dampened. The boiling and subsequent air-drying tends to make the stock tough, strong and pliable.

Handling the Heading Material

The heading material is bolted to short lengths, cut into ½ in. pieces on a swing cradle saw and then either air or kiln-dried. The dry material is taken to the heading mill where it is planed on one side, both edges jointed and then cut to shape on a machine which, if necessary, bevels both edges so as to fit the crozers in the barrel staves. The heading is placed in a press and wired in bundles containing 40 pieces or 20 sets.

In assembling, the staves are set up with temporary hoops known as "tresses," and placed over a barrel heater. The heat tends to dry out any moisture which might remain in the stave and also sets the stave in the shape of the bilge. If the staves used have not been bevelled and crozed, a special machine trims, bevels and crozes the whole end of the barrel. Permanent hoops are now forced on and the bottoms put in place which completes the assembling operations.

Both steam and electric power are employed. At one time a large motor was used to drive the rotary saw employed in breaking out the logs. It was found that this was not satisfactory as there was not sufficient momentum or weight to maintain the speed when a long, heavy cut was encountered. A steam engine was installed to replace this motor and an adequate supply of power insured. The group drive is used in the motor installations. Thus, if an accident occurs to the transmission of any one department, it does not necessitate stopping the whole plant. One motor drives the hoop-making group, another the stave-cutting machines and a third the heading equipment, etc. Steam for the engine, vats and retorts is generated in two boilers. The fuel used is sawdust, bark from the stave bolts and part of the cull staves. This leaves the trimmer blocks and slabwood to be disposed of for domestic fuel. The sale of this wood brings in a considerable amount of revenue. The sawdust and refuse from the saws is fed to one furnace by a chain conveyor. This material accumulates in sufficient quantities to keep this furnace going as long as the plant is in operation.

The Trenton Cooperage Mills was formerly operated by the Atlantic Sugar Refineries, Limited, Montreal, but was taken over in 1918 by the present prorietors, Messrs. Fraser & James, who operate under the name of the Trenton Cooperage Mills, Limited. Mr. W. A. Fraser, the managing director, is guiding the destinies of this progressive concern.

Some Tips for Lumber Salesmen

"The Supply Man," the organ of the West Virginia Lumber & Builders' Supply Dealers' Association, under the heading "Why I Never Read on Trains," contains the following from Thomas E. George:

"Since I have been selling I have made it a rule never to read a newspaper or magazine, in the daytime, while riding on trains or street cars. I call on factory trade in a large territory, often sixty to ninety days between calls. By keeping close watch from car windows with pencil and notebook handy I am able to add many new names to my calling lists.

"If while on a street car I see a building of mill construction going up, I usually leave the car at the next stop and get from the workmen the name of the concern that is doing the building. This name is added to my calling lists for future reference and the information is sent to the home office for the mailing list. When I am returning from my original destination I always try to obtain a seat on the side opposite to the one I occupied going.

"When I am riding on trains it is, of course, impossible to get off and investigate; so I make a note of the building and city or town in which it is located, and if I am not stopping off at it on this trip I usually arrange to look up the job on my next.

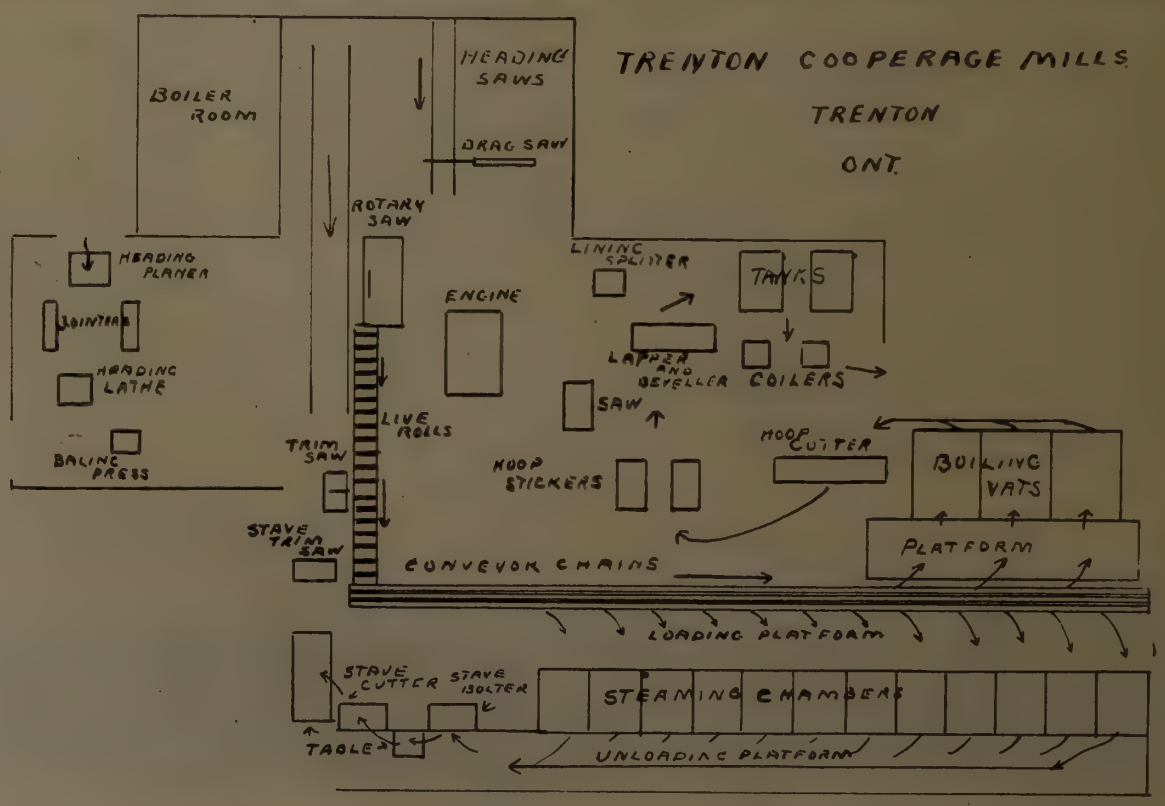
"I find that this plan has greatly increased my sales; last month it increased my prospects and my general mailing list by ten new names. So the slight inconvenience to which I am put proves beneficial."

Hull Wants New Pulp Plant

A move is on foot in Ottawa and Hull to have Riordon Ltd. build their new pulp and paper mill near Hull instead of at Chelsea, where the proposed power dam will be situated. The Ottawa Industrial and Publicity Commission have the matter in hand and will probably urge on the company the benefits to be derived from locating across the river.

It has been estimated that if the company concurs it will be an increase in the population of Hull of at least 5,000 people. This estimate includes the families of the mill-workers as well as the men themselves.

While this suggestion has been advanced it has also been pointed out that the company will probably plan on using the pond created by the dam as a booming space for the pulp logs and that they, therefore, will build their mill at the dam.



Layout of stave and heading plant at Trenton, Ont., showing the completeness and compactness of a well managed industry

Can Probable Timber Famine be Averted?

Conservation of Forest Wealth is Most Important Domestic Issue in America—Heavy Consumption and Future Demands Ably Reviewed—The Outlook

By C. Price-Green, Toronto, Commissioner, Industrial and Resources Department, Canadian National Railways*

We are facing a timber famine, and the question is, what can be done to avert it. A famine comes gradually, but already there are the first indications of the pinch of starvation in this country. The pulp and paper situation should be evidence to every thinking person.

The most important domestic issue in this country in the very near future, will be the conservation of the forest wealth, for I am of the opinion, that when its rapid diminution is fully realized, something like a wave of hysteria will go over the whole country; this realization cannot come too soon, to avoid what may be seriously regarded as a national peril.

For these reasons I have been asked to address you on this subject. I will, therefore, endeavour to give some idea of the forest resources of United States and Canada, and the havoc that has been wrought in these magnificent possessions, and to show that it is our duty to support to the hilt, the efforts being made to arouse public opinion to the necessity of insisting upon a thoroughly constructive policy for the preservation of what may be still regarded as the finest stands of timber in the possession of the commercial nations. How important this conservation is to the country, can be judged by present consumption. Today the United States is using one-half of the whole world's supply of white paper, representing five and a half million cords of wood yearly, for the equivalent of a pile of pulp, four feet wide and eight feet high, 4,500 miles long, or greater than the distance across the continent..

C. Price-Green, Toronto, Ont.

The newspapers of the city of New York alone consume the equivalent of over 9.000 spruce trees daily, and Chicago over 5,000. One New York Sunday paper takes the spruce from over forty acres for every issue.

These figures are somewhat startling, but are a bagatelle compared with the total consumption of forest product by the United States.

Tremendous Requirements in America.

This country consumes thirty billion feet a year, board measure. For lumber, ties, firewood, and for all other purposes, it takes fully one hundred billion feet a year to supply its requirements, or equal to a pile of solid wood, four by four feet, stretching 98,500 miles or thirty-three times across the continent, and four times around the Globe; translated into terms of cord wood, it would measure a very much greater distance.

These astounding facts are established by the data of the forestry authorities and lead us to an examination of the conditions and the sources of supply.

The forests of America have played a most important part in the economic development of this continent, providing most of the pioneer railways that opened up the country with their early traffic. Their manufacture is one of the basic industries. In Canada its importance is only exceeded by agriculture. In the United States its logging and milling branches rank first in manufacturing. Wage earners to the extent of two million people are dependent on its primary industries. The farms, railways and mines only exceed it in the employment of labor.

Reports show that the United States has a total forest area of 500 million acres, of which:—

100 million are so devastated as to be wholly unproductive.

250 million have been cut over, and are more or less damaged by fire, but are producing new timber, usually in small amounts.

150 million acres are in standing timber, with no annual increase, and a large part, though virgin forest, is of poor quality and very inaccessible.

Of the 500 million acres of forest land, 400 are privately-owned, and 100 million publicly-owned. Most of the latter is in the national forests and it is shown that because it is of poor average quality and hard to reach, it will be many years before it can play any important part in the timber market.

Eighty per cent. of the standing merchantable timber is privately owned and ninety-seven per cent. of the annual cut comes from these forests. The total of this standing timber represents something in excess of 2,500 billion feet, and in the opinion of the authorities at the present rate of cutting, this supply would be exhausted within 50 years, which as it is pointed out, "It is no long time in the life of a nation." In the meantime the population of the country is increasing and the consumption going up in a like ratio. Moreover, the export trade has greater calls upon it, more particularly since the war, and this will have a further effect in reducing the life of the supply. Regarding export, as Col. Henry S. Graves points out, with the exception of Douglas fir, the species that supply the bulk of the export are those which are most depleted. Southern pine forms half of the export trade and the available supply is only 222 billion feet; at the present annual cut of saw log timber of nearly 17 million feet board measure, there remains but about 14 years' cut of the original supplies.

Termination of Southern Pine Supplies.

An official statement of the Southern Pine Association regarding that industry, states that they estimate 81.6% of the mills will cut out their supply in five years, 95.3% in 10 years, and 99% in 15 years. In this connection is pointed out that the cut of other soft woods, such as Douglas fir, which is still abundant, will increase greatly, directly the Southern yellow pine and the Eastern white pine are cut out.

When one considers that in addition to the axe, the forest has many other enemies, the foregoing has added significance. Fire continues to take an enormous toll. Las year Montana had a fire, that alone, wiped out a thousand million feet. Insects of various kinds, fungus, the bud worm, and wind all take their toll. We are told that United States are consuming about three times as much wood as it is producing. It is very questionable whether there is even this much annual growth. Wind alone accounts for much destruction. This will be realized when it is estimated that the loss of one tree on every acre varying in size from 6 to 12 inches in diameter, according to the productive conditions, under which the timber is grown, is sufficient to wipe out the annual increase.

The plain fact, according to the best authorities, is that the forests are steadily deteriorating under cutting and fire, and in the meantime our resources are being mined with practically no effort made for replacement after cutting. The situation is complicated, by the fact that the bulk of the timber in the United States is privately owned, also a large proportion of the land which must grow the timber of the future. While the owners do not apparently accept the responsibility, the forest must be so handled in the public interest as to provide for renewal.

In the Journal of Forestry, it is pointed out that industrial Europe has a per capita consumption of 150 board feet, while the United States has been using 350 per capita. In fifty years the lumber cut must fall far below 30 billion, less than 150 feet per capita, according to the estimated increase in population or less than Europe has found adequate, and has compelled to augment domestic supplies with increasing imports. It points out that Europe has become adjusted to present consumption through the course of centuries, but the United States cannot expect to adjust itself to a reduction to the European level without "suffering tremendous punishment through the dislocation of industries and the disturbance of the habits of life."

Annual Cut Three Times the Growth.

The crux of the situation is dealt with in a significant statement made by the committee, which reads in part as follows:

"The wood we are now using amounts to about 35 billion

*An address delivered recently in Boston, Mass., before the National Editorial Association.

feet. The annual cut is nearly three times the annual growth. Much of the new growth is of poor quality. The annual growth of material, which will make sawn lumber is only about nine billion feet, and some two billion is destroyed by fire and other causes, so that our net annual increment is seven billion feet, only one-fifth of the amount we cut.'

Let us briefly review the situation in Canada, which has about half of the forest resources of the United States, or about 260 million acres of commercial forest. About half her forest areas have been burnt over in the past 100 years, some areas several times. British Columbia alone has lost over 600 million feet from fire.

At the present rate of consumption, about 14 billion feet a year, we have lost by fire, the equivalent of 450 years' supply. On the basis of tax 50c per 1,000 feet b. m. the lowest in effect, it means that the people from this cause have lost 1,000 million dollars.

The United States cannot look to Canada for any alleviation of her situation with respect to sawn lumber, in fact it has been estimated that if Canada were called upon to supply the total demand of the United States, the supply would not last much more than 15 years.

It may be thought that the picture I have drawn is one of blue ruin, but it is simply a presentation of facts that must be faced.

Let us for a moment review the situation affecting the pulp and paper supply. Canada's exports now amount annually to over 100 million dollars in value, and 80% is exported to the United States. This year we shall supply in one form or another nearly one-half the demand of the United States market.

It is a well known fact that the mills of the Eastern States have very small resources behind them, some may have to close down shortly for lack of wood. Even two and three-inch wood was utilized in some mills last year. The situation in Wisconsin and Michigan is very acute, and, as stated by Col. Graves, it "Will only be a matter of time when these mills will have to import their wood from long distance or liquidate investments of great value in waterpower, and plant, and move to new sources of supply."

Movement of Paper Mills to North.

Many firms are establishing in Canada, and more will come. As far as the paper supply is concerned, I am of the belief that with sane management and careful cutting, Canada can supply the demand of this Continent for much longer than has been estimated. It is true tthat from year to year the operation is likely to be more costly, as the mills move further north. At one time the mills were all tributary to the St. Lawrence and the Great Lakes. Some are already operating on the waters which drain into Hudson Bay and more will follow. Dr. C. D. Howe, an eminent Canadian authority, after pointing out that we may have to adapt our mills to the use of such substitutes for spruce as poplar and birch, goes on to show that there is "another alternative before the pulp companies, when the supply of 12-inch spruce gives out, and that is to operate in the Hudson Bay region, where the small undersized trees are found. Thousands of square miles are covered with spruce from four to eight inches in diameter, wood that has attained its growth, will never be any longer and might as well be cut."

The future of the pulp and paper industry is of paramount interest to the Canadian National Railways. The 22,000 miles of line serve practically all the mills in Canada and the sources of supply are all tributary to its system in Northern Ontario, Quebec, New Brunswick and in British Columbia.

In estimating the quantity of pulpwood available in Quebec, it is necessary to ignore the standard of cutting in Quebec based on a minimum diameter of 12 inches, as that of necessity will have to be departed from, not many years hence. While there are no government estimates, there is no doubt that there is a supply of at least 400 million cords in the two provinces or sufficient to supply the present demand for upwards of 70 years. In British Columbia there is sufficient pulpwood to last the present output of Canada, including what we are now supplying the United States, for at least 65 years. While some of the pulp and paper from this source will move by water, the cost of manufacture and transport is bound to go higher all the time. It may be stated that in this connection that on account of the remoteness some of the sources in Ontario and Quebec, that they will also cost much more than at present, but it will be evident from the foregoing that Canada is in the premier position as far as the sources of this manufacture of white paper are concerned, and on account of cheap waterpower can be more cheaply manufactured in Canada.

We therefore conclude that providing the spruce is properly lumbered, Canada's supply on the basis of the present output, should supply a continuous crop, as within the period covered by the estimates given above, there is ample time for reforestation to provide sufficient new growth.

There will be periods of scarcity, and in the meantime, the question is whether the small newspaper is doomed on account of its inability to secure newsprint. The larger publishers with the necessary money are securing themselves with contracts, and by acquiring limits and operating their own mills. The evolution in the ownership of newspapers, which we now see evident in England and on this continent, where large numbers of papers are coming under the same ownership, will be carried on to a great extent, and the control of the sources of supply may pass into the hands of the powerful few.

Such a result is very possible and not pleasant to contemplate, when one realizes the power, political and otherwise, such a combination would weild, and such a state of affairs would not be in the public interest. If this came about, it is very certain, that great efforts would be made to find substitutes for wood pulp. Even at the present time much experimentation is going on to utilize other products of the vegetable kingdom, that have the physical property of felting. Many grasses, weeds and fibres have this property, and a very good paper has been made from wheat straw. You know that the fibre in a spruce log is pretty closely packed in, and economical to handle. In the past the cost of collecting straw and similar substitutes has been considered prohibitive in comparison, but at present prices this is not so much the case.

In the grain-growing districts of the Canadian West hundreds of thousands of tons of straw are burned every year, and in the near future I am of the opinion that this source of material will be utilized for the making of white paper. While this would supply but a small part of the demand, it would be a move in the right direction to conserve other sources.

Returning again to the question of the shortage of timber supplies on the continent generally. When the needs of the case are so great and so apparent, one would think that it would not be difficult to arouse public opinion to the necessity of conservation, and the preservation of the forest. It will on the contrary take a great effort; apathy is hard to overcome, and in this case direct opposition is encountered from some owners, and in high places. Recently a prominent university authority advocated using up our supply of pulp as soon as possible, and putting the mills and waterpowers to other purposes. He said in effect: "What is the use in planting a tree that will not be of commercial value for 60 years," and made allusion to the celebrated and very selfish remark, "What has posterity done for me?" Such an attitude to my mind is nothing short of criminal, more particularly when you consider the benefits this generation has derived from this work; work that went far to save Europe in the late war; for had it not been for the supply of timber, the result of the reforestation in France, we could not have carried on. As Professor Zavitz has so eloquently put it, "that the timber from the forests of France helped to save the situation in the late struggle is now a record of history." And he goes on to point out the fact that the two million acres re-forested by the French at the end of the 18th century are to-day valued at 100 million dollars.

Potentialities of Laurentian Plateau.

We have in Ontario in the Laurentian plateau, 50 million acres of land, much of it unsuited for agriculture, which is capable of growing forest crops which could on the same basis be made worth 2,500 million dollars to the Province of Ontario. Saxony's state forests produce an annual revenue of $5.30 per acre, putting the possible reduction of revenue from this area in Ontario at the low figure of $100.00 an acre, there would be derived a revenue of at least $50,000,000 a year, and in view of the higher prices, bound to prevail, probably very much more than the amount.

Can a famine be avoided in the United States? If immediate action is taken it may be possible, but the facts have to be faced. We must bear in mind that the old forest will be exhausted in 50 years, and you will have to depend on second growth, which may reach merchantable size, of which there will be less than half enough to meet your needs, and it is pointed out in the report I have quoted, that if the gap between the exhaustion of the old timber and the maturing new timber forests is to be bridged, it must be done by keeping alive an enormous number of trees now of young and middle age.

In conclusion, I will quote the solution advocated by Col. Graves: "If we should begin to-day to protect our cut-over lands from fire, and use wholly practical methods of forestry to secure reproduction after logging we could secure in the next 50 or 60 years an annual production of over 60 billion feet a year, without lessening your forest capital, which means that after meeting your domestic needs, you would have from 20 to 25 billion feet of lumber, for export or several times more than you export now."

I have been requested to say a few words with reference to Underwood Resolution, regarding the exportation of pulpwood in Canada.

While it is felt that perhaps this resolution was passed partly as a result of lack of information of the true conditions; still much good may result, as it will have the effect of clearing the atmosphere when

the commission which is to be appointed as being able to ascertain the true state of affairs.

What Canada Supplies in Pulpwood.

To my mind the following important aspects of the case have been overlooked:

The Dominion Government has put no embargo on the export of pulpwood. Certain of the provinces, however, foreseeing the possibility of the exhaustion of their supplies have for some time exercised their right under the British North America Act, prescribing provincial rights to prohibit the export of pulpwood from Crown lands.

That there is no regulation preventing the export of pulpwood from private lands and the U. S. has been receiving for some years an average of a million cords a year from this source or about 25% of their total requirements for pulp and paper, in addition to 80% of Canada's total export of about 100 million in value of pulp and paper.

That it would not be to the advantage of the publishers of the United States if there was a modification of the present regulations, because it is cheaper to manufacture on the ground in Canada where the power is adjacent to the source of supply of the raw material. This is confirmed by your own authorities; the Federal Trade Commission of the United States being on record as having stated that the cost of converting pulpwood into paper is much less in Canada than in the United States.

It is only fair to state that on account of the more profitable market abroad, United States manufacturers have been exporting to the extent of 110,295 tons (1919). The argument was nevertheless advanced, that the minimum by which your production and your imports together, fell below actual requirements, was 63,000 tons. It is obvious that the remedy for this situation lies in their own hands.

That the restrictions do not decrease the amount of newsprint available for use in U. S., but simply affect the point of manufacture and to use a piece of slang, Canada is going the limit now, providing you with 55% of your total requirements.

There should be no more objections to the existing legislation of provinces of Canada concerned, any more than there could be on the part of Canada regarding the establishment by the United States of New Forest Reserves where the pulpwood might be cut for the use of the people of the United States.

In Switzerland is an old law which compels every married couple to plant six trees immediately after the wedding ceremony, and two on the birth of every child. They are planted on commons and near the roads and, being mostly fruit trees, are both useful and ornamental.

Bathurst is Busy Shipping Lumber

One bright spot on the map of New Brunswick just now is Bathurst, where four large vessels are in port and three are loaded. Ten other vessels are due to arrive in Bathurst harbor to load within the next three weeks. In addition to this list at least eight vessels will load at Bathurst before navigation closes. One of the craft at Bathurst is the large four-masted schooner James W. Howard, of Boston. She is loading a cargo of boards for Buenos Aires. The Bathurst Lumber Company has chartered a large number of vessels, including the steamships Berela, for Dublin; Canadian Raider, for Manchester; Canadian Rancher, for Garston Dock; Tento, for Garston Dock; Pensacola, for Great Britain. Others chartered are the schooners Max Horton, for Havana; Samuel W. Hatheway, for Havana; Chautauqua, for Havana; Anna Laura, for Havana; Maurice R. Thurlow, for Havana; W. H. Woodin, Buenos Aires; Huntley, Havana; barque Ba, for Buenos Aires, and the ship Marpesia, for Buenos Aires.

The Danish barquentine Dagny loaded a cargo of lumber this month at Chatham, but was delayed in getting away by the desertion of several of her crew.

Many cargoes of pulp wood are being shipped from Baie de Chaleur ports for Portland (Me.) but in most lumber mill ports the lumber is being piled up awaiting an improved demand across the water. So much is piled in many of the Miramichi yards that extra room has had to be made outside.

Will Divide Loss on Lumber Contracts

Many Canadian lumber companies who supplied lumber to Great Britain during and after the war on contracts made out in pounds, shillings and pence before exchange broke, will be pleased to learn that the British Government has at length agreed not to hold by the strict letter of the contracts, and it will divide the loss where it is proved.

As most of the sales were made, however, while exchange was high, about $4.80 to the pound, and none below $4.50 to the pound, the loss will not be nearly so much as at first anticipated—$200,000 will cover the whole amount.

Company Acquires Large Logging Area

Faced with the necessity of closing down their local mill if unable to run it more economically, the Canadian Puget Sound Lumber and Timber Co., in an attempt to cut expenses, put through one of the biggest timber deals in many years, when they acquired the best stand of timber on the Cowichan Lake Road, from the Victoria Lumber and Manufacturing Co., Chemainus, B. C. This area consists of 991 acres.

The company has found it impossible to compete for logs in the open market and operate the mill at a profit, and it will make no further efforts in that direction. It is estimated that a saving of $6 on every thousand feet will be made possible by the acquisition of these logging areas.

One of the large 6-passenger flying boats operated on a weekly service between Toronto and the Muskoka Lakes, a distance of 130 miles, by the Bishop-Barker Aeroplanes, Limited. Acknowledged to be the most famous airmen of the war, Lt.-Col. W. A. Bishop and Lt.-Col. W. G. Barker and their organization are becoming the recognized aerial experts of the Dominion. The possibilities of aerial surveys of timber limits and for fire protection work are being seriously considered by many pulp and paper manufacturers and leading lumbermen

A glimpse of the Pacific Mills, Limited, at Ocean Falls, B. C. The production of the plant is 30 tons daily of kraft pulp and 220 tons of newsprint. A. B. Martin is president of the company and J. H. Lawson secretary. The head office is at Vancouver

General view of the Sturgeon Falls unit of the Spanish River Pulp & Paper Mills. The company also has pulp and paper mills at Espanola, and Sault Ste. Marie. The daily production of all the plants is 585 tons of newsprint; 400 tons of groundwood pulp; 200 tons of sulphite pulp and 35 tons of woodboard pulp.

General view of the enterprises of the Brompton Pulp & Paper Co., at East Angus, Que., of which J. A. Bothwell is general manager. The daily newsprint production of the company is 120 tons; groundwood pulp 220 tons; boxboard 55 tons; sulphate pulp 90 tons; kraft pulp 60 tons

A portion of the Whalen Pulp & Paper Company's mills, Limited, at Swanson Bay. The company also operates other plants at Port Alice and Wudfiber Bay, B. C. The output is now 80 tons a day of strong sulphite pulp; 70 tons easy bleaching and 30 tons of bleached. Changes are being effected which will considerably increase the capacity

Pulp and Paper Possibilities of British Columbia

By William Turnbull, British Columbia Lumber Commissioner, Victoria

Little does that smartly turned-out youth turning the corner of Yonge and Adelaide streets in Toronto imagine that his brilliant-hued knitted "silk" neckwear formerly graced a mountain slope in British Columbia; that his "silk" socks formerly clothed foot-hills instead of feet, and that his "silk" underwear is probably composed of British Columbia spruce, hemlock or balsam. Nor does he dream that at no distant date his neatly-cut "tweed" suit may have as lofty an origin. The Chinese gentleman who, centuries ago, first stretched silk fibre over bamboo poles had not the faintest idea of what he had started.

And the genial editor of the "Canada Lumberman" asks for some notes on the "Pulp and Paper Possibilities of British Columbia." What a temptation to a British Columbian!

Prophecy is easy—and safe—if one doesn't live too long or take too short views, and prophecy regarding the future of the pulp and paper industry in British Columbia is the easiest and safest kind there is.

The Markets are World Wide

The world is paper hungry, as well as lumber hungry, and the number and variety of articles made from pulp and paper is growing rapidly. Binder-twine, onion sacks, baby-buggies and furniture made of paper are in daily use, without stirring the curiosity or imagination of the user.

The demand for newsprint from every civilized corner of the world appears to be insatiable. The public appetite for bulky newspapers has developed to tremendous proportions, and seems to be most voracious on Sunday mornings, when huge quantities of white, yellow and pink newsprint are devoured without any apparent signs of indigestion.

The natural markets for British Columbia pulp and paper are Western Canada, Western States, Japan, China, Australia, New Zealand, South America, South Africa and India, but, in the abnormal present day markets, enquiries are coming from the Eastern States and Europe, particularly from Roumania, Bulgaria and Italy.

British Columbia mills manufactured last year 123,607 tons of newsprint and 7,202 tons of wrapping paper, as against 112,206 tons of newsprint and 8,277 tons of wrapping in 1918, while 9,473 tons of sulphate pulp was manufactured, as against 12,188 tons in 1918. In 1913, British Columbia's paper output was only 50,000 tons.

With two paper and four pulp plants, the industry in British Columbia is firmly established though still in its infancy. The infant is remarkably healthy; is situated in an ideal climate for rapid growth, and is surrounded by every natural advantage.

The Pulpwood Supply is Abundant

Without taking into consideration cedar, Douglas fir and the minor species, there are, according to the report of the Commission of Conservation, 180 billion feet of timber in British Columbia suitable for the manufacture of pulp. This estimate of spruce, western hemlock, balsam and some of the pines is based upon what is considered merchantable saw-timber, and does not include inaccessible material, nor timber which is now considered too small for saw logs, but which may be utilized in the manufacture of pulp.

Assuming that probably one-third of the above quantity may be used in the manufacture of lumber, there would still remain 120 billion feet of timber or about 257 million cords (on the coast basis of 700 board feet per cord) suitable for pulp.

This estimate, however, covers only accessible merchantable timber and does not include smaller sized timber, which is quite suitable for pulp. How much of this smaller growth there is we do not know, but the quantity must be very large. One of the largest logging companies on the coast is to-day logging pulp wood on its logged-off lands and is taking great quantities of hemlock down to a four-inch top. Much of the small timber brought down by high-lead logging is thus being disposed of instead of being left in the woods.

The above estimate also does not take into account some 97,000 square miles of forest land, most of which is covered by young growth, which is working night and day from spring to fall to attain pulpwood size. Generally speaking, our knowledge of rate of growth throughout British Columbia is slight, but actual investigation in the East has shown an annual increase in Douglas fir of 1000 board feet per acre. In the warm, moist Coast climate growth is naturally more rapid than in the interior. Estimating the growth of this young forest at the very low figure of 100 board feet per acre gives an annual increment of six billion board feet.

Small Timber May Prove Attractive

It is also not unlikely that much of the timber in this Province which has been considered inaccessible by the logger, on account of the small return obtained from low grade material, may prove attractive from a pulp standpoint.

Supplies of pulpwood in the Eastern States and in Eastern Canada are running low and pulp interests in the East are naturally looking around for new sources of supply. The East is looking towards British Columbia, and it is looking in the right direction.

Enough has been said to show that British Columbia has a huge supply of pulpwood ready and getting ready for the logger and pulp and paper manufacturer. It has become a habit to speak of British Columbia's timber supply as inexhaustible. This is a very wide term, which, no doubt, was at one time applied to the timber stands of Quebec, Ontario, Michigan, Wisconsin and the Southern States.

British Columbia has ample timber to warrant the establishment of many more pulp plants than are in operation there to-day. The duration of its supply of pulpwood depends upon the cutting methods employed and upon the foresight of the operator and the provincial foresters. If the forests are protected from fire, and are scientifically cropped, as in Sweden, leaving the necessary seed trees, and reproduction is, if necessary, assisted by artificial reforestation in time to assure another crop in due course, a perpetual supply of pulpwood will be forthcoming when needed. By taking proper measures the supply can be rendered really inexhaustible, but it is unsafe, even with the huge natural supply possessed by British Columbia, to start out with the inexhaustible idea and to "mine" timber regardless of the future.

Numerous Ideal Locations Prevail.

The prospective Coast pulp manufacturer requires a mill site adjacent to a water power capable of economical development and on a natural harbor capable of accommodating ocean-going vessels.

The Commission of Conservation report ("Water Powers of British Columbia," published by Commission of Conservation, Ottawa), on the water-powers of British Columbia gives all available data regarding some 644 water-powers, many of which are suitably situated for pulp mill purposes, while the coast line of the province provides an ample supply of natural harbors.

There are many large areas of pulpwood in the southern interior of the province, several of which have been looked over recently with a view to early development. The coast possesses some advantages over the southern interior, particularly in the production of newsprint, but the woods of the latter are well suited to the production of sulphate pulp for kraft paper and of ground wood for such articles as wall board.

With closer utilization of wood coming rapidly, the day should not be far distant when logging and mill waste will be manufactured into a variety of articles. The waste from high-lead logging is enormous and the pulp mill will some day be kept busy eating up and digesting that waste.

The establishment of a pulp plant means the investment of a large amount of capital, and the investment of millions naturally requires close investigation. British Columbia has the timber, the water-power, and the mill sites and the pulp manufacturer is invited to come and see them at first hand.

Pulpwood Resources Arouse World Interest

Over four million cords will be consumed this year in the Dominion—Ensuring future supplies of pulpwood, by inaugurating prompt and adequate systems of reforestation, is problem of pressing importance—What the Eastern provinces possess and are supplying to the market annually

By Edward Beck, Montreal

Many things have transpired of late to focus world-wide attention upon Canada's pulpwood resources, which to-day are a subject of keen interest on three continents and in a score of different countries.

First of all came a universal shortage in the world's supply of paper, not of newsprint alone, about which the public is more or less informed, but of wrapping, book and writing and other varieties, most of which are derived from the same raw materials. The paper shortage was a legacy of the war, due in part to the stationary condition of the industry during the war period, aggravated by an unexpected and unprecedented demand with the coming of peace, and rendered more acute by the sudden awakening in the United States to the fact that pulpwood in the States, east of the Rocky Mountains, was no longer sufficient to supply the paper mills in the territory, to say nothing of providing the raw materials for additional mills.

Paper manufacturers in the United Kingdom who, prior to the war, had derived the greater part of their pulp supplies from Germany, Sweden, Norway and Finland, and who had looked forward to an immediate resumption of their trade with these countries with the incoming of peace, found their expectations realized only to a very limited degree, owing to the excessive costs and the shortage of raw materials. They began at once to turn their attention to Canada.

Across the Pacific, Australia, New Zealand and Japan, once more or less indifferent to Canada's possibilities as a source of paper and paper-making materials, suddenly evinced a lively interest in the subject.

In the United States, where approximately 80 per cent. of all the pulpwood cut in Canada is absorbed, in the form either of logs or pulp or paper, an agitation was started to bring about Governmental pressure to secure the removal of certain restrictions imposed upon the use of pulpwood cut from the Crown lands of Ontario, Quebec and New Brunswick. These restrictions, adopted for the purpose of conserving the supply and of encouraging home industry, require that all such wood shall be manufactured into pulp or paper in Canada. The object aimed at in the States is to secure the unrestricted right to exploit our Crown lands for American manufacturers. The United States Congress took up the matter and adopted, practically unanimously, the so-called Underwood resolution, providing for the appointment of a Commission to visit Canada with a view of obtaining a lifting of the restrictions, or, failing in os doing, to recommend some means of "retaliation" likely to bring about the desired result. Only the withholding of the president's approval kept this action from becoming effective. Agitation for the re-enactment of the legislation by the next Congress is now being carried on.

British paper manufacturers, greatly concerned over the increasing scarcity of pulpwood and its ever-rising value, despatched representatives to Canada to look into the situation here. Among others who came was Mr. G. R. Hall-Caine, former deputy paper controller of Great Britain and himself interested in the dual interests of paper-making and publishing. Mr. Hall-Caine made a very thorough investigation, spending some three months in Canada and the United States. On his return to England he reported that the situation calls for increased manufacturing capacity of mechanical pulp, and said that the point to be decided by capitalists in Great Britain was whether other countries should be allowed to monopolize Canada's pulpwood resources or whether British capital should put down mechanical pulp mills in Canada to ensure their own supply. (Since Mr. Hall Caine made his report, and probably as one of its consequences, the Imperial Paper Mills, a £1,000,000 British corporation, has joined with Lord Rothermere and companies with which he is associated in the purchase for $3,000,000 of the Gulf Pulp & Paper Company, Limited, of Clarke City, Que., with its pulp mills and timber limits, comprising 625,000 acres and an annual woodpulp output of 25,000 tons, while several similar developments based on the investment of British capital in Canadian pulpwood limits are reported to be in progress or practically concluded).

Edward Beck, Montreal

Investigating Canada's Ample Assets

Sweden, Canada's principal competitor in the production of pulp, sent a delegation of its leading pulp and paper manufacturers to this country for similar purposes of investigation.

Australia, New Zealand, Japan, Italy, Brazil and several other countries, have, within the past twelve months, all had emissaries in this country for the express purpose of enquiring into the extent of our pulpwood resources, and of discovering to what degree, if any, their own countries can depend upon Canada for a share in the distribution of its pulpwood and the products derived therefrom.

The Imperial Press Conference, bringing together newspaper publishers from the United Kingdom, Australia, India, South Africa, the West Indies, New Zealand, Ceylon, Singapore, Malta, Egypt, Newfoundland and, of course, Canada, and other parts of the British Empire, devoted a large part of its time and attention to the question of pulp and paper and to the possibility of drawing upon the Dominion for the greater part of the Empire's requirements of these commodities.

In view of the almost universal interest thus displayed in the subject of Canada's pulpwood resources, it follows, quite logically, that the provinces themselves are beginning to take fresh stock of their forest wealth. They are awakening to the fact that they are obtaining neither the full benefit they might obtain at present for the use of their heritage, nor taking the steps necessary to ensure the permanency of the revenue they now derive therefrom.

Coincidentally, with the world-wide interest suddenly displayed in Canada as a pulp and paper producing country, the Dominion itself has been aroused to the fact that an industry which, though but the growth of a comparatively few years, represents a capital investment of three hundred million dollars, which contributes more than one hundred million dollars to Canada's external trade and that, in markets where they accomplish the greatest national service, whose products are approaching an annual valuation of one hundred and fifty million dollars, is entitled to consideration if not, indeed, to encouragement and support.

What is the Extent—How Long?

The question naturally arises, what is the extent of Canada's pulpwood resources and how long are they calculated to last ?

Probably no Canadian topic of discussion was ever met with such a diversity of views, and none has ever given rise to such a mass of fallacious reckonings or mischevious misinformation. Just to mention one single instance, because it is official and because it is typical of the rest: In 1903—seventeen years ago—Paul Blouin, superintendent of forests, in Quebec, estimated that the pulpwood forests in that province contained 200,000,000 cords of wood. (That was, of course, before the annexation of Ungava to Quebec). To exhaust this supply, he estimated, it would require 4000 years, without taking into account the immature timber, or 20,000 years if all the growing timber were taken into account. On this calculation, the premier of the time—the Hon. S. N. Parent—based the forest policy of his Government. To-day, it is known, that Quebec's Crown timber lands are incapable of sustaining their present annual harvest for a period of more than fifty years, even if that long, unless augmented by scientific reforestation. Among the measures proposed by the present Government to ensure their perpetuity are vigorous regulations establishing a maximum annual cut to prevent undue depletion and a minimum as a check and preventative of

merely speculative ownership and to give the province an increased revenue. These regulations are to be backed up by the imposition of increased stumpage dues and a forward policy of reforestation, generally, an earnest of which is already seen in the fact that the provincial forestry department is now planting some three million trees annually.

Canadian Provinces are Wakening Up

Recent investigations in Ontario, revealing the manner in which some of the pulpwood stands in that province have been "mined" are almost certain to lead to some drastic changes in the forestry regulations of that province.

New Brunswick and Nova Scotia are also awakening to a knowledge of the value of their pulpwood resources and of their potentialities as factors in the world's commerce.

In "A Handbook of the Canadian Pulp & Paper Industry," recently issued by the Canadian Pulp & Paper Association, an attempt is made to present, from official sources, some accurate information as to the extent and probable durability of Canada's pulpwood resources.

Taking spruce, hemlock, balsam fir, jack pine, tamarack, poplar and basswood as representing the coniferous species adaptable to making pulp (in 1918 spruce contributed 74.12 per cent; balsam fir, 20.23 per cent.; hemlock, 4.03 per cent.; jack pine, 1.17 per cent.; poplar, .45 per cent., and other species an inappreciable percentage of woods used in the production of pulp in Canada), it is stated that the Commission of Conservation estimates a total of 901,000,000 cords of coniferous pulpwood species on Canada's 350,000 square miles of forests.

Western Canada is said to possess a total of 340,000,000 cords of spruce, western hemlock and balsam, of which 255,000,000 cords are in British Columbia and 85,000,000 cords in the Prairie Provinces.

Eastern Canada, including Quebec, New Brunswick, Ontario and Nova Scotia are estimated to possess 306,000,000 cords of actually available spruce and balsam, after making deductions for wood withheld from cutting by provincial regulations and for waste and loss in logging and driving. Ontario's available stock would, it is estimated, be increased by 38,000,000 cords by the extension of the Temiskaming & Northern Ontario Railway from Cochrane to James Bay. By provinces the figures are: Quebec, 155,000,000 cords; New Brunswick, 26,000,000 cords; Ontario, 100,000,000 cords; Nova Scotia, 25,000,000 cords.

Two huge piles of pulp wood at Charlton, Ont., where rossing plant of the Beaver Board Co. of Thorold, is located

The Ravages of the Budworm

The areas of forest in Eastern Canada which are reasonably accessible to existing means of transportation, have, it is explained, to a very considerable extent, been culled over, or logged out, during the period since the earliest settlement of the country. The original stand has thus, by cutting and by fire, been reduced to a very material extent. Probably not less than one-fourth of the balsam in Quebec and one-third of the balsam in New Brunswick has been destroyed by the budworm during the past ten years.

While none of the provinces has what may be termed a perfected forestry system, all are working to that end. Adherence to a rigid system of diameter limit regulation, such as is for the msot part in effect on Crown lands in Quebec and New Brunswick, does not by any means constitute really advanced forestry practice. At the present time, merely a start has been made in gathering the specific knowledge necessary for carrying an scientific forestry, through research by the provincial Forest Services of Quebec, New Brunswick and Ontario, the Dominion Forestry Branch, the Laurentide Company, the Riordon Pulp and Paper Company, the Bathurst Lumber Company, the Abitibi Power and Paper Company, the Spanish River Pulp and Paper Company, and the Commission of Conservation of Canada.

The Province of Quebec imposes a diameter limit of 7 inches upon balsam and swamp spruce and 12 inches upon all other spruce. Consequently there is a very considerable amount of this timber, comprising the sapital or growing stock, which is not allowed to be cut because of this restriction. In the second place there is always a shrinkage between the woods and the mill, due to waste in logging, decay or windfall before the next cut, logs stranded along the shores of lakes and streams, and logs lost by sinkage during the drive. To get at the amount of timber which may actually be available at the mill, it may conservatively be estimated that a deduction of at least one third must be made, due to these several items of shrinkage. If such a deduction be made, it would leave of approximately 100 million cords on licensed Crown lands, 30 million really available spruce and balsam, cords on unlicensed Crown lands and 25 million cords on privately-owned lands, or a total of 155 million cords.

According to the Dominion Bureau of Statistics, the 1918 cut of spruce and balsam in Quebec for pulpwood and lumber was nearly 3 million cords. Of this amount 885,772 cords were exported to the United States and may be credited to lands in private ownership. Also a considerable volume of the wood from privately-owned lands was manufactured in Canada.

Fifty-Two Years Supply in Quebec

Taking the situation as a whole, with 155 million cords of actually available spruce and balsam, on the basis of delivery at the mill, and a cut in 1918 of around 3 million cords, it is estimated that Quebec has, at the present time, the equivalent of 52 years' supply.

Beyond this fifty-two years' supply of available pulpwood, at the 1918 rate of cutting, dependence must necessarily be placed upon annual growth for the continuance of operations. As a matter of fact the rate of cutting is increasing steadily, due to new developments and the extension of existing plants. In addition to the accelerated rate of cutting it must be borne in mind that some fires will inevitably occur, and that there will be serious losses from insects and decay. Balsam is particularly susceptible to attacks by the budworm and to injury by butt-rot and heart-rot. It is estimated, for example, that around 25 per cent. of the balsam in Quebec has been destroyed by the budworm in recent years, as already stated. Based on a careful calculation and taking into account all of the numerous factors it is estimated that the pulpwood forests of Quebec, under proper management and direction, may reasonably be expected to yield an annual growth of three million cords on licensed Crown lands, one million cords on unlicensed Crown lands and one million cords on privately-owned lands, or a total annual yield of five million cords a year of accessible and available spruce and balsam, as an offset to the three million cords now being cut annually. It will be seen that on this basis, the annual net increment would be two million cords.

Many New Pulp Plants in Ontario

Applying the same principles to Ontario, this authority finds the really available quantity of spruce and balsam, after deducting for waste and loss in logging and driving, and for defective balsam, approximately 55 million cords on licensed Crown lands, 27 million cords on unlicensed Crown lands, 18 million mords on privately-owned lands or a total of 100 million cords, which would be increased by 38 million cords by the extension of the T. & N. O. R. R., as before mentioned.

The 1918 cut of spruce and balsam in Ontario for pulpwood and lumber was, it is stated, as nearly as can be determined from the Census Bureau of statistics, slightly over 1,116,000 cords. This includes quantities consumed or produced in the province, as well as exports. Additional pulp and paper plants are being established, and extensions to some of the existing plants are under way, so that there is every reason to expect that very shortly the cutting of spruce and balsam will be at the rate of 1.5 million cords per year or more.

At the 1918 estimated rate of cutting, Ontario's really availale

spruce and balsam would be equivalent to 90 years' supply. When, however, the rate of cutting for pulpwood and lumber is increased to 1.5 million cords annually of spruce and balsam, this would represent only 67 years' supply of wood accessible to existing transportation and really available, after deducting for loss and waste in logging, driving, and for defective balsam. It is pointed out that most of the spruce and balsam now being cut for pulpwood is from 100 to 200 years old or more; also that there is a heavy loss from windfall in the under-sized timber, after logging. In very many cases of heavy cutting, a second operation may not be worth while until from 40 to 60 years have elapsed.

If a possible growth rate of two per cent. be assumed upon 145 million cords of commercially accessible spruce and balsam, there would be indicated a possible production of 2.9 million cords per year, which, of course, would leave room for a great expansion of the industry beyond what is under way at present.

Process of Crowding Out the Forest

The exports of pulpwood from Ontario ports to the United States were, in 1915, 202,239 cords; in 1916, 149,745 cords; in 1917, 161,652 cords; and 1918, 199,421 cords, the great bulk of which was spruce and balsam. A large proportion of this is no doubt from settlement lands in process of clearing. Not all this material was cut in Ontario, the Customs returns showing only point of exit from Canada. The amount cut in Quebec and exported through Ontario ports can not be determined from any records available. This point applies of course to New Brunswick as well.

A further point with reference to future growth is that large areas of pulwood lands in Northern Ontario, as well as in Northern Quebec, are being cleared up for settlement, and will never again produce a crop of pulpwood timber. This process of crowding out the forest will increase in future years. Also, a large area of timber land in Central and Southern Ontario is not a material factor in the production of pulpwood, other species predominating, such as white pine, red pine, hemlock and the various hardwoods.

The statement gives the extent of the Crown lands area of New Brunswick at approximately 7,500,000 acres, of which 2,000,000 acres consist of barren land, leaving 5,500,000 in forest. The area of Crown land actually under license to cut timber during 1919 was 6,332,000 acres. This includes a considerable area of water surface and barrens, so that it is concluded that the area of forest land is around 5,500,000 acres.

It is estimated that this 5.5 million acres of Crown lands may contain 20 million cords of spruce and balsam. In this connection, it must be remembered that there are considerable areas of hardwood lands containing little or no spruce and balsam; also that the Crown timber lands have been logged over to a greater or less extent from the period of early settlement and that fires have caused heavy damage to the stand.

Of settlement lands containing timber it is estimated that there may be within the province 2,500,000 acres. These lands are accessible to transportation and have, for the most part, been heavily cut over for many years past. The amount of spruce and balsam on these lands may be approximated at 4 million cords.

There are approximately 4,500,000 acres of privately-owned timber lands, mostly held by commercial concerns. These lands may contain 12 million cords of spruce and balsam.

Available Resources of New Brunswick

Based on these calculations New Brunswick is credited with really available spruce and balsam, 14 million cords on licensed Crown lands, 3 million cords on settlement lands, 9 million cords on privately owned lands, or a total of 26 million cords.

Thus, it is stated, there are within the province of New Brunswick approximately 12,500,000 acres of lands more or less covered with forest, and containing probably around 36 million cords of spruce and balsam. This is an average stand of 2.9 cords per acre for the entire area, and is believed to be within the bounds of reason.

The 1917 cut of spruce and balsam for lumber and pulpwood was approximately 1,250,000 cords, as nearly as can be determined by the Census Bureau statistics. In 1918, it was decreased to 987,000 cords. At the 1917 rate of cutting, the existing supplies of timber would be sufficient for less than 30 years. At the decreased rate prevailing in 1918, there would be supplies for 36 years, assuming that the entire estimate will be available at the mill. If, however, deductions be made, as in the case of Ontario and Quebec, for Crown timber over the diameter limit prescribed, for waste in logging, loss in stream driving, and merchantable material left uncut that will be destroyed by insects, decay and windfall before another cut, there are but 26,000,000 cords of really available spruce and balsam on the basis of scale at the mill. This, at the 1917 rate of cutting would represent but 21 years' supply, which would be extended to 26 years at the reduced rate prevailing in 1918.

1920 drive of pulpwood in the basin of the Donnacona Paper Company's mill at Donnacona, Que. The drive is estimated to contain 100,000 cords of wood and to have a marketable value of $2,000,000

Of the 987,718 cords of spruce and balsam manufactured within and exported from New Brunswick in 1918, 374,040 cords were pulpwood, of which 263,907 cords were exported to the United States. Thus, 70 per cent. of the pulpwood of New Brunswick is exported in the raw form for manufacture in United States mills, as contrasted with 20 per cent. from Ontario and 45 per cent. from Quebec. In 1917 the percentages of pulpwood export were: New Brunswick 61, Ontario 13.6, and Quebec 37. The pulpwood exported is of course to be credited to privately-owned lands, in addition to an unknown amount manufactured within the province.

If an average rate of volume production of 2 per cent. be applied to the total estimated stand of 36 million cords, the annual volume increment would thus be 720,000 cords, which is less than three-quarters of the 1918 cut, and only 57% of the 1917 cut. Thus, cutting of spruce and balsam in the province of New Brunswick is progressing at a rate much more rapidly than the estimated annual growth.

The amount of spruce and balsam in Nova Scotia is estimated at 25,000,000 cords. The 1917 cut of spruce and balsam within the province, for lumber and pulpwood, was equivalent to 313,812 cords. In 1918, this had dropped to 206,846 cords. Thus, at the 1917 rate of cutting the supplies of spruce and balsam in Nova Scotia would be equivalent to 80 years' supply. The forest on the mainland has been heavily cut over since the early settlement of the country, and enormous damage has been caused by fire. On Cape Breton Island, however, there are large quantities of spruce and balsam, particularly the latter, which it has not yet been found commercially feasible to operate. This fact accounts for the large apparent supply of pulpwood species in Nova Scotia.

Notwithstanding the fact that practically all its forests are in private ownership, so that there is no legal restriction upon the export of raw pulpwood, such exports are extremely small.

A report issued by the Canadian Government in 1916 states: "The quantity of pulpwood manufactured into pulp in Canada has been steadily gaining on the amount of wood exported to other countries in the unmanufactured state. In 1908, 482,777 cords were manufactured into pulp in Canada, and 794,896 cords were exported in the raw state. In 1912 the figures were: Manufactured in Canada, 866,042; exported in the raw state, 980,868. The dividing line was crossed in the year 1913, since which time the quantity manufactured in Canada has exceeded that exported. In 1915, 1,405,836 cords were manufactured in Canada and 949,714 were exported in the raw state. In 1916, these figures had risen to: manufactured in Canada, 1,764,912 cords; exported in the raw state, 1,068,207 cords, showing that 696,705 cords more were manufactured into pulp in Canada than were exported in the raw state to be manufactured abroad."

Exports of pulpwood have averaged over one million cords a year for the past twelve years. The total consumption, including exports, is expected this year to reach the enormous quantity of well over four million cords and is likely to increase at a much more rapid rate of progress during the next five years. There is, therefore, every reason to anticipate that Canada, despite its enormous original forest wealth, is in danger, so far as the Eastern provinces are concerned, of finding itself in the same predicament that the Eastern states are now in unless immediate steps are taken by the respective provincial governments to ensure future supplies of pulpwood by the inauguration of prompt and adequate systems of reforestation.

Busy Lumber Enterprises of North Bay District

The social and recreational features incident to the annual outing of the Retail Lumber Dealers Association of Ontario were fully set forth in the last issue of the "Canada Lumberman," and the potentialities, fertility, progressiveness and expansion of northern Ontario were given considerable attention. Needless to say, the eyes of the visitors were opened widely in regard to what they saw on every side. The knowledge of the lumber merchants of old Ontario has been extended and, to-day when the North is referred to, everyone of those, who participated in the trip, will have a good word to say regarding that portion of the province which heretofore they knew little of, save in a lumbering sense.

Of late years the North has been coming to the front as a great and rich mining territory. In years previous to the Cobalt, Porcupine, Timmins and other booms, the lumbering industry was well represented. To-day the saw mills are as up-to-date and as representative in character as are to be found in any other portion of the Dominion. They are enjoying a busy season, and are cutting splendid timber which commanded the admiration of the touring dispensers of wood products. It was stated by a leading speaker that, during the past 25 years, over one billion feet of lumber had been taken out of the Lake Nipissing district, and there was a vast amount left yet. All felt that the agricultural possibilities of the country were being overlooked, and that sufficient encouragement was not being extended by the provincial administration in the way of building roads, supporting the erection of pulp plants, and adopting a more progressive and effective system of forest conservation.

These are certain features that may be discussed in the "Canada Lumberman" in subsequent issues. The present, however, is a time when passing reference to the humming saw mills at Callander, Trout Mills, Cache Bay, and other points is of more particular interest and timely importance.

A brief description of the mills, their equipment, facilities, history and production is given in the order in which they were visited. All the manufacturers extended a cordial welcome to the travelling lumber merchants, who will never forget the warm handshakes and sincere words of their hosts.

Visit to Callander Saw Mills

The first plant visited was the Callander Saw Mills, which are located at Callander, nine miles southeast of North Bay, and are owned and operated by A. B. Gordon & Co.

Mr. Gordon is a brother of Senator George Gordon, of North

The mill of A. B. Gordon & Co., at Callander, one of the busy plants of the North

Bay, and has been identified with the lumber business all his life. He is also associated with the Tomiko Lumber Co., the Searchmont Lumber Co., the Gordon Development Co. of B. C., and other organizations and has offices at North Bay and in the Bank of Hamilton Building, Toronto.

The mill was erected at Callander about twenty years ago by James McBurney, of North Bay, who is now in his eighty-fifth year, and accompanied the retail lumbermen of Ontario on their recent visit to Callander. After Mr. McBurney had conducted the mill for some years it passed into the hands of Thomas Darling & Son. In 1915, the property was purchased by A. B. Gordon, who has operated it sucessfully every season since that time. The equipment consists of a double cutting Waterous band mill and a Jumbo edger, with the usual accompaniment of trimmers, slashers, etc. The daily output is about 50,000 feet of white and red pine, and the average annual cut is around 8,000,000 feet. There is also a lath department, with a yearly production of about 4,000,000 pieces. Since Mr. Gordon acquired the property he has expended considerable money in remodelling it and increasing the facilities and output, paying special attention to the power plant, which consists of three boilers and a 250 horse power engine.

There is excellent shipping accommodation by the G. T. R., and the location of the plant on Lake Nipissing is a convenient one. The fire protection appliances are of the best and a fire pump, purchased

The plant and portion of the yards at J. B. Smith & Sons, Callander, Ont.

some years ago from the town of North Bay is installed. D. A. Glenn is manager of the office, D. J. MacDonald looks after the operation of the mill, and J. J. McDonald has charge of the yards, which are well laid out and ample for all purposes. The attractive summer home of Mr. Gordon is situated on Lake Nipissing, a few miles from the town, and there he spends several weeks every summer.

John B. Smith & Sons' Activities

The firm of John B. Smith & Sons, Limited, is a historic one and has been engaged in the lumber and woodworking business since 1851, having started on Niagara St., Toronto. Since 1889 the large plant and retail yards have been located at the corner of Strachan and Wellington Aves., while another yard is at the corner of Dundas St. West and St. Helen's Ave., Toronto. The area of the Toronto yards is 15 acres. Wm. J. Smith is the president of the company and the directors are Robert Smith, W. J. Smith, James H. Smith, G. Larratt Smith. The veteran founder of the business, J. B. Smith, passed away in 1894.

The organization handles white pine, yellow pine, oak, ash, birch, hemlock, maple, cherry, cypress, walnut, cedar, whitewood and mahogany, and turns out doors, sash, flooring, mouldings, columns, store and office fittings, tanks, silos and all kinds of interior finish.

The illustration in another column gives a good idea of No. 2 mill of the company, the use of No. 1 mill, which was erected over 30 years ago, at Callander, Ont., having ceased. No. 2 mill was built about 14 years ago at Callander and is splendidly equipped and well laid out. It has an overhead filing room, closed burner, sorting platform and tracks leading out from the platform to the yards.

Commencing with the machinery in the filing room, there is a Wm. Hamilton roller for the band saws, a large grinder, a lap grinder, Hanchett circular grinder for the gang saws and a small engine to drive the filing machinery.

The engine room is equipped with one 350 h.p. Wheelock engine for the sawmill and a smaller engine, about 150 h.p. for the lath mill. There is one pump, (Canada Foundry Co., Toronto), to pump the water to the heater in the boiler room and also to pump water, to a large outside tank, the outside tank being piped to different houses, giving a very convenient supply of water in the village. A separate pump takes the water from the heater in the boiler room to five boilers which are heated by Dutch ovens.

The sawmill proper is equipped with two Wm. Hamilton eight-foot band mills, double cutting, 12 in. saws; two Kendall niggers and kickers, and two Wm. Hamilton edgers, of four saws each; one Ken-

Hon. George Gordon, North Bay, Ont.

Alex. B. Gordon, Callander, Ont.

A. J. Young, North Bay, Ont.

dall gang and Wm. Hamilton slash table and trimmers. The lath mill has two lath machines, Wm. Hamilton manufacture, one bolter, (Payette, Penetang), and trimmer saws.

The average capacity of the sawmill is 200,000 ft. for twenty hours, the lath mill 120,000 pieces for the same period. The season's cut generally runs from 20,000,000 ft. to 22,000,000 ft. The lumber sawn is principally red and white pine, and the company have extensive limits which assure an ample supply of timber for many years to come. A number of camps are operated during the fall and winter and all the logs are towed to the mill by various water routes.

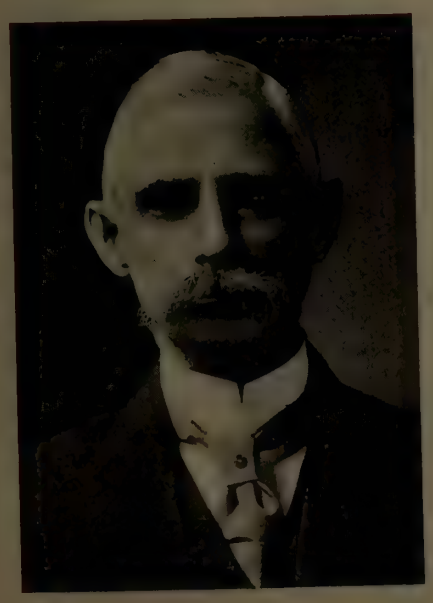
The yard and shipping facilities are among the best in the province of Ontario. There are about eight miles of siding in the yard connecting with the G. T. R. at Callander and the C. P. R. at Nipissing Junction, giving a piling room for 30,000,000 ft. without the necessity of back-piling. There are two locomotives, one to draw the lumber from the mill to the piles and another to attend to shipping and delivering to the two railways. Both locomotives have fire-fighting appliances and the supply of water is ample. Besides several wells there is a creek running through the centre of the yard for nearly half its length. The land on all sides is cleared and largely cultivated. James H. Smith, secretary-treasurer of the company, supervises the operations of the plant at Callander, where he has a cosy summer home, at which a splendid repast was tendered the visiting retail dealers.

The Operation at Trout Mills

Wm. Milne & Sons, Limited, who operate a busy sawmill at Trout Mills, three miles east of North Bay, Ont., are an old-established lumber firm. Wm. Milne, the veteran head of the concern, has long been a resident of the progressive northern town of which he is a former Mayor and leading citizen. Associated with him are his two sons, Fred Milne, who has charge of the sawmill operations, and Lieut.-Col. W. H. Milne, who looks after the logging end.

Mr. Milne, Sr., first operated a mill at Ethel in Huron County, and later established a plant at Trout Creek, which he disposed of after six or seven years. He built a mill at Milnet on the Canadian National Railway, and bought another at Spanish. The one at Milnet, he sold to the Marshay Lumber Co. a couple of years ago, while the mill at Spanish, which was burned and later rebuilt, was disposed of last year to Graham & Shannon. A small mill was built at Trout Mills in 1901, and this has been greatly extended during recent years until it has reached its present proportions, being the first plant established on the T. & N. O. railway. Its capacity is about 45,000 feet a day, consisting of white pine, birch, spruce, balsam, basswood and elm. About 85 per cent. of the annual cut is white pine, a number of deals being turned out for export. This year about half a million feet of birch was sawn. The equipment consists of one Waterous double-cut 8-foot band mill, with 12 inch steam feed and steam set Waterous carriage, Waterous double edger, and Payette lath bolter and machine. The production of lath each season is over 3,000,000 pieces, and the total annual cut of lumber averages about 7,000,000 feet.

The logs which the company are securing from Notman township, were the finest specimens seen by the lumber retailers on their recent trip to the north. Some of them were three feet in diameter. The logs are brought in by rail, a distance of 26 miles, on the T. &



Wm. Milne, North Bay, Ont.

Lt.-Col. W. H. Milne, North Bay, Ont.

Fred Milne, North Bay, Ont.

N. O. line, and Trout Lake affords splendid facilities for handling them.

The power plant consists of three boilers of 100 h.p. each, two of them being Goldie & McCulloch. These are fed by Dutch ovens, and a Climax engine of adequate horse power drives the mill machinery.

One feature about the mill is that it has no burner. All the refuse in the way of slabs and edging is profitably disposed of in North Bay, the demand for this wood being exceptionally active, while the trimmer ends, 12 in. long and up, are cut and trimmed

The sawmill of Wm. Milne & Sons, at Trout Lake, three miles from North Bay. On the extreme left the shingle plant can be seen

for box-wood, for which a ready sale is found. All sawdust is used for extending the yard room.

In connection with this progressive plant there is a shingle mill, in a separate building, which is equipped with one Mowry shingle machine, and has a capacity of 20,000 shingles a day. The yards of the company are well laid out and the head office is at North Bay.

Both of Mr. Milne's sons have been associated with him in the business for some years. The younger, Lieut.-Col. W. H. Milne, service with distinction in the Canadian Forestry Corps in France, and has long taken an active interest in military matters. He enlisted with the 159th (Northern) Battalion for overseas service in February, 1916, and reverted to captain in order to get over to France. In March, 1917, he was transferred to the Canadian Forestry Unit, and two months later promoted to the rank of Major. A year later

The well equipped mill of George Gordon & Co., at Cache Bay, Ont.

he became a Lieut.-Colonel, and, after the strife in Europe terminated, he returned to Scotland, where certain forestry operations were carried out until May, 1919, when he returned home and resumed his association with the firm. Lieut.-Col. Milne was connected with No. 6 district in the Vosges Mountains, France, and had charge of three sawmills. Of the practical nature and progressive character of his work with the Forestry Corps, little need be said as it is well known among all Canadian foresters and lumbermen. It may, however, be mentioned that there was designed and constructed under the supervision of Lieut.-Col. Milne in the Vosges region, a gravity railway of 4,900 feet long with a drop of 600 feet. This was laid with 24 lb. rails, the track being of three feet gauge. The line was operated with ordinary hoists and an air-breaking device,—all carried out by the 69th Company, C. F. C. Lieut.-Col. Milne was also identified with the 28th Company, C. F. C., which built the first sawmill in the Vosges district. The plant was completed and in operation within eighteen days, constituting a record in construction.

The Mills at Cache Bay

The plant of George Gordon & Co., Ltd., Cache Bay, which is twenty-eight miles northwest from North Bay, was established in 1900 and has a daily capacity of about 125,000 ft., principally of white and red pine. The sawmill is 175 x 56 ft. and the planing mill 80 x 40 ft. The former is equipped with two double-cut Waterous band saws, one horizontal Diamond band resaw, one Diamond edger, one Mowry & Sons' Jumbo edger, as well as Waterous trimmers, slash table, etc.

There is a busy lath and picket department with two bolters and one lath machine of Payette & Co. and one picket machine and picket trimmers. The power plant of the sawmill is ample for all purposes and has one 500 h. p. Corliss engine and a 250 h.p. slide valve engine, as well as six boilers, four being 72 in. x 18 ft., and the remainder 66 in. x 18 ft.

The yard room of the mill is sufficiently extended for storing about 25,000,000 feet. There are no trams in the yard, the lumber being piled from high cars. The company have their own locomotive for handling green lumber and also for shunting cars for shipping.

Part of the regularly laid out piles and one of the aisles of J. B. Smith & Sons' lumber yard at Callander, Ont.

All shipments are made by rail and the output of the plant is marketed through wholesalers.

The company have a brick boiler-house in connection with their dynamo room, which has two boilers that supply power to the machine shop and a dynamo also heat the company's office, store ,and the residence of Mr. B. Bain, superintendent. The boiler-house is 48 ft. x 56 ft., the engine room 50 ft. x 40 ft., both being solid brick, while the machine shop and dynamo room is 50 ft. x 65 t. and the locomotive house 120 ft. x 30 ft. The company also own and operate a large fire pump, 24 in. steam and 12 in. intake. The officers of George Gordon & Co. are Hon. George Gordon, president and managing director, (who has his office in North Bay), H. J. Bartlett, vice-president of the company, and S. P. Boland, secretary-treasurer.

The mill possesses a number of economic features in operation, is well laid out and nicely painted, while everything in and around this progressive Cache Bay industry is kept in fine shape. The location of the plant is an ideal one and the town is progressive, admirably lighted and contains comfortable homes and a contented, happy and industrious people.

Hon. George Gordon, the head of the firm, has an office in North Bay, where he resides. He has been prominently identified with the lumber industry all his life and is a progressive, public-spirited Canadian. Senator Gordon was born in Pakenham, Ont., in 1865, and educated at the Pembroke public and high schools. He is a director of several lumber companies.

Trade is One Thing and Patriotism Another

The Canadian Has Deep Rooted Feeling of His Inalienable Right to Buy In Whatever Market Affords Him the Best Value, Says Correspondent

Editor "Canada Lumberman":—

Your editorial under the above heading in the issue of August 15th, opens up economic considerations of widespread interest, which, particularly at this time, when we hear so much of Canada, having through her part in the great war, attained nationhood—are deserving of careful study, not only by our manufacturers, not only by the lumber trade to which your editorial is addressed, but by every thinking citizen of this country. Our need is for definite ideas all the way round.

Our patriotism is like our religion—largely sentimental, and is almost altogether overlooked in practice. So that while the sentiment of the Canadian people undoubtedly shouts "Yes" to the question "Shall we buy Made in Canada goods? and "Shall we continue to protect Canadian manufacturers?" their effective action decidedly negatives the "Shouts" of sentimental enthusiasm. The "breathes there a man with soul so dead" idea works overtime just now at political gatherings, and we are all Canadians first in sentiment but, when it comes down to spending money the average Canadian, being human, buys Made-in-Canada goods only at an even break, and whatever his nationalistic sentiments may be, he has the deep-rooted feeling of his inalienable right to purchase in whatever market affords him the best value in quantity and quality for his outlay.

The opposite feeling of inherent right naturally is found in the mind of the seller. For him the home market is the ideal one, providing his particular commodity commands as high a price there as elsewhere. Otherwise, it may be South Africa, it may be the Fiji Islands or any other uttermost part of the earth, determined altogether by the greatest value in exchange which he can realize. This is elementary. Commodities naturally tend to move from where they are relatively cheap to where they are relatively dear, and freedom of trade means more and more the elimination of obstacles to this natural movement. Thus trade is one thing and patriotism is something else.

In your editorial, the thought is implied that trade and patriotism should effect a reconciliation or have such reconciliation effected for them. Let us see. So long as "buy cheap and sell dear" is our motto, we have no cause for complaint. If we insist on our right, we must in reason allow the right of the manufacturer also, and refrain from subjecting him to sentimental patriotic restrictions, to which we have no intention of submitting ourselves. As an illustration, a farmer selects his merchantable potatoes for "export to the city market," saving the small and scrubby ones for his home consumption. The position means in effect our saying to the farmer, "See here, these your potatoes are offered to us at an exorbitant price out of all proportion to the cost of production. Henceforth and hereafter, you are to supply us with spuds at a fixed margin over what it costs to produce them and you are to notified accordingly herewith."

We can imagine that the reply though perhaps unprintable would be short and to the point. The fact is that we have been overlooking another elementary economic principle—that value is one thing and price is again something else, value being determined by cost of production and price by supply and demand. So far the manufacturer seems to have the best of the argument.

Now about a protective tariff? Funds are necessary for carrying on of Government—and this is one object, whether greater or smaller, in relation to the matter of protecting industries being in a accordance with our political faith.

Here, it seems, is a point where trade and patriotism come in contact. That we may grow to be a great country, we want industries to provide employment for an ever-increasing population. Cities compete for factories by offering exemption from taxes for a period of years—free sites, water supply, and so on. The city wants this particular industry to establish its plant within its borders, not for the plant itself as an addition to scenic effects, but for the increase in population which it will bring, furthering the ambition that we shall become the industrial metropolis of our section.

This desire (we do not go into a discussion of its merits) or ambition, is naturally betimes taken advantage of by the manufacturing interests to obtain concessions as above noted in exchange for locating at a certain point. This procedure, however, can hardly be taken exception to—a city wants something—pays for it and gets it, and a country does the same. As the city desiring increased population, grants a free site and exemption from taxes as an inducement for a manufacturer to establish his plant within its borders, so a country, by a protective tariff, which prohibits to a large extent the importation of a given commodity, offers a like inducement for the establishment of industries within the limits of its territory. The motive is not cheaper commodities but greater population—considered either from the civic or national viewpoint.

Now then, we as a country wanted this industry to establish here and have paid the price of protection—we have the industry, but it seems that we are growing dissatisfied with our bargain. If protection is no longer needed, if the period for which exemption from taxes was allowed has expired, adjustments may and must be made—but to say to any manufacturer, "You must see that the home market is supplied first"—is to use the language of childhood.

"Markets," which means "effective demand," are created by circumstances over which the manufacturer has no control and, given that effective demand in the home market, the same will naturally and necessarily be taken care of first. Let us be consistent.. Our patriotism was great enough to allow concessions in orders to secure the industries we wanted; we have them—they have brought us the additional population we desired, then why should we now quarrel over the terms of sale?

More than anything else, we should be very careful that we do not insist that the "home price" shall be based on the cost of production—in the sense of a fixed margin above that cost. Notwithstanding the decision of the Methodist Conference at Hamilton, this is a principle which, in application, would be subversive of freedom in far-reaching directions. Prices of commodities are determined by world conditions and are subject only within narrow limits to artificial manipulation as noted in the case of one of our Lumber Association's price lists, which has been described, not as representing so much the selling price of lumber as what the manufacturers would lie to get for it.

So long as any industry is not controlled by a monopoly or combine, competition between its members will keep prices at their proper level. In that direction lies the proper sphere of governmental regulation in keeping the channels clear of obstruction for the natural movements of trade. In the other direction of price-fixing,—margin over cost of production,—lies state socialism—the condition which Herbert Spencer predicted many years ago as the "coming slavery," which would be brought on themselves by those who are undeserving of free institutions. Shall we help or hinder its advent?

Yours, etc.,

C. J. BROOKS.

Toronto, Aug. 21st, 1920.

Settling Disputes—Fulfilling Contracts

Resolutions in the matter of settling disputes by arbitration and on the carrying out of contracts were recently adopted by the Long Island Lumber Dealers' Association in New York State. They will be read with interest and it is hoped profit by many sister organizations. The resolutions are:

Whereas, the honest fulfillment of contracts is essential to the stability of business relations and to the welfare of the entire building material industry, and

Whereas, the Long Island Dealers Association has insisted and does insist upon the fulfillment of orders on a rising market and,

Whereas, manufacturers and wholesalers of building material have generally fulfilled orders as accepted,

Be it resolved, that the Long Island Dealers' Association pledge its members to the fullfillment of all orders as given and accepted. If any member shall be reported as cancelling an order without good reason and purely because of market decline the circumstances shall be reported to the Arbitration Committee, and the Arbitration Committee shall in its discretion recommend that the name of such member be dropped from the rolls of the Association.

Be it resolved, that the Long Island Dealers' Association endorse the principle of arbitration in all disputes between buyer and seller and recommend that the respective State Associations provide definite machinery for the enforcement of such principle.

Lumberjack Never as Well Fixed as To-day

Yet He Jumps from Camp to Camp When He Should Get Busy and Produce—Shanty Life of Thirty Years Ago and What is Provided Now for Men

By "The Onlooker"

Important Meeting of Lumberers in 1858.

A special general meeting of the lumberers of the Ottawa and its tributaries, was held agreeable to a Public Requisition at Armstrong's Union Hotel on Saturday, January 9th, 1858, at 4 o'clock p.m., in Ottawa.

On motion J. Aumond took the chair, and T. Spence was requested to act as secretary.

The secretary having read the minutes of the last meeting, the chairman then briefly explained the object of this meeting, which was principally to arrange for the constituting of a "Board of Lumberers" and to appoint a committee to take the necessary steps in making application to Parliament at its first sitting.

Present: J. Aumond, J. Doyle per J. Egan's estate, R. Conroy, J. Skead, C. Hudson, John Dunlop, George Aird, Coll. McDonnell, Richard McConnell, Peter Aleyn, John Foran, D. McLachlin, Alex. McLaren, and others.

Moved by Mr. Conroy, seconded by Mr. McConnell.

That this meeting being of the opinion that the organization of a "Board of Lumberers" is of paramount importance to all interested in the lumber trade of the Ottawa, do hereby resolve that application be made to the Legislative Assembly of this Province, at its next session for an act of incorporation, whereby the said trade may be managed by such board, as to be constituted in the manner as may best conduce to the interests of all engaged and interested therein.—Carried.

Moved by D. McLachlin, seconded by J. Skead.—That with the view of carrying into practical execution the foregoing resolution, the following gentlemen be named as a committee to take all the necessary initiative steps for obtaining the said Act of Incorporation, or if found necessary, an amendment of the Ottawa Board of Trade, and that the member for Renfrew, together wtih the Hon. P. M. Vankoughnet, be requested to take charge of such bill (as may be framed) in its passage through the House of Assembly and Legislative Council, said committee to be composed of Messrs. Allan Gilmour, James Skead, G. and J. J. Harris, J. Supple, Geo. Bryson,, D. McLachlan, R. McConnell, James Doyle, R. Conroy, C. McDonnell.

Any three of the above-named gentlemen to form a quorum.

Moved by Mr. R. McConnell, seconded by Mr. J. Dunlop: That the quorum shall submit their proceedings before a general meeting, previous to the same being presented before the legislature.—Carried.

Moved by Mr. McLachlin, seconded by Mr. George Aird: That this meeting do resolve to form a fund by private subscription, to defray the expenses incurred in carrying out the requirements of the former resolutions, and that a list be now opened for the purpose; and that Messrs. James Skead, R. Conroy and Geo. Aird be a committee to call on all lumbermen to subscribe thereto.—Carried.

Moved by Mr. C. McDonnell, seconded by Mr. J. Doyle: That the synopsis of the rules and regulations now laid before this meeting for the future guidance of the Board of Lumberers, seem to this meeting fair and equitable, but this meeting representing, but a limited portion of persons engaged in the trade, consider that it would be premature to pledge the whole trade, to their adoption at this time; therefore refrain from doing so; but would suggest that as soon as the said board can act under Act of Incorporation, that a large meeting of all interested, directly and indirectly, shall be convened, when such rules and regulations could be considered and adopted, as would seem most judicious and advisable.—Carried.

Moved by Mr. Dunlop, seconded by Mr. Conroy: That all those who have not yet sent in to the hiring office their return of men employed, in reply to circular issued November 21st last, are requested to do so without delay in order that the blank certificates may be furnished to employers, previous to their paying any of their operatives off; and this meeting do trust that, for the general welfare of the trade that said certifiicates may be filled up and handed to the operative without any partiality whatever being shewn; and, further, that the nature and benefits of said certificates be clearly explained to the operative, and the necessity of their carefully preserving the same.—Carried.

Moved by Mr. J. Skead, seconded by Mr. Conroy, and resolved:. That a copy of the said resolutions be published in the Aylmer Times, By Town Gazette, Ottawa Citizen, Ottawa Tribune, Quebec Chronicle and Pembroke Observer.—Carried.

Moved by Mr. Conroy, seconded by Mr. J. Doyle: That Mr. Joseph Aumond, Esq., do leave the chair and D. McLachlin, Esq., be called thereto.

Moved by Mr. Doyle, and seconded by Mr. Skead: That the thanks of this meeting be given to J. Aumond, for his dignified conduct while in the chair.

Signed,

Thomas Spence, Sec'y. J. Aumond, Chairman.

The foregoing is a record of the minutes of what was probably the first meeting of lumbermen ever held in Canada. The gathering took place in Ottawa sixty-two years ago and all who then attended have passed to the great beyond.

The document is among the archives of Frank Hawkins of Ottawa, secretary of the Canadian Lumbermen's Association, who guards it as one of his most treasured possessions.

What a contrast with present-day conditions and the regulation of the roving, restless lumberjack of 1920. This first meeting made history for the Ottawa Valley lumbermen and years after had its effect on the general labor situation.

Take thirty years ago and all camps were pretty much the same with the same variety of food, but today, and even within the last five years there has been a vast difference, both as to food, camp conditions, protection for the men, and a general benefit all around for the workers. It costs the compaies more money, but even so the production is not there, and that is what counts.

Gone Are Old "Square" Timber Days.

In lumbering operations of the last forty years there has been a great change throughout the Valley. The old "square" timber days are gone, with their picturesqueness and real old camp life—which meant production. It is recalled within the memory of old lumber operators, that the passing of the last "square" timber raft through Ottawa, which was owned by William Mackie, some twenty years ago, stamped the beginning of a new era, not only in the form of logs taken out but in camp life as well. With the introduction of other modes of operation the camp life changed, and it is freely referred to that with the "square" timber production, "pork and beans" went too." To-day the men in the camps are no longer satisfied to live on such frugal though healthy fare.

All around camp conditions have changed. For instance, the workers in the bush now have the benefits of improved sanitation and of the Lumbermen's Safety Association. The latter to the general publis is looked at and passed over with a glance, but it means a whole lot to the lumber trade. In the winter months the inspectors go through the camps and in the summer months go over the mills, on the lookout for undesirable conditions and recommending for their improvement or elimination. In the old days "Safety First" was unheard of. Now it plays a big part in camp life and casts a serious responsibility on the operators. Then, again, there is the protection of the Workmen's Compensation Act, which lends further protection to the employee in the event of his being injured. A Safety Association or the Workmen's Compensation Act does not mean much to the general public, particularly if the public is buying lumber.

The public in general never heard of such bodies or if it did forgot them. But they cost the lumberman real money, which in turn is part of his operating expenses and has to be charged up at so much per M. when anybody buys lumber. Around a quarter of a million dollars was provided last year by lumbering companies for the Workmen's Compensation Act, The larger companies bore the major portion of the expense, as the general ratio is three per cent. of the payroll. This three per cent. does not simply mean the guaranteeing of money in proportion to the payroll. It is a payment direct to the Government, and, if say, John Jones has a payroll of $100,000, he pays $3,000 as his share. Jimmie Smith on the other side of the creek may only have a payroll of $10,000. He pays $300. But the employees of Jimmie Smith may run into more accidents than the men of John Jones, and John Jones has got to pay proportionately for them. It is a case of the big fellow looking after the smaller chap to his own disadvantage and loss. Naturally the big fellow learns by being "tapped," and thus he is about the first to appreciate the benefits of a Safety Association, with its object for the prevention of accidents, which in turn, means the reduction of further claims upon him under the Workmen's Compensation Act.

During the season of 1918-19 the claims were high, but it is expected that this and next year the percentage will be reduced and a more favorable balance obtained. The inspectors of the Safety Association look out for the general health of the camps as well as for possible means of avoiding accidents. In many camps the old "spitting box" has been eliminated, to the general benefit of the health of the camp workers.

The Grub and Lodging of 30 Years Ago.

Thirty years ago the men slept in the same building where they ate, with the camboose in the centre. They lived largely on pork and beans and bread. They slept mostly in the same blankets, year after year. Tea was then purchased by the men and cost them about ninety cents per pound. Nowdays tea is furnished to them free, and, in addition in the modern camps, the employees are provided with a menu that compares favorably with that of a large hotel. In some cases the food supplied by the companies is spoiled by the cook, but once this situation arises it is soon curbed and a new and more efficient cook put into the camp. All kinds of jams, several dried fruits, green cabbage, all kinds of pickles, fresh beef, the best of butter, potatoes, beans, pork, bacon, sausages, mincemeat, and in fact everything that goes to make up a healthful diet is provided for the men. The sleeping quarters of the men are in some of the camps of the bigger companies scrubbed as often as four times per week. The men do their own washing, and for the purposes of entertainment bring into the camp such musical instruments as they desire. The rule, "lights out," goes into effect and is enforced at nine p.m. On Saturday nights the men are given greater latitude. The best of blankets are furnished and nearly every year they are renewed, the old ones being used for horse covers.

Then, too, the facilities for purchasing what were in the old days considered "luxuries," have been improved. Now it is possible for the men to purchase pipes, cigarettes, tobacco, checkers, gum, etc., as their fancy wills, and they can also get clothing. The store is kept in the camp van, and the worker can almost buy anything he wants. Thirty years ago, the workers were tied down to the purchasing of only necessities, and in many cases if anybody wanted anything "fancy," they had to carry it in on their back at the start of the season. The lumbering companies do not operate the "van" or "store" for the purpose of making a profit but for the benefit that it gives to the men and to try to assist in making them more contented.

Safeguarding the Health of the Men.

Besides a qualified physician visits the camps once a month. In case of accident or sickness if a physician cannot be obtained provision is made for first aid treatment. Another important point is the obtaining of the advice of a medical practitioner before the camp is laid out. He looks after the water supply, location, etc., and as the season's operations progress the results of his efforts, knowledge and experience are shown.

In the early part of the camp operations live cattle are driven into the camps to furnish fresh meat, and later on frozen beef is sent in. Furthermore, several of the operators have of late years adopted the practise of establishing farms which contain a large number of well bred pigs.

When the camp is established, Mr. Pig, for the first part, is taken care of and fed. Later as he grows in size he is permitted to roam through the wilds with his mother. Soon he becomes accustomed to the forest life, and goes entirely away from the camp, not paying any attention to it, until the cold weather sets in or all of the nuts and roots he lives on, have become exhausted. Then he comes back to camp in the finest and sweetest of shape, and is further fed and fattened. As fresh pork is required for camp use the hogs are killed and the men get the best of pork, which the head of a well known lumber company described as being "even sweeter than turkey or chicken."

Taken all around the woodsman, today with the wages he is getting, and the food he is having provided for his livelihood, should be grateful that he is alive, instead of turning around and jumping from camp to camp, and get busy and produce, and if he considers himself as good stock, turn around and play the game squarely, as his sires did decades ago. Meanwhile let the public have an idea about the price of lumber. It's production that's wanted.

Main Factors Entering into Building of Home

Standardization of Parts and Cutting Material to Size are Principles General Public is Being Educated to Adopt—Time and Labor Elements

By L. R. Wright

The three main factors entering into the construction of a home are time, labor and material. It is claimed that these items may be conserved by having all the lumber items for a house cut to accurate sizes at the mill or factory as embodied in the ready-cut method of house-building. The principles involved, viz., the standardization of parts and the cutting to size and machining of all pieces at the factory, are not new, as they have been employed in steel construction work for many years. It is more a question of adapting these principles to wood construction and educating the general public to the saving and advantages that may be effected by their adoption.

The ready-cut method should not be confused with the portable or sectional house idea. The two are entirely dissimilar in construction. In sectional or portable housework, the house is built up in sections which are nailed together at the factory. The sections are shipped out and assembled and bolted together on the site. In the ready-cut house idea each piece is cut to size and length, and bevelled or notched, as required, at the factory. The carpenter does not have any cutting or fitting to do, but simply follows instructions and assembles the pieces as directed. In appearance and construction the ready-cut house does not differ from the type of building regularly adapted for residential purposes. Ready-cut houses may be built in all wood, brick veneer, stucco and wood or brick and wood.

The Canadian Aladdin Co., Limited, with head offices at Toronto, Ont., recently completed the first unit of the large factory that they are constructing at Peterboro, Ont., for manufacturing ready-cut houses. In addition to the Peterboro plant, this company operates branches at St. John, N.B., Brantford and Guelph, Ont., and Vancouver, B. C. The new factory is a modern, up-to-date, woodworking plant, equipped wifh the latest labor-saving production machines.

The first unit is a one-storey building, 100 x 200, of frame construction, with heavy concrete floors. The ceiling is high and the whole floor well lighted by a bountiful supply of natural light. The equipment is well spaced so that a large volume of work may be put through without over-crowding or confusion.

Location is Excellent One

The site consists of about 13 acres with excellent trackage facilities. A siding, 600 ft. long, runs through the porperty and gives connection with the C. P. R. and C. N. Rys. The factory is located along one side of this track and a large warehouse is to extend along the other side. The siding also facilitates the handling of the lumber and other material.

Electricity is the motive power employed, both an individual and group drive being used. A steam plant has been installed to heat the factory and dry kilns. The refuse from the factory, which is conveyed by a Sheldon shavings exhaust system to a large concrete vault in the boiler house, will be used as fuel. The dry kiln, which adjoins the boiler house, is a single-compartment, progressive type kiln, 20 ft. x 40 ft., and was installed by Sheldons, Limited, of Galt, Ont. This is a general-purpose kiln and may be used for both hard and soft woods.

A large number of what might be termed "standard plans," have been prepared covering a wide selection of houses and bungalows,

and ranging from the humble summer cottage to the more protentious permanent residence. A saving may be effected by working to one of the standard designs, but it requires special plans to be worked up to suit the requirements of the purchaser. In this case a small extra charge is made to cover cost of drawing the plans and working out the details.

Each Piece or Group is Numbered

The Engineering Department prepares these plans and also prepares detailed drawings, showing the size and other particulars of each individual item entering into the construction of the house. Each piece or group of similar pieces is numbered or otherwise identified. From these detailed drawings a list of material is made up which accompanies the drawings to the factory. Smaller lists are then prepared and given to the stock cutters and others who are responsible for preparing the material. As each item on the smaller lists is got out, it is bundled and the house or design number, quantity and size of pieces and identification number or name is plainly marked. Each item is picked off as got out. The material for each house is kept separate. Thus all confusion and errors are avoided.

The material is all worked to very accurate sizes. Such items as joists, 2 x 4's, etc., are dressed to standard sizes so that all calculations will work out correctly. Steel tapes, jigs and gauges of different kinds are used to insure absolute accuracy. The framing, jack rafters, siding, flooring and other items are cut to sizes and bevelled, if required. The only material that is sent out in random lengths is baseboards, picture mould and similar mouldings which, owing to the variation in thickness of the plaster, could not be cut to fit. When the ready-cut material arrives on the job, the work of the carpenters is all laid out for them. They simply have to consult the blueprints and directions, which are furnished, select the material as designated by the numbers or other identification marks, and begin the erection of the building. Everything is planned and prepared for them. Thus there is no time lost making calculations, measuring, laying out work, sawing, fitting, etc. The building operations become merely a matter of following instructions and assembling the ready-cut material.

The capacity of the new plant is two complete houses a day. With the installation of four additional swing saws, the output can be increased to four houses. This form of construction is also applied to garages, barns, stores, in fact to all kinds of buildings.

Value of Timber Cut from Live and Dead Trees

Prejudice exists in certain quarters against the use of timber cut from dead trees, and some purchase specifications insist that only timber cut from live trees will be acceptable. As a matter of fact, when sound dead trees are sawed into lumber, and the weathered or charged outside is cut away, there is no method known to the Forest Products Laboratory by which the lumber can be distinguished from that cut from live trees, except that the lumber from dead trees may be partly seasoned when sawed.

All the information available at the laboratory indicates that timber cut from insect or fire-killed trees is just as good for any structural purpose as that cut from live trees of similar quality, providing the wood has not been subsequently injured by decay or further insect attack. If a tree stands on the stump too long after it is killed, the sapwood is likely to become decayed or badly infested by wood-boring insects; and in time the heartwood also will be similarly affected. The same thing is true of logs cut from live trees and not properly cared for. Until the wood becomes affected by these destructive agents, dead tree wood should be just as strong and just as durable as sound live tree wood.

In considering the subject it may be useful to remember that the heartwood of a living tree is entirely dead, and in the sapwood only a comparatively few cells are dead. Most of the wood cut from trees is dead, therefore, regardless of whether the tree itself is living or not. Such being the case, purchase specifications, instead of providing that material must not be from dead trees, should state that material showing evidence of decay or insect infestation exceeding a specified limit will not be accepted.

Only Slight Difference in House Building

The increase in railroad freight rates authorized by the Interstate Commerce Commission will add slightly to the value of lumber to the consumer and the home builder. The increase varies for different regions, and it is estimated that it will average approximately 33 1/3 per cent., so far as lumber is concerned. That means the addition of one-third to the cost of transportation, but since such expense is but a relatively small part of the total value of lumber which goes into a house it is not to be expected that it will materially affect the building of homes, says a Chicago despatch.

Lumber weighs anywhere from 2,000 to 3,500 pounds per thousand feet, according to the kind of wood and its degree of dryness. Much of the yellow pine coming into Chicago takes a rate of 32½ cents per hundred pounds, so, in the case of lumber weighing, say, 2,800 pounds per thousand feet, the transportation cost amounts to $9.10 per thousand. Douglas fir shipped from the Pacific Northwest to Chicago is hauled by the railroads at a charge of 60 cents per hundred pounds, so that the freight charges on a thousand feet of Douglas fir weighing, say 2,500 pounds, would amount to $15. An increase of 33 1/3 per cent. in the freight rate means adding about $3 to the cost of transporting yellow pine from the South to Chicago and $5 to the cost of Douglas fir from Oregon and Washington points to Chicago.

With yellow pine lumber selling at $70 per thousand feet the old rate of transportation of $9.10 per thousand feet formed 13 per cent. of the total value. Under the new rate the cost of the railroad haul will be about 17 per cent. of the value. In the case of Douglas fir selling in Chicago at $70 per thousand feet the old freight charges formed 21 per cent. of the value, while under the increased rate the freight haul will form 29 per cent.

The figures given apply to Chicago only, but they are illustrative in a general way to all sections of the country. The man who is going to build himself a home and who may use a total of twenty thousand feet of lumber in its construction, is not going to let the increase in the value of lumber due to the advance in the cost of transportation, deter him from carrying out his purpose. The added investment on twenty thousand feet of lumber would mean to the man in Chicago buying yellow pine but $60. On a house costing $5,000 to build the increase of $60 amounts to 1.2 per cent. Lumbermen generally do not believe that the home building movement of the country will lag by reason of the slight increase in the investment due to the coming advance in the cost of hauling building materials.

An Aggressive Eastern Lumberman

Louis Rolland, Montreal

Louis Rolland, who recently commenced business as a wholesale lumber dealer under the title of "The Rolland Lumber Company, Limited," 62 St. James Street, Montreal, was born in 1888. After completing his education, he took up, in 1905, a position with his father in the Rolland Paper Company, Limited, where he was employed, starting in the shipping department, and resigning his position in July, 1910, when he occupied the position as assistant to the sales manager. Resigning from the Rolland Paper Company, Limited, he took a position with the Standard Mills Company, which was subsequently bought by the Seaman, Kent Company, Limited, of Meaford, Ont., and stayed with the latter company as manager of their Montreal branch until the spring of 1911. Early in the same year, he went with the Georgian Bay Shook Mills, Limited, of Midland, Ont., and remained with them until the end of 1913, representing them in various territories and securing a large amount of business.

He resigned from this connection to start in business for himself in 1913, when Louis S. Rolland & Company was registered, Mr. W. S. Blair being also interested; and in December, 1914, the firm of Blair & Rolland, Limited, was incorporated. At the termination of the year 1919 Mr. Rolland resigned his position with his late associates and left almost immediately for England and the Continent as representative of one of the largest import, export and banking houses.

Upon Mr. Rolland's return to Canada, and upon completing his work with this organization in June last, he incorporated his present company, The Rolland Lumber Company, Limited. The endeavors of the Rolland Lumber Company will be mainly exerted in the export business, the stock dealt in consisting of spruce and white pine. The stocks carried which are not exportable are disposed of on the local and American markets. Already some very healthy business has been concluded with the various connections abroad.

Eastern Lumber Firm Sues Big Loss

A disastrous fire, which consumed property estimated to be worth $300,000, broke out recently in the lumber yard of the Edward Sinclair Lumber Company, about three miles from Newcastle, N.B.

About 4,000,000 feet of boards, deals and logs were consumed, as well as four houses belonging to the company. The loss is partly covered by insurance.

Value of Greater Co-operation in Business

Education and propaganda are accomplishing more in the open field than could even have been accomplished by the methods of secrecy. The world needs Trade Associations of the right kind and progressive men are anxious to affiliate with their trade organizations because they realize the value of it to them and because they want to assist their competitors and make better business men out of them. What the good association member does for the trade.

By Charles A. Bowen, Detroit., Secretary of National Retail Lumber Dealers' Association

Charles A. Bowen, Detroit, Mich.

There are still some men who what the general conditions which are surrounding business today indicate the value of a greater cooperation between men in the different lines of business than ever before.

There are still some men who question the value of organization, but these are very much in the minority and the Association effort is growing greater and larger each year. Trade and Industrial Associations which exist in practically every one of commercial endeavor today, find their logical basis for existence in three self-evident facts.

One is unity in any line of business means strength to the individual; the second is, that accumulation of individual strength means power to the Association, and the third is, that intelligent direction in the use of such power means inevitable progress and success which all are striving to attain in their line.

The time has come when these Associations must, however, prove their value. The old way of Association springing up merely for "a good time" and to create a secretarial position for "some good fellow" is past, and it is much more serious business now than formerly.

Associations must be of some value to their members, but upon the other hand, unless the members will also contribute their time, thought and effort, the Association cannot, no matter how well managed, reach a high state of perfect functioning. There are many lines of endeavor to which an Association should devote itself, all with the final and ultimate end in view of assisting those, in the particular line of business which the Association represents, to determine the simplest, straightest and most applicable method in the proper handling of their wares and in the elimination of waste, and in the reduction of the cost of handling for the benefit of the ultimate consumer and the general public.

The Necessity of Associations

Business men are more and more coming to the realization of the fact that, by co-operating with their fellow-man in the same line of business, they are securing information and data which they are notable to secure in any other way; that they are able to overcome many of their difficulties by constant interchange of ideas, and that the information which is gathered by their Association and disseminated to them is worth many thousands of dollars each year.

They realize also that the best method for them to function in matters of legislation is through their own Trade Associations, whether they may be State or National, because they are a unit in their Associations and they know whereof they speak. A National Association is, therefore, necessary and important, if it functions properly along these various lines.

The public are beginning to understand the different lines of business more than ever before through the publicity of their National Associations, and the members are beginning to get a better grasp upon their Cost Accounting methods, their Advertising methods, their Promotion methods and their labor problems, and best of all, they are giving more thought as to how all of these matters, properly worked out, are going to be for the best advantage of the general public—their customers.

Growing in Importance and Respect

Association work has, by no means, yet reached its perfect state, but it is growing, both in importance and in respect from the public. The order of things has passed away, and the searching light of publicity is now being turned upon all of the functions of the proper kind of organization itself. Education and propaganda are accomplishing more in the open field than could ever have been accomplished by the old methods of secrecy.

The world needs Trades Associations of the right kind, and the concerns or the individuals in any line of business who are not taking their proper place within the association organized for them and their benefit are derelict in their duty and are losing a great opportunity. Progressive men are anxious to affiliate with their trade organizations, because they realize the value of it to them and because they want to assist their competitors and make better men out of them.

The good association member is the one who gladly accepts the suggestions of methods recommended to him by his association and puts them practice, when assured that they are the result of expert investigations covering their entire field. He also is willing and anxious to give to others, through his association, the benefits of his own experience.

He looks upon the association "as his association," and feels responsible for it as to its success or failure. He attends its conventions and takes an active part, contributing as well as absorbing information and ideas. The cost of keeping it up is a secondary matter with him as he knows that he will get value received many times over if he will do his share. Such a man is a good citizen, is valuable to his industry and is appreciated by the public.

The Fourth Annual Convention of the National Retail Lumber Dealers' Association will be held in St. Louis, Mo., Sept. 7th and 8th, 1920, at the Planters Hotel. All retail lumbermen are welcome and invited.

Pulled Pipe Stem from His Throat

Henri Lacroix, of Sturgeon Falls, Ont., who was in St. Joseph's Hospital at Sudbury over a month, left the hospital recently, having undergone one of the strangest experiences on record. He swallowed the stem of his pipe and recovered it after ten weeks' time without the aid of a doctor. In May last Mr. Lacroix, who worked at the Spanish River Pulp and Paper Mill at Sturgeon Falls, was thrown into the mill race at the plant and pinned under some machinery which fell from the jack ladder at the same time. He had several ribs broken, suffered a dislocated shoulder and was under water for three minutes, coming very near death by drowning. He was resuscitated and it was then discovered that he had swallowed the stem of his pipe in the accident.

It was a curved stem about four inches long, and it passed into his stomach. From that time until lately the stem had remained within him, sometimes pressing against his heart, sometimes coming up in his throat, and at other times remaining passive. He asked that an operation be held in order to remove it. This was nat necessary for while lying in his cot one morning Mr. Lacroix became aware that the stem was coming up in his throat. He managed to catch it with his fingers and withdrew it. He is keeping the pipe-stem as a reminder of the strange occurrence.

Hope Lumber Company's Activities

The Hope Lumber Co., Ltd., of Thessalon, Ont., was recently incorporated to take over the businesses formerly known as the Hope Lumber Co., and the Hope Operating Co. The new organization has an authorized capital of $750,000, and is empowered to manufacture and deal in lumber, timber and other forest products. G. A. Mitchell is president of the company; J. J. McFadden, vice-president; C. N. Carney, general manager, and W. F. Cameron, manager.

The Hope Lumber Co. bought the business in 1916 from the estate of E. B. Ford, Bay City, Michigan, and has operated the mill ever since with encouraging success. The daily capacity is about 100,000 feet, and the output consists chiefly of white pine, red pine and spruce. Shipping facilities are excellent both by rail and water, and the company has piling room for fifteen million feet lumber. The mill is equipped with one double-cutting Waterous band mill, one single-cutting Waterous band mill and one Weeks gang saw. There is also a lath department containing a Payette lath mill. The Hope Lumber Co. operate several camps each year, and market their products chiefly through wholesalers.

Personal Paragraphs of Interest

E. W. Tobin, M.P., Bromptonville, Que., who is president of the Lotbiniere Lumber Co., and wife, are on an extended tour of Europe.

John M. Barry, of the Barry Lumber Co., New York, was in Toronto recently calling upon the trade.

S. P. W. Cooke, of Cooke Bros., wholesale lumbermen, Montreal, spent a few days in Toronto recently, calling upon the trade.

F. J. Niven, secretary to Hon. Beniah Bowman, Minister of Lands and Forests for Ontario, and Mrs. Niven have returned to Toronto from a holiday trip to the head of the Great Lakes.

J. R. Carter of the Fesserton Timber Co., Toronto, returned recently after spending a holiday at Milford Bay, Muskoka, and Honey Harbor, Georgian Bay.

J. W. Slater, of the Hocken Lumber Co., Toronto, returned recently after spending a pleasant holiday at West River and other Northern Ontario points.

L. D. Barclay, of the Canadian Western Lumber Co., Toronto, has returned from a holiday trip to Duluth and other points on the Great Lakes.

Thomas Hancock, retail lumber dealer, 1372 Bloor St. West, Toronto, is erecting a handsome new brick office, which is rapidly nearing completion.

F. R. Logan, of Dunfield & Co., wholesale lumber merchants and exporters, Halifax, N. S., was in Toronto recently and called upon a number of friends in the trade. He is a son of Hon. F. J. Logan, who is a widely known lumber merchant.

Dr. E. M. Dechene, deputy minister of Lands and Forests, Province of Quebec, has been on a visit to the West to study the latest methods of preserving lumber. He was accompanied by Mr. H. Kieffer, forest engineer.

C. H. Roper, for many years with John Poag & Co., Limited, Hamilton, is now engaged in business for himself as a building contractor. Mr. Roper has many friends who wish him every success in his enterprise. His yards are on Westinghouse Ave. and his office at 81 Carrick Ave., Hamilton.

The Fesserton Timber Co., Limited, of Toronto, have opened an office at 810 Dominion Block, Vancouver, which is in charge of George W. Abraham, who has been associated with the lumber industry of the Pacific Coast province for a number of years and is well known to the trade.

Ralph S. Plant, of the Vancouver Lumber Co., Vancouver, has arrived in Toronto and will be associated with Kenneth M. Brown, eastern sales representative of the company. He is a brother of Charles Plant, of Vancouver, general sales manager of the company and formerly its Toronto representative.

F. Kent, of the Seaman-Kent Co., hardwood floor manufacturers, Toronto, spent a few days in Chicago. He said that the Canadian lumber market is not materially different from that in the States, the same general conditions prevailing on both sides of the boundary.—American Lumberman.

H. R. MacMillan of H. R. MacMillan Export Co., Vancouver, B.C., spent a few days in Toronto recently on his way to the Coast. Mr. MacMillan was recently in India, where he secured an order for some eight million feet of creosoted British Columbia ties from the Government of India. The consignment will be shipped towards the end of the year, and will be loaded for discharge at Calcutta.

C. J. Brooks, of Toronto, who for several months past has been Eastern representative of Timms, Phillips & Co., of Vancouver, has joined the selling staff of Rose-McLaurin, Limited, Toronto, and will enter upon his new duties this month. Mr. Brooks is well known to the trade in the East, being well thought and well spoken of by a large circle of friends in the industry.

L. J. Linton, who for several years has been eastern Ontario representative for Terry & Gordon, Limited, Toronto, has been appointed sales manager of the firm and entered upon his new duties. Mr. Linton's many friends will congratulate him on his well deserved promotion. Previous to coming to Toronto five years ago, he was with the Rathbun Company in Kingston for two years and then was eleven years with the Frontenac Lumber Co., Kingston. Mr. Linton has had an all-round, thorough experience in the lumber industry. A. E. Richards, late of Prince Rupert, succeeds him as Eastern representative.

Albert Lammers, of Lammers Bros., Stillwater, Minn., died while making a visit to his son, Walter Lammers, who is manager for the Adams River Lumber Co., at Chase, B. C. Mr. Lammers had been in the logging and lumber business with his brother, George A. Lammers, at Stillwater, Minn., for the last forty years, but during the last few years he had been spending most of his time in the South with headquarters at Jacksonville, Fla., looking after mill and timber interests there. He was about sixty years of age. A widow and three sons survive him. The three sons, Walter, Roger and Wyman, are all living in Chase.

W. D. Bayley, Sr., father of W. D. Bayley, M. L. A., for Assiniboia, died recently in Winnipeg, aged seventy-seven years. He had resided in that city for forty-eight years and was a native of Bristol, Eng., emigrating to Canada in 1862. Mr. Bayley farmed in the Muskoka district of Ontario for ten years before he came west to identify himself with the early lumber companies of W. J. Macauley and D. E. Sprague. He was a member of Grace Methodist church, and was for some time vice-president of the Y.M.C.A. In fraternal circles Mr. Bayley belonged to the Good Templars, and for the past 30 years was a member of the A. O. U. W. of the Canadian northwest.

Mrs. Carter, wife of W. W. Carter, president of the Fesserton Timber Co., Toronto, who along with Mr. Carter, is on an extended trip to the West, had a rather unpleasant experience in Vancouver, recently. She was going along the street and was wounded by a bullet from a revolver in the hands of August Wendt, when he attempted to shoot Ole Lien, on Granville street, whom he found in company with Mrs. Wendt. Wendt was placed under arrest on a charge of shooting with intent to kill. Latest advices received from the west state that Mrs. Carter was not seriously injured, the bullet grazing her back. Her escape, however, was a miraculous one, and the news at the time created considerable uneasiness among her friends in the East.

A. F. Bury Austin, manager of H. Bourgouin, wholesale lumber dealer, Montreal, recently passed away. Mr. Austin, who was 54 years old, was absent about two weeks from the office, and gradually became worse. He was the son of the late Henry W. Austin, Lord Chief Justice of the Bahama Islands. Mr. Austin was in the lumber trade practically all his business life, and knew it in nearly all its phases —bush operations, manufacturing, and selling. He was at one time in the lumber buying department of the C. P. R., and after that was in business on his own account. Later he was lumber agent for the Great Northern Railway, and five years ago was appointed manager for Mr. H. Bourgouin. Mr. Austin has many warm friends in the industry.

Lumber Firms Have Jolly Picnic

The annual picnic of the Consumers' Lumber Co. was held at McKittrick's Survey, West Hamilton, on August 21st, and was an unqualified success. The staff of the Long Lumber Co., Hamilton, was challenged by the employees of the Consumers' Lumber Co. to a baseball match and the former was successful by 10 to 7 in a nine inning contest, which was replete with brilliant catches and sharp fielding. Not satisfied with the first reverse the Consumers' Lumber Co. challenged the Long Lumber Co. to a second combat, with the result that the Long Lumber Co. were again victorious. For the winners, the battery was Guy H. Long and Bert Harper and for the losers Wesley and Watson. Milton Zimmerman was the umpire at the home plate and W. M. Findlay, of Toronto, the umpire on the bases. Afterwards lunch was enjoyed, a programme of races carried out and a good time spent generally.

Fifty Million Feet of Logs Handled

The St. John River Log Driving Company's lower corporation drive was completed recently, the river being cleared of logs which have all reached the company's booms here.

The quantity of lumber driven this year was somewhat in excess of last year, the total amount coming through the lower corporation being between forty and fifty million feet and thus far about half of the total quantity has been rafted at the Douglas and Mitchell booms.

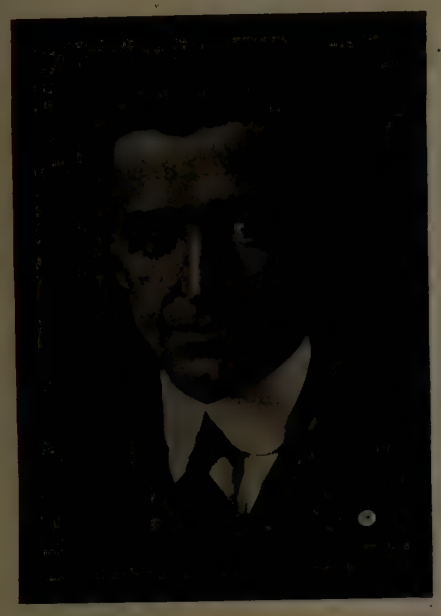
This is about the usual season for the conclusion of the corporation drive, although last year low water delayed the completion of the drive until November 12th. Capt. A. W. Grant, formerly of the Southampton freight packet, was in charge of the navigation of the fleet of boats used on the drive this year.

Valuable Reference in Pulp Arena

The Canadian Pulp & Paper Association has issued an admirably illustrated and highly instructive publication of 120 pages, entitled "A Hand Book of the Canadian Pulp & Paper Industry." A vast amount of information is contained within its pages not only regarding the expansion and development of the industry but also relating to exports, imports and production, Canada's pulp resources, Canada's waterpowers, how paper is made, pulp and paper facts, etc. There are a number of splendid half-tone illustrations of representative plants and a complete directory of Canadian mills, their officers, output, etc. A brief history of the leading companies is given, together with the capitalization, pulpwood supply, waterpowers, mills, tonnage, assets, earnings, etc. The preparation of the mass of information in the volume must have entailed an immense amount of work on the part of the officials of the Association.

Imagine This World Without Lumber

By H. R. Isherwood, St. Louis, Mo.



H. R. Isherwood, St. Louis, Mo.

Suppose that between midnight and morning some strange and mighty power were suddenly to strike every vestige of lumber from the world's entire equipment — what would be the effect upon the welfare of Man?

Here is a startling challenge to the imagination, a suggestion calculated to strip the problem to its naked proportions. Try for ten minutes to see the world as it would look if lumber and all wood products were bainshed from the field of commerce and industry and you will be astonished by the sobering vision that will unfold.

Focus every faculty of your mind upon the task of seeing your familiar world as it would appear if swept clean of every board foot of lumber and wood products. You will feel that your eyes have been opened to an economic revelation!

No thinking man can face that vision without a shudder. Instinctively he will shake himself loose from its spell as from the clutch of a night-mare in which the world has become confused, fantastic, out of focus.

The whole fabric of commerce and industry would be swept into chaos. The picture grows more repugnant with every second that we survey it. But a steady look at it is salutary. It would mean turning back the clock of civilization for a century or more. The famine would spread and affect every industry. It would mean, in short, a world in which Commerce would be the victim of the Sleeping Sickness and Industry would drag and fall under the fatal load of locomotor ataxia. But turn from this dark picture to the splendid realities of the present and the bright certainties of the future.

Every community has an interest in its lumber dealer. Of all the sellers of goods at retail, he is the most important factor in community development, because what he sells usually becomes a visible and lasting part of the community. It may be truthfully said that he sells the very stuff out of which communities are made. In new territories he is the first merchant on the ground; and in established sections he is the last merchant to go out of business.

Moreover, it is an interesting fact that any community is about as wise and progressive as its leading retailers—no more and no less. If the people of any community are ahead of its retailers they usually soon open a way for a live retailer—sometimes by the negative method of starving the backward retailer by sending trade out of town. But if, on the other hand, the lumber dealer is always a little ahead of his community, always alertly anticipating its needs and desires, he can make that community move forward faster and faster while at the same time he is increasing his own income, standing, and future prospects. Therefore, in a special sense, the lumber dealer is a builder of his community—and a lot of that community's future depends on him and his ability.

Heavy Crop of Spruce Seed

The Commission of Conservation has received reports from a number of points in Ontario, Quebec and New Brunswick indicating that this is an exceptionally heavy seed year for white spruce in eastern Canada. There promises to be a good yield of white pine seed as well. Last year there was practically no spruce seed in eastern Canada. Heavy seed years for spruce and pine usually occur only every fourth year, therefore those who wish to collect the seed should take advantage of the abundant crop this year.

White spruce seed ripens in September and the cones should be collected just before they open. If picked too early, the seeds will be immature, and if left till the cones open, the seeds will have dropped out.

The increasing attention being given to reforestation has developed a large home market for tree seeds. In addition to the various governmental and commercial nurseries, several of the pulp companies, including the Laurentide, Abitibi, Spanish River and Riordon, have nurseries. There are also good markets in the United States and Great Britain for Canadian tree seeds. Heretofore the nurseries on this continent have had to depend largely on European seed owing to the limited amount of native seed collected. The European seed has not been entirely satisfactory; our climate and hardy native stock is preferred when obtainable.

During the last few years the demand for tree seeds has always exceeded the supply and this spring $10.00 per lb. could be secured for white spruce seed. This, however, is exceptionally high, $5.00 being considered a reasonable price. The cost of collecting and preparing the seed for the market varies with the local conditions.

Points to Observe When Ordering Lumber

AN Eastern U. S. lumber firm has formulated several points to observe when ordering lumber. The suggestions are well worth keeping in mind:

1. Consider carefully points you wish to cover in your order.
2. Shippers must be financially responsible, or satisfactory to you by reputation.
3. Terms.
4. Time of shipment, approximately.
5. If orders are given to traveller, have it understood that before his company enters the order, his company mail you an acceptance so worded that you will be mutually agreed on all points.
6. Wire order for transit cars is very dangerous.
7. Consider the terms, grading, method of working, widths and thickness will be according to custom rules at shipping points unless otherwise agreed.
8. Dryness, Air on Kiln-Dried.
9. If Air-Dried, it is best to go by weight, since most trouble will come from South Western Short Leaf, on account of stain, etc.
10. If kiln-dried, especially in expensive woods, must be done with modern equipment; case hardened, warped, split split output won't do.
11. Flooring, ceiling and all worked lumber be sure and agree on percentage of lengths and widths.
12. Thickness, whether rough or dressed, have your shipper note what he intends to ship.
13. Kind of car, rack, box or open car.
14. If high priced material car roof must be tested for leaks.
15. Routing.
16. Discount, amount, when.
17. Mention bundled or loose stock. In flooring and ceiling, how many pieces to bundle.
18. Hemlock mention grade No. 1, Merchant, or No. 2.
19. Lath, be careful about widths, thickness, and lengths
20. If lumber is purchased at shipping point, agree on freight rates.
21. Working of flooring, hollow back, planed one side and matched, or planed one side and centre matched.
22. All hardwood flooring must be according to the Hardwood Manufacturers' Association Rules, as regarding grades, percentage of lengths, etc.
23. Do not confuse Coast Stock, especially in Roofers and Flooring, with South Western, as to the grades and working.

Pulpwood Great Industry of North

Speaking recently at a big picnic held by the United Farmers of Ontario at Monteith, R. A. McInnes, manager of the Abitibi Power and Paper Co., Iroquois Falls, Ont., referred to the close connection of the pulpwood industries with the development of the North. The interests of the North were the interests of the pulp and paper companies.

The chief difficulty he saw was that the North up to the present had not spoken with one voice. He had great difficulty in getting at the facts in regard to what was best for the North. It was no use going to the Government and saying the North wanted something. The people must get together, decide what they wanted and what was best and then approach the Government with a definite programme.

The future of the North lay in pulpwood, the ministers had said. That was true, but he would add that the interests of the pulpwood industries and of the farmers were identical. Settlement was badly needed in the North and the pulpwood industries furnished the market for these farmers.

He gave figures showing that a million square miles of forest had been destroyed by fire in the past few years. That meant that what fire had destroyed in one year would have kept ten mills as large as the Abitibi going day and night for 14 years.

What was to be done? The thing to do was to figure out a definite scheme of fire protection and then go to the Government with it. The future of the North was bound up in the production of the forests, so scientific cutting, etc., must be adopted to control the forest wealth. After fire protection there must be arrangements for reseeding, either by nature or artificially.

Few people realized what the pulp industry meant to the North. The Abitibi Co. paid last year three and a half millions in wages alone. Then there were other mills at Smooth Rock, Kapuskasing and so on. In a few years the wages paid annually by these and new mills would run to the enormous total of $15,000,000.

Another sign of the importance of the North was that the Abitibi Co. had paid in freight to the T. & N. O. in the past year $950,000 and the other companies in proportion.

The investment in the past three years by pulp companies had been $60,000,000 in the North country and it was just beginning. That showed the enormous importance of the industry to the North.

Where does the farmer come in? The pulpwood industries must have settlers; they must have produce and labor. First comes the large industry, then must come the settlers; roads are needed. The companies and the settlers must work together. It is useless for the people of the North to act individually. They must first work out a programme for the North and then go to the Government and get what they want.

Model Pulp and Paper Town Planned

According to plans now being made by Premier Drury, Kapuskasing is to be made a second Iroquois Falls. In the latter place the Abitibi Company owns the town-site and has brought into being as fine a modern little town as there is in the province. It is the intention of the Ontario Government to make this place similar.

The Premier declined in making the agreement with the Spruce Falls Pulp Company to turn over control of the townsite. That has been retained and the first step to be taken will be to have the Government engineers lay out a new townsite on modern lines. The Premier has also ensured the town of an ample supply of electric energy by pledging the Pulp Company to reserve ten per cent. of its power production for the town. Likewise 15 per cent. of its newsprint output will be reserved for sale in Canada under the agreement.

New Brunswick After Pulp Mills

"Any complaints, whether British, Canadian or American, which have a proposition to develop pulp and paper enterprises in New Brunswick will receive every encouragement from the Provincial Government," said Hon. W. E. Foster, Premier of the Province, "Our general policy towards pulp and paper enterprises is embodied in the statutes of the province, and provides for the granting of licenses to cut on the Crown lands for the purpose of manufacturing pulp and paper under what are very reasonable terms. These licenses extend for a period of thirty years, and are subject to renewal for a further period of twenty years. They may be exchanged for a saw mill license.

"The Government is now going ahead with the work of developing water powers in various parts of the province. One object of this departure is to encourage industrial development. Where a water power is developed as a public enterprise, it is the intention to offer power at as low rates as possible to any private company wishing to establish a pulp and paper plant in the neighborhood. Any company which comes to the government with a reasonable proposition to develop a water power in various parts of the province. One object of this de- enterprise will be given not only encouragement but assistance in a financial way, due regard being had to the public interests. While we are going ahead with water power development as a public enterprise, we are ready also to encourage private enterprise in connection with water power development, especially if there is an industrial project associated therewith."

Will Pulpwood Prices Break?

E. R. Heyland of the Thompson and Heyland Lumber Co., Toronto, recently returned from an extended trip to Quebec and New Brunswick, where he was looking over the pulpwood situation and studying market conditions. He says that the production will be very large this season. Owing to the comparative quietness of the lumber market many men who were formerly engaged in logging are now cutting pulpwood and there is an impression in some quarters that the high prices which now prevail in pudpwood are due to break this winter. If the break should come there will be a lower rate for pulp and paper set in. The car situation in the east is serious and is likely to become worse this fall and winter.

Mr. Heyland states that in Quebec fifteen thousand cords is the limit on any transaction which the banks will finance. While the prospects are that there will be an overproduction in pulpwood, there is not a great quantity for immediate delivery, so it is stated. In Quebec the mills are paying, for next year's delivery, from $18 to $20 per cord for peeled spruce and balsam, while rough, unpeeled wood is quoted at $11 to $12 for delivery in 1921. In Ontario the price for unpeeled wood is from $11 to $14. A great demand has set in for poplar, owing to the attractive prices paid and the product in that line is now reported away over the requirements of the market. At country points the figure prevailing is from $12.50 to $13.00. Peeled spruce is quoted from $17 to $18.

Northcliffe Buys Gulf Pulp Company

The most important purchase made by English interests of Canadian pulp holdings has now been closed as the result of the Northcliffe interests, of London, England, having purchased a two-thirds interest in the Gulf Pulp & Paper Company, at Clarke City, below Quebec. This is the company owned by the members of the Clarke family.

Following their purchase, the Northcliffe interests have formed the Imperial Paper Mills, Limited. The remaining one-third of the interests in the company is being purchased by other London people who are interested in the purchase of paper. The price, it is understood, was $3,000,000 United States currency.

How Pulp and Paper Exports Grow

Pulp and paper exports from Canada for April, the first month of Canada's fiscal year, reached a total value of $8,172,356, as compared with $4,968,939 for April, 1919, an increase of $3,203,417. They were made up as follows:

Month of April	1919	1920	Gain
Paper & mfgs. of	$3,630,238	$4,729,354	$1,099,116
Chemical pulp	1,120,990	2,936,633	1,815,643
Mechanical pulp	217,711	506,369	288,658
	$4,968,939	$8,172,356	$3,203,417

The greatest gain was in unbleached sulphite, of which 397,359 cwts., valued at $1,587,236 were exported in April this year, as compared with 87,786 cwts., valued at $352,485 last year. Of bleached sulphite, 131,161 cwts., valued at $728,669, were exported this year, as compared with 80,259 cwts. valued at $363,732 last. Exports of sul-

phate (kraft) pulp for the month amounted to 163,535 cwts., valued at $620,728 this year, compared with 131,375, valued at $404,773 last. Exports of mechanically ground pulp for the month were 198,664 cwts., valued at $506,369, this year, and 161,449, valued at $217,711 last.

Newsprint formed the principal item of the paper exports for the month. There was, however, a falling off in quantity although an increase in value, there being 899,342 cwts., valued at $3,827,541, exported this year, compared with 920,592 cwts., valued at $3,160,318 last.

Exports of pulpwood for the month amounted to 40,433 cords, valued at $420,741, a decrease from 68,680 cords, valued at $629,189, a year ago.

The distribution of the month's exports was as follows:

	United Kingdom.	United States.	Other countries.
Total paper	$344,517	$3,730,682	$654,155
Total pulp	514,568	2,506,825	421,509
Pulpwood	.....	420,741	
Totals	$859,085	$6,658,248	$1,075,664

New Pulp Plant on St. Maurice

A Montreal bond company announce that they have recently underwritten the entire issue of $2,400,000 of bonds and debentures of Manouan Pulp and Paper Limited, carrying a bonus of common stock.

This company, which was organized about ten years ago as a holding company, is now developing power on the St. Maurice River, just below the confluence of the Manouan and St. Maurice rivers. They have also owned for many years extensive pulp limits adjoining Laurentide, Belgo-Canadian and St. Maurice Paper Company Limits.

It is proposed to build a 100-ton ground pulp mill immediately, with the ultimate idea of adding later, the power now being developed being more than sufficient for that purpose, consisting as it does of about 38,000 h.p. The power which is known as Allard Falls, is one of the last remaining large power sites on the St. Maurice.

Want Pulpwood Cargoes Released

F. H. Keefer, K.C., representing the Russell Timber Company, Port Arthur, held a conference with Premier Drury recently, at which the Government was asked to release two boatloads of pulp wood, one at Sault Ste. Marie and the other at Fort William. On one boat there are 400 cords and on the other 1,100 cords. Mr. Keefer pointed out that the company had over 15,000 cords yet tied up as a result of the Russell-Latchford investigation, and that this would more than satisfy all Government claims against the company. The Government will probably allow the wood to be shipped.

Mr. Backus Will Erect Big Plant

The by-law selling the municipal power plant to the Backus interests was carried recently by a vast majority. In addition to the sale of the power plant the by-law fixes the present assessment of the Backus interests here at $300,000 for ten years, and also grants exemption from all but school taxes for a like period on all additional lands up to 125 acres they may require for the purpose of the immense pulp and paper industry they propose to establish here.

The company agrees to sell power to the town for its utility service at $20 per horsepower per year. It now costs the town $27. The agreement approved by the passing of the by-law is conditional upon the company securing the English River pulp limits, which consists of 2,500 square miles north of the Lake of the Woods district.

How Pulp Consumption Has Aviated

From a purely Canadian viewpoint, the most important point, however, is that the United States publishing houses cannot be supported solely by United States forests. If operated to capacity, and if wholly dependent upon the resources of New England and New York, the pulp and paper mills of the Eastern States could exhaust their resources in ten or eleven years. They must, therefore, draw upon the resources of Eastern Canada, of the Pacific Coast states and of British Columbia, said James White of Ottawa, assistant to the chairman of the Commission of Conservation, before the Rotary Club recently in Vancouver.

Despite the enormous demand and the unprecedented increase in prices, the United States production of newsprint has been practically stationary since 1913, hence the enormous increase of production in Canada. The Canadian pulp and paper manufacturing end employs 25,000 persons. Obviously, it is contributing on an increasing scale to our exports to correct the balance of trade, which is running so heavily against us.

"In 1910, Canada manufactured 161,000 tons of newsprint and exported 25,000 tons," added Mr. White. "Nine years later, in 1919, we had increased our output 400 per cent. to 808,000 tons and our exports had increased 2,400 per cent. to 624,000 tons," said the speaker. In the year 1919-20, 80 per cent. of our exports of pulpwood, pulp and paper went to the United States. These exports were valued at $113,000,000, nearly double the exports of three years previously."

In 1918, the United States consumed 5,250,796 cords of pulpwood. Of ths amount, 1,017,845 cords, or nearly one-fifth, was imported from Canada, Quebec, contributing 70 per cent. and Ontario and New Brunswick about 15 per cent. each.

"Canada is supplying about one-fifth of the pulpwood used in the United States, about one-ninth of the wood-pulp and one-third of the newsprint. Or, in all, our resources are supplying in the unmanufactured, partially manufactured and manufactured states about 55 per cent. of the newsprint used in the United States," Mr. White declared.

"The next problem is: How long will our supplies of pulpwood last? Eastern Canada has a sufficient amount for about 50 years at the present rate of cutting and ignoring the annual growth." While there is a large amount of pulpwood in the prairie provinces the spruce and balsam is widely scattered and mixed with popular, thus rendering exploitation on a large scale almost prohibitive until further rail transportation is provided.

In British Columbia the outlook is much rosier. The investigations of the commission of conservation shows that there is, in your province, 385,000,000 cords of spruce and balsam and 28,000,000 cords of other pulpwoods, such as jackpine, lodgepole pine, popular and cottonwood, or 313,000,000 cords in all. Of this amount, about 175,000,000 cords of spruce, balsam and hemlock and 10,000,000 of other species, are at present available. In making the calculation, 500 board feet is taken as equivalent to one cord.

Laurentide Will Install Wireless Station

Plans are being discussed at present concerning the installation of a wireless telegraph station in the plant of the Laurentide Co., Grand Mere, P.Q., probably under the supervision of the Forestry Department, for the purpose of communicating with the company hydroplanes, and also to receive messages from the planes in emergencies. Both machines have wireless sets which they do not carry at present, but it would be a simple matter to install them, and Lt. Graham is able to operate the wireless, as this knowledge was necessary during the war. It is also possible that an effort to install a wireless telephone set will also be made.

Lieut. Graham has been engaged in the work of defining the boundaries of the company's limits by means of aerial photos.

Big Increase in Annual Production

It is understood that the production of the Spanish River Pulp and Paper Company in the fiscal year ended June 30 shows an increase of close to 47,000 tons of newsprint, groundwood, sulphite and board and wrapping paper combined, over the previous fiscal year.

It will be recalled that the company added an additional paper machine to the Espanola plant in the latter part of 1919, and still another early in 1920, so that the newsprint will show in the annual report an increase of upwards of 21,000 tons for the year.

Evidently production has been maintained in an intensified form, as the "Soo" mill, which is rated as a 220-ton per day mill, reached a record of 258 tons recently.

It is understood that the annual report will show production of approximately 160,000 tons of newsprint, 135,000 tons of groundwood, 57,000 tons of sulphite and about 10,000 tons of board and wrapping. The newsprint gain, which is the largest item of the company's production, rose close to 22,000 tons in the year, while the other items of output shows relative gains.

Increasing Production of Pulpwood

Pulpwood operators are getting busy in Hastings, Haliburton and other countries. The high prices paid are causing many to take out wood who never engaged in this line before. The call for the various pulp and paper mills in the province is for more wood. One hundrer and twenty-six cords of pulpwood are cut and loaded every day at the plant of the Hydro-Electric Commission on the old Rathbun property in North Hastings. Night and day shifts are employed.

Bright Publications on B. C. Timber

There has recently been issued by the Forest Branch of the Department of Lands, Victoria, B. C., a booklet entitled, "British Columbia Timber." In the publication which deals mostly with the chief commercial woods of B. C., there are a number of splendid illustrations, one being a five hundred old Douglas fir tree. The uses, strength and working stresses of B. C. timber are given. An important feature of the book is the table of Strength Values which appears in the appendix. Loren L. Brown, B. C. Lumber Commissioner for the East, has just received at his office 1 Adelaide St. E., Toronto, a large supply of this interesting work for distribution.

Preserving the Timber that We Have

How Decisive Steps May Be Taken to Ward Off Famine in Forest Products—Stopping the Rot

Why is the retailer not, as yet, the only logical outlet for wood preservatives which are to be used by the brush and open tank methods. Our experience in the past 30 years has proven that other mediums must be adopted, which has also been confirmed on various occasions by competitors who have likewise entered into campaigns to get wood preservatives distributed through the retail yards, says C. A. Wood Preserver Co. of St. Louis, Mo.

Last March when the Research Department of the Southern Pine Association requested us to use our best efforts to stop the drastic destruction of timber that could be preserved, we explained why the retailers were not as yet the proper ones to co-operate with.

While many a manager or owner of a yard is heartily in favor of the trade using a wood preservative, the employees of the yard, like all of us, follow the line of least resistance and do not exert themselves to educate the trade to the use of a preservative, particularly if said employees get their hands and clothes soiled in delivering some wood preservative.

If every saw mill sets the precedent of advocating conservation, in addition to making a profit on the operation, by preserving the timbers that they themselves use, it will be only a question of a short time when the consumer will ask the retailer for a preservative. You know, when a man asks for a product, all the clerk has to do to make the sale, is to agree with the customer.

Preserve the timbers you use in the construction of boats, barges, docks, bridges, trestles, ties, platforms, sills, log cars, water towers, shingles, etc.

The American Forestry Association in soliciting subscriptions issues a bulletin reading in part as follows:—

"We are consuming lumber three times as fast as we are procuring it.

"Experts predict our saw log lumber will be gone in fifty years.

"The bulk of the original supplies of yellow pine in the South will be gone in ten years and within seven years 3,000 manufacturing plants there will go out of existence.

"White pine in the lake states is nearing exhaustion and these states are paying $6,000,000 a year in freight bills to import timber.

"New England, self-supporting in lumber twenty years ago, now has to import one-third of the amount used. It has $300,000 invested in wood and forest industries, employing over 90,000 wage-earners.

"Fire destroys over $20,000,000 worth of timber every year and kills the reproduction upon thousands of acres of forest lands.

"Within fifty years our present timber shortage will have become a blighting timber famine.

"Forests can be protected from fire, regrowth can be encouraged, conservative cutting can be practiced, reforestation can be accomplished, but it takes from fifty to one hundred years to mature a timber crop.

"Forest devastation must be stopped, lands now in forest must be kept continuously productive, forest lands now devastated and idle must be put to work."

We had intended to add to the foregoing the importance of practicing conservation by preservation, but we are handed a letter from the State Forester of Illinois, who, in commenting on the necessity of preserving timber, writes: "Perhaps, after all, it is a legitimate part of forestry, if we can make the timbers we are using last twice as long, thus saving the timber growing in the forests."

Any further comment on your part is unnecessary to impress you with the need of your doing your share to stop that rot.

Budget of Briefs from Busy East

Gordon G. Scott, of Fredericton, N.B., has begun operation of his new saw mill, which was erected in that city on a site of an old mill burned some fifteen years ago. The new mill will be the first sawmill in New Brunswick to operate by electric power. Power will come from a one hundred and fifty horse-power generator. The power house is constructed of concrete blocks and is most modern. Six individual motors supply power to the various machines, which consist of a Robb rotary with steam feed, a large Oxford edger, a lath machine, planer and trimmers. The owner has one and three-quarter millions of lumber ready for manufacture. The main mill is thirty-six by one hundred and twenty feet.

Reports from the spruce bud worm survey party under the direction of field sperintendent R. P. Gorham are encouraging. A large area of timber has been covered by these survey parties, with Nictor Lake, N.B., as their base. A camp has been erected near this lake and the parties are working the timber for miles around in search of the pest. So far they have not come across a very large number of the worms and the spruce trees in this region are for the greater part unharmed, very few being infected. The territory around the Nepisiquit and Upsalquitch waters has been given a thorough survey, and south of this the damage is not very evident. North of these waters the survey is progressing at the present time and the absence of the pest in this section is growing more and more evident as the parties work farther north. They will begin a survey in the Serpentine country in the near future.

A statement of lumber and other products exported to the United States from St. John for the quarter ending June 30 shows a gain of more than a million dollars over the corresponding period in 1919. The figures which were recently compiled are as follows:

Laths	$ 205,718.05
Lumber	725,986.27
Pine boards	50,760.45
Pulpwood	35,155.45
Shingles	1,626.35
Ship timber	1,805.50
Wood pulp	446,429.27
Total	$1,467,377.14
Total for 1919	464,545.20
Increase	$1.002,821.94

The Victoria County News in a recent edition has, in part, the following article regarding an attempt to buy land for the erection of a new mill: Mr. Archie Fraser has been in Perth the past few days trying to secure the necessary land about the Tobique Narrows on which to build the proposed pulp mill, but it is understood that the owners have put a prohibitive price on their properties, so much so that other locations are being investigated. The people of Tobique Narrows have been waiting for a long time for the Fraser Company to seek a site for development, and it is too bad to drive the company from their midst, which will inevitably happen unless they sell their properties at a reasonable price. The very same thing happened when the Fraser Company went to Edmundston, N.B., to locate. The owners of the first choice site put the price beyond reason, which forced the Fraser Company to seek grounds in another locality and now the owners of the first site are grieving over their mistake. Why not offer some inducement for a great industry rather than push it away?

The Royal Gazette recently contained news of the regulations to govern the sales of timber limits to be held in Fredericton in the near future. The sale will be on a basis of stumpage value, the stumpage on spruce, fir, pine and cedar being at standard rates and on other varieties as follows: Hemlock, four-fifths; hardwood, one-half; poplar, three-quarters. There will be no mileage or fire tax exacted. Sixty-seven berths are offered at this sale. Lively bidding is expected and licenses will run until August 1, 1922.

There have been some heavy lumber shipments from this province during the last few weeks for the United Kingdom. Among those sailing were: The four-masted schooner Mable Gal, which took away 826,000 superficial feet for Havana; the three-masted schooner E. M. Roberts has completed loading at Stetson, Cutler & Company's mill, Indiantown for New York; the S. S. Lynntown sailed for Belfast with 1,889,674 feet of deals shipped by Stetson, Cutler & Company; the bark Vallao is completing loading lumber, which is being shipped by W. Malcolm Mackay. Figures for some of the sailings are not as yet available.

"Just Touched the Bally Thing"

The most hopeless case of a green Englishman (of years ago) was one chap who, after blowing his money, got a job in a saw mill, says Bob Edward's Summer Annual. For the first time in his life he was introduced to a circular saw and the foreman, after giving him the necessary orders, left him to his work. He became much interested in the buzzing blade and it was not many minutes before he lost a finger.

As he sat mopping the blood from his hand, the foreman came back.

"Hullo, old man, what's up?" he cried.

"What's up? What's off, you mean," replied the young Englishman.

"And how on earth did you manage that?"

"By jove, I hardly know. I just touched the bally thing like this with my finger when—by Gawd! there's another one gone."

The Urgency of Wood Preservation

Prolongs Life Greatly—Best Methods Are Pressure Treatment, Open Tank Treatment and Brush or Spray

By F. Sturgeon, Toronto*

During the last hundred years the idea of wood preservation has become more popular but to-day it is an absolute necessity. The high cost of wood and the high wages paid labor to-day make it essential to put in the best of everything from an economical standpoint as this avoids replacements, which are so costly.

It is said that the early Romans used various oils to preserve bridges and wooden statues from decay and it is also certain that the Egyptians must have studied the matter in those early days, for it is a matter of common knowledge that some of the coffins discovered in Egypt were proven to be two to three thousand years old and were in good shape.

In England and the United States the last hundred years has particularly developed the wood preserving industry with the result that in the States alone some seventy to one hundred million gallons of various preservative oils are used yearly.

All government departments, railways, corporations and firms are now giving more attention and consideration to this industry, for they realize that preservation of wood is an essential.

Results of Investigations in Wood Preservation.

Investigations after many years of experience give us the following data to go upon:

All wood is subject to deterioration and decay, chiefly due to either fungi or bacteria. These are the principal troubles we have to guard against and which prevail generally throughout the world in a more or less marked degree according to climatic conditions. In hot climates such as Africa and India the white ant is a serious pest to contend with. On this continent we find considerable damage also from the hole borer (of the beetle variety) and the shipworm and torredo. The various forms of decay and rot are governed by the atmosphere and position, for instance the life of a tie in Texas averages about one and a half years because of the humidity, etc.; in Ontario six years and in some districts around Edmonton eight to nine years.

Timbers completely immersed in water will last for many years, some I have examined which have been found to be in good condition after twenty years, but where timbers are placed on the water line with wet and dry alternately they will rot in the course of a year or so. Telegraph posts will last much longer when they are used close to the place where they are grown, for instance a spruce pole used within a few miles of its native soil will easily last eight or nine years, whereas an imported pole of similar character will not last more than four or five years.

There are some hundreds of patents for treating timber covering methods and patent materials, the only successful and generally used commercially are: pressure treatment, open tank treatment and brush or spray.

The Use of the Term Creosote.

In considering the oil for these methods we find that the English admiralty, army and other government departments, American navy yard, irrigation and other departments, as well as such corporations as the American Telephone and Telegraph Co., Western Union, etc., specify "An oil which shall be obtained by the destructive distillation of bituminous coal." This eliminates such oils as generally come under the heading of "Creosote," which term is very often used in specifications and affords no protection to any principal, for the term covers oil obtained from hardwood tar, wood creosote, crude oil creosotes, etc.

In the selection of a suitable "Coal Tar Creosote," for the brush, spray and tank treatment, which is the most commercially practical, the following points have to be taken into consideration — specific gravity, flash and burning points, tar acids, distillation points. To illustrate my point, take two well known preservatives, Major's Carbolineum or Letteney; the following specification covers them—

Specify gravity, at 38° Centigrade, 1.10 to 1.13.

Condition at 38° C., liquid.

Flash point about 145° C.

Burning point about 175° C.

Distillation to 234° C. none.

Distillation from 235 to 300 about 10 per cent.

Tar acids, less than 1½ per cent.

This means that you have an oil which has no evaporation under 235° C., which is about 550 degrees Fehrenheit, and therefore it is heat. The small percentage of acids prevents any deterioration of spikes and bolts.

The oils employed for the pressure process are of very much obvious it remains permanent with the wood. The flash and burning points being high enable it to resist the action of the sun and great lower value, not being so carefully distilled. The flash and burning points are lower, they distill at a lower temperature and contain a larger percentage of pitch.

I consider the pressure treatment commercially satisfactory for ties and wood which is to be used underground in large quantities, but for timber exposed to the atmosphere wholly or partially such as wharf or bridge timbers, posts and telegraph poles and cross-arms, I recommend the heavy oil of the Letteney type, because the penetration is good and it goes where it is most needed. Sufficient oil is taken up by the wood and the fabric of the lumber is not destroyed. I maintain that when ten or fifteen pounds of oil are put into a cubic foot by the pressure process it must injure the tensile strength of the wood. It is extremely difficult to lay down any set rule, however, and one must be guided by the numerous conditions arising, such as position where wood is to be used after treatment, condition at time of treatment, etc.

The practical method of treating timbers in small lots is to take the highest grade of oil procurable and dip in a tank heated to 150° to 200° F. Heating the oil assists penetration. In hot weather with lumber in good condition splendid results are obtained by merely brushing the material on liberally.

The Dead Tree

Slushly is the highway between the unspeakable hedges;
I pause
Irresolute under a telegraph pole,
The fourteenth telegraph pole on the way,
From Shere to Havering,
The twenty-first from Havering to Shere.
Crimson is the western sky; upright it stands,
The solitary pole,
Sombre and terrible,
Splitting the dying sun
Into two semi-circular halves.
I do not think I have seen, not even in Vorticist pictures,
Anything so soiltary,
So absolutely nude;
Yet this was an item once in the uninteresting forest,
With branches sticking out of it, and crude green leaves,
And resinous sap,
And underneath it a litter of pine spindles
And ants;
Birds fretted in the boughs and bees were busy in it,
Squirrels ran noisily up it;
Now it is naked and dead,
Delightfully naked,
And beautifully dead.
Delightfully and beautifully, for across it melodiously,
Stirred by the evening wind,
The wires where electric messages are continually being despatched
Between various post offices,
Messages of business and messages of love,
Rates of advertisements and all the winners
Are vibrating and thrumming like a thousand lutes.
Is the old gray heart of the telegraph pole stirred by these messages?
I fancy not.
Yet it all seems very strange,
And even stranger still, now that I notice it,
Is the fact that the thing is after all not absolutely naked,
For a short way up, half-obliterated with age,
Discolored and torn,
Fastened on by tin tacks,
There is a paper affiche
Relating to swine fever.
The sun sinks lower and I pass on,
On to the fifteenth pole from Shere to Havering.
And the twentieth
From Havering to Shere;
It is even more naked and desolate than the last.
I pause (as before).

(Author: We can start all over again now if you like.)
(Editor: I don't like.)

—Punch.

Educating the Public Regarding Lumber Costs

What Operator Has to Encounter—He Knows all About High Costs Many Months Before the General Public is Called Upon to Face the Situation

By Everett Andrew, Ottawa

The wail of the general public in Canada today is the high cost of living, the builders grievance is the high cost of lumber, but the lumberman's complaint has got into a chronic stage, travelling a lap or so ahead of the other fellow, and his worry now is the high cost of labor. Old H. C. L., take it anyway you want to, gets you finally, unless you're a bootlegger, and no matter where the first little root of H. C. L. starts, the public is going to learn about it sooner or later.

In case of lumber production the public learns about it later. The lumber operator who has to foot the first bills, stock his camp months in advance with a wide variety of high priced foods, pay high priced labor, and in some cases wait two or three years until his logs come to his mills and he begins to get his money back, figuratively knows more about the cost of living months in advance than the grouch who complains about having to pay sixty dollars for a suit of clothes, and denounces the lumbering industry in general when he comes to purchase lumber.

Some Dicissitudes of the Industry

Perhaps sympathy, and not harsh words, such as he uses, should be the balm for his complaint, for either he is ignorant of lumbering operations, or has a suspicion that the world in general is trying to do him, or that because there have been successful lumbermen who have made money through hard work and foresight, that they should give some of their profits to him.

"Profits," yes "profits" is all he talks about when he comes to pay sixty dollars per M. upwards for his lumber. Losses? Why he spoofs at them. There are not any in the realm of his imagination, but again a Christian spirit should be exercised, and he should be forgiven because in the lumbering industry, there are losses, big ones, but they are not generally advertised, or referred to in the public press or brought to the notice of the general public.

Fortunes have been made by families connected with the lumbering industry of the olden days, and perhaps other fortunes are still to accrue to Canadian lumbermen, but on the other hand the fact remains there have been losses, big ones, and in some cases they have spelled disaster to more than one would-be lumberman. The general public apparently does not stop—or is too busy or disinterested to—and reflect on the cost of producing lumber; the risk attendant to logging, the big expenses that must be borne and carried, and the foresight a lumber manufacturer must possess. The public does not pause to take account of the cost of the operation, and it is apparently because it "don't know," that it raves about the high cost of lumber. Simply because a certain lumberman has accumulated sufficient money to last him and perhaps even all the members of his family for the rest of their natural lives, is no justification for such a man selling lumber at $40 per M. if it costs him that much or more to produce. He is entitled to his fair and just profit, and an equitable return on his invested capital, just the same as if he had his capital invested in any other enterprise.

Some Things the Public Don't Know

Victory bonds, a national security, yield 5½ per cent. Steel, iron, pulp and paper stocks, yield even higher dividends, yet when it comes to profits on lumber the public in general ties itself down to bank interest. All it can see the lumber operator is entitled to is three and a half per cent. They talk about days when limits "went for nothing," but intentionally or otherwise they seem to forget or "don't know,' 'that it costs money in ground rent, stumpage, fire ranging, government dues, etc., to "carry" a limit.

It is true that any limit increases in value, year by year, unless it is visited by fire, or cut over, or a serious destructive insect growth sets in upon it. On the other hand, it must be reckoned that the owner takes a chance, (the public don't) of a fire sweeping through the limit, and destroying it completely, or damaging it so severely as to render it unprofitable for further operation. Insect life, too, operates to a serious extent—but again, the general public "don't know" anything about it. All it sees is the high cost of lumber.

Though the lumbering industry is one if not the oldest of Canada's staple industries, it appears that the forefathers of the trade neglected an important point. It is the education of the public as to lumbering costs, losses, and operation. Twenty and thirty years ago the lumbermen of Canada regarded fire as their greatest enemy. They either "didn't know" or disregarded the loss through insect life. Today through the good old school of experience they have learned their rules, and some of them, now they have learned them, are profiting by what happened. There's a problem still greater, confronting the lumber trade of the Ottawa Valley today, if not throughout all of the Dominion and it is the contentment of labor, so far as lumbering operators or companies go.

A patent or some other device having the same authority, for the purpose of keeping workers in the camps of the Ottawa Valley lumbermen, is urgently needed and experiences of the last two woods seasons emphasize its demand. Ottawa Valley lumber companies last year and the year before lost thousands of dollars through the migration of their camp labor.

For the purposes of this article there is no use of going into individual detail as to which company dropped the most or which company came out best in regards to its woods labor and its camp outfit. Suffice to say that they lost—and some of them lost heavily.

An Ottawa Valley lumberman taken all around is more or less a gambler, and this applies as much to John R. Booth as it does to the smaller operators. In most cases, such as that of Mr. Booth, there are unconscious gamblers in a sense. They would be highly insulted to be called gamblers, and perhaps some of them have never shuffled a deck of cards or tossed a poker chip in a game. Still they gamble, because they combat the forces of nature, forests, streams, manpower, brains, etc., to make their own livelihood. This is something the public never understood or never will, until some of the loudest howlers about lumber prices, decide of their own free will to start an operation. In the first place they know nothing about lumbering except to grouch, which in the ranks of labor today seems a common complaint, and perhaps in a small sense it may thus be attached to the lumbering industry.

Keeping Men in Camps is Big Problem

Let the kickers go out and acquire limits, and begin to learn the game through experience by establishing their camps and getting in their supplies. Next get their woods force and "keep it" and then begin to get out their logs and cut them and sell their lumber. Then, and not till then, will they commence to get a dim insight into what it means to "stick" in the lumber game. During their period of operation they will learn, (perhaps with sorrow), that there is somebody in it smarter than them, and who, in the final analysis, can undersell them and still make a profit, while they are operating at an actual loss. Such circumstances have happened, and they are going to happen again.

At the present time in the Ottawa Valley, and doubtless it is just as applicable to the rest of the Dominion, the biggest, newest and most up-to-the-minute question, is "keeping the men in the camps." It doesn't mean anything to the general public, but it means thousands of dollars per year to every operating lumber concern. There is no object or intention in disguising the truth either to the operator or the public. Everyone possessed with common sense knows that, without the logs being gotten out of the woods and brought down to the mill for conversion into lumber, production must drop. Guided by the law of supply and demand, it is easy to see whereby prices must advance if the demand is great and the supply low.

Here, fellow members of the trade, is where still greater patience must be exercised, because there is going to be an even still lowered production in the Ottawa Valley this year, and the end is not yet. For over four years production in the Ottawa Valley has dropped and it is going to drop still lower this year. The buyer of lumber scoffs at the idea of a lumber shortage. Forgiveness again, he "don't know," and to the best of his own conscientious knowledge believes he is right when he, in a loud voice, proclaims that a "shortage" is "manufactured" for the purpose of keeping up prices or is a mere artifice. Mr. Consumer, if he took care to trail back over the last three to five years, would find as an operator, a great deal that would interest him, not only regarding the satiation of his ideas, but to the benefit of his pocketbook as well.

To begin with he would find that his camp supplies cost him substantially more each year, for the last five years. His labor charges taps him heavily in the same direction, and he is still going

"west" with labor. If he invested his money a year ago, being the possessor of limits, in stocking his camp for a winter's operations, he could look back and take in many instances, "solace" for his losses, which to an experienced operator are not invisible, but can be traced to decreased production, per man, per. day. The source is in the woods camps.

Lumberjacks Never So Well off as Today

The contentment of camp life and labor is in the Ottawa Valley today perhaps the biggest of many difficult problems that lumbermen have to face. "How can the labor situation be gotten over?" is the refrain that has been heard at more than one executive meeting of lumbermen since the war began. Still the problem remains unanswered, and decreased production results. It is not that the companies engaging the men, are not trying to satisfy them nor is it that the men themselves are not better treated and fed than they were say ten years ago. Lumberjacks today with half the salary they are getting, in comparison with the food supplied them are much better off than their forbears ever dreamed of being. Still under the improved favorable conditions to themselves they fail to produce, per man, per day, in comparison with what their ancestors did. Willingly or otherwise, they are falling down on the job. Still they expect and are receiving higher pay, better food, better working conditions, than their sires of years ago imagined. And still they fail to produce.

Without telling any tales out of school or attempting in any way to discourage lumber operators, the day of the genuine lumberjack in the Ottawa Valley appears to have passed. The years 1914 and 1915 when forestry battalions were raised in the defence of the Empire may be referred to as the period when the real lumberjack passed out of the Valley. Previously there were good men in the woods that produced results. The old lumberman's spirit flowed through their veins and it was not a question of "quitting time" as it was "getting the work done."

During the war years the drop in the quality or standard of woods labor was noted, but lumbermen persevered, and carried on with the expectation that some day the old hands would return. Lumber companies in general did not attempt to prevent the departure of their best woods workmen overseas in forestry battalions. They thought it was necessary and in the best interests of the Empire as a whole and although they had a dim idea as to what might happen, they didn't kick. Somehow or other they held to the belief that old times would return, but today they are forced to accept their cup of disappointment. It is not because they want to. It is rather because they have to.

Must School New Generation of Woodmen

Any lumberman manufacturer or operator who still clings to the once cherished hope that real woodsmen who went overseas with the forestry battalions would, after the war, come back and take his place in the woods, is "kidding himself." The writer can if he cared to, cite many individual instances of where the members of forestry battalions who went overseas are not coming back to the woods game. Instead they are taking vocational training courses, as they are entitled to, but the old lure of the "camboose," the shoepack, the swaying spruce, pine and balsam, along with the joys of the "drive," are not sufficient to bring them back to the lumbering game. They are gone and the woods is the poorer of them, but that does not help the lumber operator any. He has now on his hands the task of schooling a new generation of woodsmen, with the fond hope, no matter what the cost may be, of restoring a generation of workers, who really know how to produce.

And the public is not worrying itself over problems the lumberman has to face. All it looks at is the price of lumber, and complains because it is so high.

Systematic Survey of Empire's Forests

The British Empire Forestry Conference, which held several sittings in London, Eng., adopted the following resolutions, which the delegates are to bring to the notice of their respective governments:

Forestry Policy.—In view of the great importance to the Empire as a whole, as well as to each of its component parts, of producing a sustained yield of all classes of timber, and of encouraging the most economical utilization of timber and other forest products, and of maintaining and improving climatic conditions in the interests of agriculture and water supply, each of the Governments of the Empire should lay down a definite forest policy to be administered by a properly constituted and adequate forest service. (Mover: Mr. H. R. Mackay, Australia; seconder, Mr. E. Battiscombe, East African Protectorate.)

Survey of Resources.—The foundation of a stable forest policy for the Empire and for its component parts must be the collection, coordination, and dissemination of facts as to the existing state of the forests and the current and prospective demands on them. To this end it is of first importance that a systematic survey be undertaken in each part of the Empire which will not only serve as the basis of forest policy in that part, but also provide a means for reviewing the forestry position of the Empire as a whole. (Mr. A. J. Gibson, India; and Mr. E. H. Finlayson, Canada.)

Organizations of Forest Industries.—It is extremely desirable that the Forest Authority should be in close touch and consultation with organizations representing the interests concerned in the extraction and utilization of timber and other forest products. (Mr. M. A. Grainger, British Columbia; and Mr. W. D. Ellis, Colonial Office.)

Publicity.—It is the duty of the Forest Authority in every part of the Empire to adopt and encourage methods of education and publicity in order that the people may be fully informed of the aims and purposes of forest policy and may thus be induced to co-operate towards its successful fulfilment. (Mr. C. E. Legat, South Africa, and Sir Hugh Shaw-Stewart, Consultative Committee, Scotland.)

Distribution of Forest Plants.—The Conference have had brought to their attention the advantages which have accrued in several parts of the Empire from the wide distribution of forest plants, and desire to bring the method of encouraging tree-planting by distribution of plants either from government or private nurseries gratuitously or at cost price, to the earnest attention of their governments. (The Hon. E. Lucas, Australia, and Mr. A. J. Gibson, India.)

Terminology and Trade Nomenclature.—The following questions should be referred to the proposed Forestry Bureau immediately on its formation: (1) Standardization of forest terminology, (2) correct identification of timbers, and standardization of their trade names. (Professor R. S. Troup, India, and Mr. P. H. Clutterbuck, India.)

Research.—A scheme of research work approved by the Conference is recommended to their governments for early consideration and approval by them. This takes the form of the report form a committee appointed "to prepare a draft scheme for the organization of that research work which is essential to the progress of forestry, including both the production and utilization of forest produce, the committee to pay particular regard to the importance of avoiding overlapping and of co-operation with existing institutions." The report deals with the organization and sub-division of research, with the relation of the different parts of research to one another and to education and practice, and with the subjects of research both generally and in relation to the needs of the different parts of the Empire. (Professor R. S. Troup, India, and Mr. H. M. Thompson, Nigeria.)

Forestry Bureau.—The conference approve the suggestions and recommendations for the constitution of an Imperial Forestry Bureau which are contained in the report of a committee, and strongly urge upon their respective governments that they should contribute to the support of the bureau as therein suggested. They feel that it will be largely upon the work of such a bureau that the proper development of the forest resources of the Empire will depend, and they therefore cannot over-emphasize its importance as a part of Empire organization. (Mr. R. L. Robinson, United Kingdom; and Mr. L. Palfreman, Sierra Leone.)

Future Conferences.—The conference is convinced that the holding of conferences of representatives of the Empire on forestry matters is of great service. They desire to thank the Forestry Commission of the United Kingdom for causing the conference to be assembled and for making the necessary arrangements. They recommend that the next conference be held in the year 1923, and that, if the Dominion Government approve, it be convened in Canada. (Sir Claude Hill, India; and Mr. F. D. Acland, United Kingdom.)

No Relief of Car Shortage in Sight

Undoubtedly the most serious situation which the lumber trade of the Coast faces today is the shortage of cars and, so far as can be seen, there is no relief in sight, says a recent despatch from Vancouver. The American railways have sent fourteen hundred cars to the Pacific Coast to relieve the congestion, but when it is considered that the industry in British Columbia, Washington and Oregon uses something like 17,000 cars a week under ordinary and normal conditions it will be recognized that the fourteen hundred cars are only a mere bagatelle and that they will by no means fill the gap.

This situation has now been in existence for the past two months and it may be taken for granted that, unless some strong measures are taken, it will be at least ninety days if not more before any relief is afforded the industry in the shape of additional cars to move the lumber and shingles that have accumulated. Efforts are being made to repair some of the old cars that have been doing duty for many years, but even were everything in the shape of flat car put into commission there would not be an adequate number to cope with the present demand.

Lumbering in West is Hazardous

During the first six months of 1920, 10,285 accident cases were dealt with by the Workmen's Compensation Board of British Columbia. Of this number of accidents 73 proved fatal.

The greatest toll was in connection with the lumber industry. Out of the total number of deaths 34 were cased through the various lumbering activities, or an equal of 46 per cent. Accidents in connection with lumbering totalled 2.231. Construction work proved the second most hazardous. In connection with this work there were 770 time-loss accidents, of which 12 proved fatal. Deaths and accidents attributed to other industries were as follows: Coal mining, 549 accidents, 6 deaths; railroads, 468 accidents, 9 deaths; iron and steel industry, 3 deaths; Provincial Government service, 2 deaths; fishing industry, 2 deaths; electrical plants, 1 death; mining, 1 death.

A vigorous campaign has been carried on in first aid work, the idea being to prevent injuries becoming serious. Often the most trivial injury results in stiff joints, loss of limbs and sometimes loss of life. The accident prevention campaign is being continually waged and has proven very effective.

"The lumber industry has had such a phenomenal growth during the last year that it has absorbed a number of unskilled workmen, which accounts for the large number of accidents. It is believed that had more experienced men been available at least twenty-seven of the fatal accidents would not have occurred," he said.

Pembroke Company Gets Timber Limit

To a Pembroke company, composed entirely of responsible business men, has come the honor of being the successful bidders for the first timber limit to be sold by tender by the Drury Government.

The sale, which took place in Toronto, was attended by W. H. Bromley, one time manager of the Pembroke Lumber Company, and one of the most expert and best known lumbermen in the Ottawa Valley. Mr. Bromley and his associates will start operations immediately to market the valuable timber.

The limit itself, which is reached via the Canadian Northern Railway, lies west of Capreol, and comprises the Township of Champagne, so-called in honor of Controller Champagne, of Ottawa. Besides the manager of the company, W. H. Bromley, who, before the war, conducted a successful lumber brokerage business in Pembroke, and who went overseas with a Forestry detachment and served in various important posts in the Forestry service until the war ended, the new company includes the following local men: Jas. Fraser, Major A. J. Millar, Frank P. Shepherd, L. M. Chapman, all of Pembroke, Ont.

Five Hundred Houses Needed in Hamilton

Assertion of Dr. James Roberts, medical health officer of Hamilton, that there are but 62 vacant houses in Hamilton and that 16 of these are unfit for habitation, has not been challenged by the army of house hunters. What this class particularly wants to know is where the vacant houses are.

"I have always contended that housing and health run hand in hand," said Dr. Roberts.

"My advice to the workers of Hamilton is to economize to the utmost, to save every dollar that can be set aside and to invest in small, comfortable homes," said the medical health officer of Hamilton. "The average workingman makes the mistake of undertaking too big a burden when he purchases a home. The ornate trimmings can be dispensed with. What he should strive for is to get into a small home of his own. The jurisdiction of my department does not extend to the building of homes for workingmen. I can only point out the danger of overcrowding and congesting and advance a solution."

Building Inspector Whitelock declared recently that more than 500 houses, the number suggested by Dr. Roberts, would have to be bilt if the local housing situation was to be relieved.

"Already this year we have issued permits for 350 new houses in Hamilton," said the inspector. "Forty-three other houses were erected in the newly-annexed section in the northeast end before it was brought into the city. I would say that the number of new houses to be built during 1920 will be well in excess of five hundred. Besides these, we have issued permits for apartment houses to accommodate at least seventy-five families. There is a serious shortage of houses, but the fact remains that many houses are being erected."

Wood Construction Resists California Quakes

Recent earthquakes in California have turned the attention of the nation generally to this type of misfortune and its results. In a general discussion of these earth tremors in the "Scientific Monthly," Dr. Andrew H. Palmer has this to say with respect to the suitability of various types of construction to such conditions:

"San Francisco has learned its lesson in the matter of fire protection in a region of high seismicity. When that city was destroyed by fire in April, 1906, it was because the water mains had been broken by the earthquake and there was no water available for fire-fighting purposes. The water system has been reconstructed in such a way that an earthquake could not destroy its efficiency. But in the matter of building construction much is still to be learned. Steel-frame and reinforced concrete buildings will stand through a severe earthquake. Wooden buildings, too, will remain unharmed in the destructive shocks since they will yield to strains. Brick and concrete-block buildings are easily destroyed. But the most dangerous type of construction is the primitive adobe, which is still in use among Mexicans and Indians. The lives lost in the Imperial Valley earthquake of June 22, 1.15, resulted from the collapse of adobe buildings."

No Drop in Lumber Prices Expected

A fear of paying too much for lumber and the hope of an immediate or near future decline in the price of building material has caused many to hesitate building, according to recent advices from Regina. That these fears are groundless and that the alternative of a higher lumber price is more likely is pointed out in detail in the following paragraphs.

This fear causes hesitation and by hesitating people are gradually adding to the congestion of the housing situation which is already serious.

A thorough investigation of the lumber situation brings out some startling facts relative to the cost of production.

Lumber is made from logs. Logs must be cut. Cutting takes labor, and labor is high. There is the A.B.C. and the Crux of the whole situation.

Logging camps are operating eight hours daily in place of ten hours, as formerly—yet paying the men more wages.

Sawmills are operating 50 hours weekly in place of 60 hours. Wages increased 20 per cent. over and above the time changes.

Raiway freight rates increase 25 per cent., and lumber requires long hauls.

Wire rope, logging machinery, camp supplies have increased up to 300 per cent.

Mill supplies and equipment increased from 100 per cent. to 300 per cent.

Towage rates increased 100 per cent.

Government royalties increased 50 per cent.

Fares of loggers going and coming from camps increased.

The fringe of the forest is being clipped. Lumber must be hauled further and from deeper recesses, not as accessible as formerly.

Every condition and item that enters into the cost of producing the finished article has jumped enormously since 1914-15. These increases and their ever-climbing habit precludes any drop in the cost of lumber. It rather makes a most desirable purchase at the present price and an actual investment when put into a house.

The questions of further increase in freight rates, supplies, wages, etc., etc., enter into and make uncertain the price of lumber.

The house shortage at the present time is caused to a certain extent by the hope that the cost of building would make a decent. The above figures are convincing evidence of the futility of waiting. Act now! Build now!

The Proper Way to Sell a Saw

A book of extraordinary interest has just been published by E. C. Atkins & Co., manufacturers of Atkins Silver Steel Saws, on "How To Sell a Saw." It is devoted entirely to the one subject, and although the underlying principle is, how to sell a saw, practically all of the material can be applied to the general line of hardware.

The book is very attractive, suitable for library use if desired for that purpose. It has a Castillian cover embossed in gold, is easy interesting reading and has plenty of illustrations. Any retail, dealer or jobber, who is interested in increasing his sales is leaving a large stone unturned in his endeavors when he does not have one of these books to read and study. E. C. Atkins & Co. will send one to any clerk, dealer or jobber who will write them that he is interested.

New Publication by National Lumbermen

"The Lumber Bulletin" is a new monthly publication issued by the National Lumber Manufacturers' Association, 750 McCormack Bldg., Chicago. It made its initial appearance in August and contains much timely information on lumber statistics, transportation, legislation, lumber economics, forestry and other subjects. It announces that it is a "lumber paper written by a lumberman for lumbermen" and is not a house organ in any sense. In brief, the new medium is described as a short cut to information about the lumber industry and will endeavor to present facts rather than opinions.

Im Nearlee Pass on Nudder Side de Riviere

Lac au Loup, Que.,
Aout 14, '20.

Editor Lumbermans Canayenne,—

It are quite some tam since Im sen you lettre an mebbe you t'ink p'raps Im pas on nudder side de "riviere."

Well, Im not pass complete 'cross dat riviere but Im come pretee near do so an w'en Im make explanations you go'ne nudder-stan w'y Im not write before.

You see, Hole Dear, last Winter we have hard job get de mans for de t'ree camp an it take me more as a mont' before Im have dem go full blas'. Im hire de mans from any place it can be foun' an we get some fonny feller too. Im not go to mention we're dose feller come from but Im go'ne tell you w'ere some go'ne stop eef d'ey try play more dose trick on Caspar Lamarche.

De mos our troub' are on Number T'ree camp for Im have ma fren on nudder two camp an because Im not have 'nuff fren for go all roun'. Im put de stranger on de Number Tree.

Poleon Laframboise are de Boss on dat camp and Im go'ne tell you he have a job on her han'. Byme bye he get tire' an tell me he go'ne work wit me on de Number One camp so Im lef her go an put Hector McKenzie wat are now ma brudder-law becaus he marry Mercedes de sister dere ma wife; on charge.

Hector he begin all right, but he make de bad feenish an pretee near make ma feenish also an now Im go'ne tell you w'y.

We have few mans on dat camp who say d'ey go'ne reform de whole contree an d'ey begin reform on ma camp by tell nudder mans d'ey not get 'nuff pay, an work too hard, an too long hour, an some nudder feller who are not do nutting are get mos' de profit and leff dem do all de work.

Poleon he try for do mos de work her'sef but he can' stop dose feller make de spich for d'ey tell her eef he fire one dose mans de res' go'ne quit also. Poleon he 'fraid lose her gang an he know it are hard job get de mans for de Bush, so he not say nutting but he aks me take her on Number One Camp w'at Im run me'sef. D'en Im place Hector on dat camp an in few day he are make de worse sp'ich dose nudder feller an Im spen' few day wit' him an den Im fire 'bout ten mans w'at are make de sp'ich. Hector are one of dem an Im spose Mercedes not go'ne like me any more she do after Im give Hector lesson on "politesse," but it not make me change de min' for de Beeg Boss on Toronto expec have plentee log for saw on de Spring an we not able for make dem eef de mans spen' d'ere tam make de sp'ich.

After Im do dat Im expec have leetle more quiet an few more log make on dat camp but Im make one beeg mistake. I'm k'ip one dose feller wat are de meaner mans Im never see.

He fall a tree on me.

Dat are principal reason you not get lettre from me for few mont'.

De Boss from Toronto he get me good room on Hopital an after 'bout one mont' Im begin enjoy mesef for Im have de mos fine young woman for give me 'tention, but it take quite some tam for feex ma leg w'at are bus' on two place, an few rib w'at are ben' too much, also Im have crack on ma head wat make me leff ma hat on de house today for it are still sensetive.

Say, Im go'ne tell you Im got de good Boss. Not becaus he pay me all de tam Im not work, an pay ma room on de Hopital an de t'ing like dat, mais, becaus he k'ip de eye ope' for dat feller w'at pile a tree on me an we'n Im leave de Hopital las' June he sen me word dat feller are work on asbest' mine not veree far fram Lac au Loup. An it are mos' curious t'ing how dat feller quit her job an go make visit on de same Hopital w'ere Im spen mos' five mont'. He mebbe not get so good room like Im have an dat are sure t'ing he not have de same "garde malade" Im have for she not 'custom take care de dog, but he gone have good attention jus de same an mebbe p'raps eef he are luckee he go'ne get out on tam for make de sp'ich nex' Winter, but not on one ma camp.

Im not do much work dis Summer for de reason Im jus mention but Im k'ip de eye on w'at are do by de res' an Im fine some dose sp'ichmaker on de Drive an some work on de Mill an Im be sure we go'ne have some troub' some day soon. W'en it begin Im wish Im feel better as now for it require good mans like Caspar Lamarche w'at have keel a bear w'it her two han's becaus it eat her calf one tam, for settle dat question.

Im nearlee forget tell you 'bout ma "garde malade" w'at are attend me on de Hopital an wash ma face t'ree, four tam a day an boss me all de tam, an make me take de bad medecine an w'at are cause ma wife Glorianna for take a room close on de Hopital so she can kip de eye on me.

Well; she have get de good pratique nurse de soldier en France an it not bodder him 'tall for look after me, an w'en she change de dress on ma leg or de crack on ma head she tell me bout dose nudder feller wat are loss two dere leg an dose nudder feller w'at are have de shot on de face, an it k'ip me lissen on her an Im not feel so much. I'm not go'ne tell her name but Im tell you d'is, she are one ma fren' an one de fren' ma wife Glorianna an nudder ting, we have de bes room on our house on Lac au Loup feex up for her any tam she make visit on our place.

W'en Im on de Hopital she come on ma room an say, "Caspar, It are quite some tam you not have your pousse feel," or, "Caspar, It are quite some tam you have de good sl'ip," an' Im like dose word an use it w'en Im get de chance.

Glorianna are not jealous for she know dat "garde malade" are go'ne be marry soon on one feller w'at she make over agen en France, an who are go'ne be doctor. He better ope' de office on Lac au Loup an he go'ne get lot de pratique eef dose feller try make de sp'ich some more on ma camp.

Mebbe, p'raps de Boss are go'ne allow me plaster de Hole Number T'ree camp nex Winter, an put de bat' on her an have be Smokingroom, an bout hundred bedroom wit' de brass bed an have de Butler an Waiter an few pretee chambermaid for attend on de mans. An we furnish de cigar an leetle tonic once a w'ile, for satisfy dose feller w'at are like make de sp'ich but not like work 'tall.

It take a damfool for t'ink he work onlee seex hour a day on de Bush an t'ree hour on Saturday, w'en we pay de beeg pay on de mans, an for hay an provision, an d'ey not like for eat porkanbean now an molasse but mus' have de fresh meat an butter an egg an de fine pie an cake, an dat are jus' w'at we are feed d'em for long w'ile now but d'ey not satisfy. D'ey not like do any work 'tall, onlee draw de pay.

Ba Gosh, Im gone satisfy dose feller, an Im tell you now, de nex feller wat are try for fall a tree on me bes' be sure he make good shot for eef he make de miss, he go'ne right t'roo an see nudder side dat "riviere" we're Im stop half-way. He not go'ne make de stop on Hopital 'tall, an it go'ne be quite some tam before he make some more Sp'ich.

Bien a vous,
Caspar Lamarche.

The large pulpwood stacker of the Sturgeon Falls division of the Spanish River Pulp & Paper Mills

Simple Way to Solve Big Problem

By "Pine Knot"

There are many well-seasoned veterans in the sawmill trade, to whom the suggestion contained in this article will be not only a valuable aid to better work, but an eye-opener as well. It is the experience of the writer that where trouble arises with the sawing, the blame is laid on everything (principally the saw) before the real source of the poor work is discovered or acknowledged.

When I say veterans of the mill trade, I mean more particularly those men who have had a long varied experience in the care and operation of large circular saws in sawmills that range in size from the light powered mill relying upon the capacity of an old fashioned over-shot water wheel, to the very modern, up-to-date mill with its high pressure steam power plant, and its steam appliances for operating the carriage, "nigger," etc.

In the majority of cases these represent the best that money can buy. The finest saws, and the most cleverly designed machinery that human ingenuity and skill are capable of producing. And yet, with all these facilities at hand, and

Fig. 1 Fig. 2

the skilled knowledge of an experienced operator to fall back upon, it not infrequently happens that a new circular saw from a maker who has acquired a world-wide reputation for good saws, will disappoint both the owners and operators.

Notwithstanding the fact that the saw is perfect in material, temper, and workmanship, and is fitted in the best possible manner by a painstaking and competent filer, they will not turn out as large a quantity of well-manufactured lumber as had been anticipated. The saw is sensitive, runs in and out of the cut, becomes hot on the rim, and makes uneven lumber —especially when the log is fed on the saw at a moderate or fast feed.

Nothing goes wrong without a cause, and while there are many causes for the saw not "standing up" as it should, the odds are in favor of laying the trouble, in the case of a circular saw, largely to the saw guide.

A saw guide, while it may be held firmly in position, is not always placed in the proper position. Usually it is found that the guide has been placed too far below the cut, which allows the saw to be deflected from a straight line before the guide has really had an opportunity to support the saw. The guide should be placed in a position that will bring the jaws as high as they can be placed, and still allow the head blocks to pass over (see figure 2). This simple change in the location of the guide will enable it to properly support the saw, and prevent its being deflected from a straight line.

In the small or portable saw mills, the builder, as a rule, puts a 4, 5, or 6 inch collar on the saw guide so as to bring the centre of the guide just on a line with the centre of the collar (see figure 1).

This is a method of placing saw guides in position, that has been employed for many years. But years ago, a saw mill man used a much thicker saw than he is willing to use now. And while it naturally follows that a thick saw plate is steadier and will stand up better than a thin one, consequently the thick saw did not need as much support from the saw guide as the thinner one, and the saw guide was placed below the centre of the saw.

If, instead of this, the guide was placed so as to bring its centre directly in line with the top edge of saw collar, the saw would get a great deal more support from the guide, and "stand up" better in making slab cuts.

It would be easier to operate, lessen the percentage of miscuts, and give much better service generally for the work of cutting is all done above the centre of the saw. While I have found some mill men who objected to raising the guide because of possible interference with knots, I can say, positively, that if the proper attention is given to setting a log in position on the carriage there can be no trouble from this source. Turning the knot up carries it away at once, and after the first cut there will naturally be plenty of clearance.

During my early experience in the construction and repairing of millions of saws I once spent two days carefully studying out a mill where the circular saw refused to cut properly. Accidentally I discovered that shortly before the trouble began the old guide had been replaced by a new one. Repairing and setting up the old guide again, banished the trouble that I had not been able to remove in two days' search. Then and there I determined that I would always go to the guide first when called in to "doctor" a mill. I have gained a lot of experience since that time, but to this day my first move when looking over a circular saw mill is to note the position of the guide.—Disston Crucible.

Quebec Inaugurates Aerial Surveys

Although the St. Maurice Forest Protective Association was the pioneer in the matter of employing aeroplanes for forest protection, the work is now being carried out on a larger scale by Price Bros. and the Laurentide Company. The Province of Quebec, through its Lands and Forests Department, is also using aeroplanes, not only for protection work, but for the purpose of surveying and mapping out the country by means of aerial photographs.

By arrangement with the Dominion Air Board the Department has organized an aerial patrol and forest survey of the basins of the Chamouchouanne and Mistassini Rivers, covering 12,000 square miles. Already two machines have been in operation since the first week of July, taking photographs of the forest conditions. At the same time they are patrolling for forest fires. The Dominion Air Board expects to receive soon an F. 3 flying boat from England, which will carry ten passengers. In addition to the aerial patrol, the Quebec Lands and Forest Department has several land parties travelling in canoes making also patrols and forest inventory work. Mr. G. C. Piche, chief of the forest service, is of opinion that this experiment will give satisfaction and demonstrate that, for the reconnaissance of forest conditions in the northlands, the aeroplane is the only vehicle possible.

The Minister of Lands and Forests, the Hon. Mr. Mercier, intends to fly from Roberval, which is the base for flying operations to Lake Mistassini, and Mr. Piche will also make the journey.

Releasing Energies Within the Crowd

The real leader in industry to-day is not the man who substitutes his own will and his own brain for the will and intelligence of the crowd, but the one who releases the energies within the crowd so that the will of the crowd can be expressed.—Charles M. Schwab.

My Creed of the Out of Doors

I believe in the wonder of the out-of-doors, in the inspiration of the stars, and in the allurements of life in the open and

I believe in the strength of the hills, in the silence of the night, and in the music of the birds and trees.

I believe, also, that my body was made for action, that my mind for loving in unison with the life in nature.

I believe that to laugh and sing, to swim and walk, to study and play, to eat and be happy, to be kind and free, to grow strong and good, is my God-given right.

I believe too, that to be happy, I must be good, that to be worthy I must be kind, that to be loved must think love.

I believe that God is as near as man, that I can hear Him in the brooks and pines, and that happiness and lasting peace are mine, as I live in the atmosphere of kindness so near me in the life of the open world.

Rudolph Carl Stoll.

Heavy Output of Canadian Plants

Here is the daily output of a number of the leading pulp and paper companies of Canada:

	Tons
Abitibi—	
Newsprint	275
Board	55
Ground wood	345
Sulphite	115
Brompton—	
Newsprint	120
Board	80
Ground wood	240
Sulphite	90
Kraft and manilla	25
Donnacona—	
Newsprint	100
Ground wood	115
Sulphite	50
Howard Smith—	
Fine paper	41
Sulphite	15
Laurentide—	
Newsprint	210
Board	50
Ground wood	280
Sulphite	175
Price Bros.	
Newsprint	275
Board	55
Ground wood	345
Sulphite	115
Provincial Paper—	
Fine paper	67½
Spanish River—	
Newsprint	550
Ground wood	520
Sulphite	235
Board	35
St. Maurice P. and P.—	
Newsprint	100
Ground wood	100
Sulphite	60
Sulphate	50
Riordon Co., Limited—	
Sulphite	340
Wayagamack—	
Kraft and sulphate	150

Manitoba Timber Berths Will be Sold

Seventy-five square miles of Dominion Government timber limits in Manitoba will be put up for sale by auction early in the fall, according to A. F. Crowe, Crown timber agent. This is the largest area of timber to be sold in Manitoba in ten years. The area comprises three berths of 25 square miles each located on the east side of Lake Winnipeg, on the Bear River and on the Maskawa River, 90 miles north of Winnipeg. The sale will take place in the timber agent's office in Winnipeg.

New Steamers Ready for Service

Canadian Prospector, the fourth 8,400 ton steel steamer built at the Coughlan yards, Vancouver, for the Canadian Government Merchant Marine was given her sea trials on June 11th. The new vessel is sister ship to the Importer and the Exporter, both of which are now plying in the C. G. M. M. service between Vancouver and Australia. The other vessel, the Canadian Inventor, also a sister ship, is now at the government docks practically ready for sea. Another vessel, the Margaret Coughlan, built by the same firm, will have her sea trials and load railway timbers and ties at Genoa Bay, Vancouver Island, for U. K.

How Feed Market is Shaping Up

Conditions in the feed market are dependent more or less upon the possibility of the war scare. The recent successes of Poland have altered matters somewhat. If the case of war should arise the conditions with reference to feeds of all kinds would be very much worse than that in 1914 as there is at the present time a pronounced shortage. Apart from this possibility we would make the following observations:

Alfalfa—Material lowering of present prices may be expected.

Hay.—The present situation is affected more or less by the supply of cars and the market is now at about its low level.

Bran.—This is largely influenced by the wheat situation and it is advocated that purchasers only supply immediate needs.

Oats and Corn are governed by very much the same conditions and lower prices are probable, except in the case of war as mentioned above. Generally supplies to cover immediate needs only are advisable with the exception possibly of hay that will not likely run any lower.

Freight Advance to Atlantic Ports

Following recent arrangements by which export rates on the Canadian railways should be kept on a parity with those in the United States, an order lately received by the Montreal Board of Trade Transportation Bureau giving instructions for the increase of freight rates from Canadian shipping points to the ports of Montreal, Quebec, St. John and Halifax, by which the Canadian Railway Commission authorized the increase of such rates for export to equal those obtaining in the United States for export purposes. It was stated that this order followed previous orders regarding increases in rates, so as to preserve the parity between Canadian and American freight rates, and it was intended to see that export rates for the Atlantic seaboard should be the same as export rates in the United States. This regulation, it was explained, was necessary under the agreement, since if a similar increase was not granted in Canada American exporters might use the Canadian lines to the detriment of American lines, so as to secure the advantage of lower rates.

Mangrove Wood Impervious to Decay

The wood of the mangrove tree which grows abundantly in French Guiana, is said to be impervious to rot; at least, it has not rotted under the severest tests given it for four years by a French railway company. The grain of the wood is so close that it practically excludes moisture and it has the further protection of a large amount of tannin in its composition that prevents the invasion of insects and protects it from mold, damp, etc. Its discovery is important, especially to users of railway ties and telegraph and telephone poles.

Utilizing the Waste Mill Slabs

The great increase in the use of paper and the resulting great demand for pulp has opened up a very profitable new business for saw mills in the utilization of the waste slabs.

Nearly all saw mills today either burn the slabs under their boilers or simply throw them away. Now the more progressive and far-seeing mills have equipped their plants with slab barkers. These will remove the bark from the slabs and leave them in a condition to be used by the pulp mills.

The result is that this formally useless by-product can now be used in increasingly large amounts by making pulp.

Among the mills now using this barker, made by the Canadian Mead-Morrison Co., Ltd., of Montreal, are the Jackman Lumber Co. of Jackman, Que., Kellog Lumber Co., and John Lumber Co. of Maine.

There is now being designed a train of machines to make chips for pulp mills right at the saw mills. There will be four of these machines, the barker mentioned above, a chipper, a crusher, and a chip screen. The chips will be sent to the pulp mills in bales rather than by bulk.

Lost 1,500 Cords of Pulpwood

Mr. W. H. Russell of the Russell Timber Company, Port Arthur, Ont., recently returned from Ashland, Wisconsin, where he went in his yacht PomPom on a search for a missing raft of 1,500 cords of pulpwood lost off Outer Island about the first of the month. On the return ttrip the shore line was skirted for miles but no trace of the wood was found.

May Use Bamboo for Paper Pulp

The scarcity of newsprint paper gives special interest to the statement that edible and timber bamboo are both adapted to the climate of the Gulf states and are in a position to aid materially in the production of paper. The difficulties which exist in transforming tropical grasses, reeds and rushes into paper are said not to apply to bamboo; and bamboo, unlike the great forests of the temperate zone, grows rapidly so that the supply of paper material would renew itself from season to season. Burma is one of the tropical countries where bamboo is very abundant and it has also necessary facilities for transportation. Not only is the bamboo of rapid growth and some species attain a great size, even 70 to 100 feet in height with trunks a foot in diameter, but it is often found in arid localities which would otherwise be destitute of vegetation.

Lumbering Activities in Fraser Valley

Evidence of the important part lumbering and its allied activities play in the affair of B. C. is afforded by the many camps and mills throughout the Fraser Valley, B. C. Old timber lands are being worked over again, and the world-wide demand for lumber and forest products which characterized the war period, and which still prevails, is reflected in the volume of business being done in these lines.

A typical mill is that of the Campbell River Lumber Company, near White Rock. The concern operates several camps to secure its own logs, and has lately increased its capacity fifty per cent. to 150,000 feet daily. The power is electrical with the exception of the head-saw equipment. The company is providing cottage homes for its married employees.

Another large mill recently remodelled and equipped with the very latest machinery, electrically driven, is the Hammond Cedar Company's big plant at Hammond. This company also is helping to solve the housing problem for its employees.

The Dominion Shingle and Cedar Company, Ltd., has replaced the big plant on Lulu Island, near Eburne, burned down last September, with a mill equal to the best in the province, and operates 14 machines at Eburne and ten at other centres in the Fraser Valley. The Abbotsford Lumber Co. has an output of 90,000 feet daily, and specializes in large timbers for the rail trade. This concern employs 230 men.

The Beaver River Lumber Co., with a numinal capacity of 70,000 feet per day, tops the 74,000 mark some days at its mill alongside the B. C. E. Railway some 30 miles northeast of New Westminster, and with a subsidiary concern at Sullivan employs over 100 men. Other concerns swelling the output include the Popcum Co., ten miles east of Chilliwack; the Vedder Crossing Co., west of Vedder Mountain; the Promontory Sawmills, Sardis; Clayton Co., nine miles east of New Westminster; McLean and McKay Co., two miles south of Cloverdale; which is opening up a new stand of 3,000,000 feet near the mill; Galbraith and Sons' Lincoln mill, with four miles of logging railway; Wolverine Co., two miles south of Lincoln station; Craig-Taylor Co., near Otter Station, with a capacity of 60,000 feet daily; Anthony A. Rerrie Co., two miles north of Aldergrove; the G. B. King Co., operating at King station, which under the new name of the King-Farris Co., has lately acquired 125,000,000 feet of spruce and fir, including the magnificent tract known as the Big Green Timber near Cloverdale; the Lombard Co., at Langford on the B. C. E. R., and a host of smaller outfits and shingle mills scattered throughout the Valley.

Housing Problem Puzzles Vancouver

Commenting on a recent decision of the city council of Vancouver not to continue the advancing of money on home-building, under the province's loan system to returned men, the Daily Province remarks editorially:—

City authorities are occasionally invited to take some action against the advance in rents on the houses occupied by working men. The city would be in a better position to intervene if it had not confessed its own inability to provide cheaper houses with the money offered by the Dominion at low interest. It has been explained that houses so built and sold without profit to families with payment made as rent over long periods would cost the worker more than he could afford to pay. The inference is that the working men can better afford to rent houses at the present prices than to accept the best terms the city could make under the most favorable conditions. This is poor encouragement to investors to build houses to be rented even at present prices, and no encouragement to workers to build homes for themselves. It would have been well worth while for the city government to take hold of this housing project and work it out promptly as far as the money went, while labor and materials were lower in price than they are now. Even at a later stage it was a weakness to accept a partial failure.

Budget of Briefs from the West

The Napier Lumber Company, recently organized, and which has secured limits carrying five or six million feet of timber at Kobsilah on Vancouver Island, from J. Boal, is now busy on erection of a mill. The location is on the C. N. R. tracks near the King Solomon Mines two miles from Kobsilah River bridge. The capacity of the mill is to be 20,000 feet per day and it is intended to have it in commission at an early date. The principals in the new concern are Mr. J. D. Patterson and Mr. S. A. Werry, of Vancouver. Mr. Patterson was at one time mill superintendent for the Canadian Pacific Lumber Co., Ltd., Port Moody and Mr. Werry has been for years connected with mills in the Kootenay.

Building permits issued in the city of Vancouver for the seven months to the end of July, totalled 994 in number and $2,294,567 in value. This nearly doubles the 1919 building record for the same seven months, which was $1,224,326 in value, though 693 permits were issued. For the month of July, the total value of permits issued was $669,292, the number of permits being 138. For July, 1919, there were 107 permits issued, the total value being $488,855. The 1920 records so far have exceeded those of any year since previous to the war.

Big Increase of Gross Profits

Gross profits of the Brompton Pulp and Paper Company, Limited, East Angus, Que., for the first six months ended April 30 last of its current fiscal year amounted to $945,285, against $517,355 in 1919, an increase of 84 per cent. Net profits after fixed charges, but before depreciation, were $873,830, against $413,118, an increase of 111 per cent. These facts are reported in Greenshields and Company's Monthly Review, which has the following to say.

"This represents earnings at the rate of 22.9 per cent. per annum on old common stock, or $11.45 a share on the new. Provision must be made later for depreciation, taxes, etc., in view of the upward trend in prices of pulp and paper. It is well within the possibilities that $12 a share will be earned on the new stock for the full year after all deductions.

"There remains a surplus from the first half of the year after deducting dividends on both preferred and common, $593,830. This will cover, with about $20,000 to spare, bond interest, preferred dividends and dividends on the common stock at the new rate for the remaining half of the year.

"In other words, any profit earned within the six months from April 30th to October 31st will be available for depreciation and surplus accounts."

A fire on Gambier Island, Howe Sound, twenty-five miles from Vancouver, destroyed a good deal of timber in the limits being worked by the McLeod Logging Company. There is estimated to be 1,500,000 feet of standing timber, most of which fortunately escaped injury. Mr. D. A. McLeod states that even the portion damaged by fire may be logged off without heavy loss. Some eighty men are employed at the camp, and they were all quickly employed in fighting the fire, which was got under control in a few days.

Even rural municipalities are being stirred up by the ratepayers —who are also voters—over the question of cinders and smoke from saw and shingle mills. Surrey council, whose district is south of the Fraser River opposite New Westminster, had under discussion recently the question of a shingle mill in the little village of Cloverdale. Letters from housewives asserted that even screens did not keep out the cinders and dust from the new Smith & Hutton shingle mill. The members of the council agreed that it was likely residents might be inconvenienced by such an industry erected in the village, but they took no action.

West Vancouver, across Burrard Inlet from the city, has a soldier housing scheme under way. A plan of agreement between the soldiers interested and the municipality has been forwarded to Victoria for the approval of the provincial government, as the funds are advanced under its soldier housing scheme. Eighteen men have made applications to participate and a committee of the local G. W. V. A. will work in conjunction with the council to carry out the scheme. A building supervisor is to be appointed to look after the actual construction of the dwellings.

One of the worst forest fires on the coast so far this season burned the camp of the F. M. Norton Logging Co., on Raza Island near Lund on Aug. 7th. Much damage was also done to the standing timber before a sufficient force could be collected to fight the fire. A large quantity of logs which had not been put in the water were destroyed. The fire ran over more than 2,000 acres, though much of the green timber escaped injury.

Under a decision recently handed down by Mr. Justice Morrison of the British Columbia courts, F. J. Finucane, of Spokane, Wash., secures judgment for $8,440 against the Standard Bank in a suit heard in Vancouver last spring. The Rainy River company hypothecated certain securities to the bank and subsequently borrowed $50,000 from Mr. Finucane, agreeing that he should receive $10 per ton out of these securities on all pulp manufactured by the company. The company was paid for the pulp made, but the bank refused to turn over the money to Finucane. The suit turned on whether the bank was a party to or bound by the Rainy River Company's agreement with Finucane.

Mr. Retailer! Have You Good List?

Do Not Let It, However, Crowd Out Your Newspaper Advertising or Personal Relations with Trade

One of the most inexpensive forms of advertising, quite effective if done in the right way and yet a method that has been comparatively little used by the retail lumber dealer or line yard manager, is the circular letter, regularly issued.

By being regularly issued, we do not mean a letter gotten out on the same date each month, but rather, a letter issued as each building season demands it. The letters themselves may easily be gotten up. The problem to be solved first is getting a mailing list that is both up-to-date and containing the necessary information about each prospect, says the "Long-Bell Bulletin."

The information necessary will vary with each community, but in general it will divide itself into the two general classes of town people and farmers. Each prospect should be listed according to the buildings he has or is likely to plan. Prospective home builders come first and probably will be the largest sub-division. Then there are prospective customers for remodelling, for oak flooring, for barns and implement sheds, for farm fencing and for garages.

Why is so much detail necessary? You don't want to send garage letters to men who have no automobiles and are not thinking of purchasing cars. A farmer who has just erected a new barn and is rather proud of it wouldn't care much about receiving a letter advising him of the advantages of a modern barn. A circular letter serves its purpose best when it reaches a prospective customer just at a time he is most apt to build the very thing described.

A Western yard manager, although he sends out no circular letters—preferring to see each customer personally—has a very complete index. He lists prospects on a card system, including their name, address, location, what and when he intends to build, and how this information was first obtained. Many a dealer or yard manager has just this sort of information in a notebook, but not in an easily accessible form that encourages him to have circular letters prepared and envelopes addressed for occasional mailing to the trade.

Any handy card index system will answer the purpose of providing accessible mailing list data. Probably the best way of arranging a small mailing list is to file alphabetically. It is little trouble to go through several hundred names and pick out the ones to whom a certain circular letter should be mailed. The point is to have a list in such form that changes and additions may be made easily, and so that the mailing of one hundred or more letters at any time will not be a difficult job.

The up-to-date mailing list assures the most intelligent distribution of letters and enclosures. Home building, remodelling, farm building and fencing, corn cribs, implement sheds and poultry houses are subjects that should be represented in circular letters to the trade this fall.

No matter how complete your mailing list or how regularly you use it, do not let it crowd out your personal relations with the trade, or your newspaper advertising. Circular letters are merely supplemental advertising. They follow your personal acquaintance by talking about one building operation, and reach a circle of prospects that you cannot see personally as often as you can send circular letters. Local newspaper advertising remains the best and most effective medium, but its effectiveness is greatly increased by advertising a building operation in the newspaper and then following it up with a circular letter on the same subject.

An Expert in the Angling Game

L. H Richards, Sarnia, Ont., and his 17 pound pike

L. H. Richards, of the R. Laidlaw Lumber Co., Sarnia, who accompanied the Ontario Retail Lumber Dealers on their recent annual outing to North Bay, left Chaudiere Falls on August 2nd to return home. He went round by Sudbury and spent three days on the lower French River. There he had extraordinary good luck fishing and caught a seventeen pound pike in the Pickerel river. The fish is seen in the accompanying photograph and is 41 in. in length and was landed with a hook and line. It made mighty fine eating. Mr. Richards did not have much success in fishing while with the boys at Chaudiere Falls but by his subsequent feat a day or two later showed his ability to play a lone hand in the angling game.

Ontario Forestry Branch Extended

E. J. Zavitz, Toronto

The Woods and Forest Branch and the Forestry Branch of the Ontario Government have been amalgamated. The Forestry Branch will now care for the fire ranging and all matters pertaining to reforestation. E. J. Zavitz, provincial forester, has been placed in charge of the new organization. Mr. Zavitz has had an extended experience in matters of this kind and is well qualified for the new and responsible duties upon which he has entered. Mr. Zavitz is looking into the question relating to log measurements, etc., with a view to introducing such methods as may be expedient and in the public interest in the administration of the timber lands and collection of dues, etc. The Royal Commission which is investigating timber matters in the province is still at work and will be for some weeks yet.

Hon. Beniah Bowman, Minister of Lands and Forests, recently stated that until a final report of the Commission was made he could not say definitely just what the conclusion would be in regard to changes in methods of administering the timber resources of the province. There would doubtless be, he added, a much improved system in regard to the handling of these matters.

Look at the Hat—Not the Girl

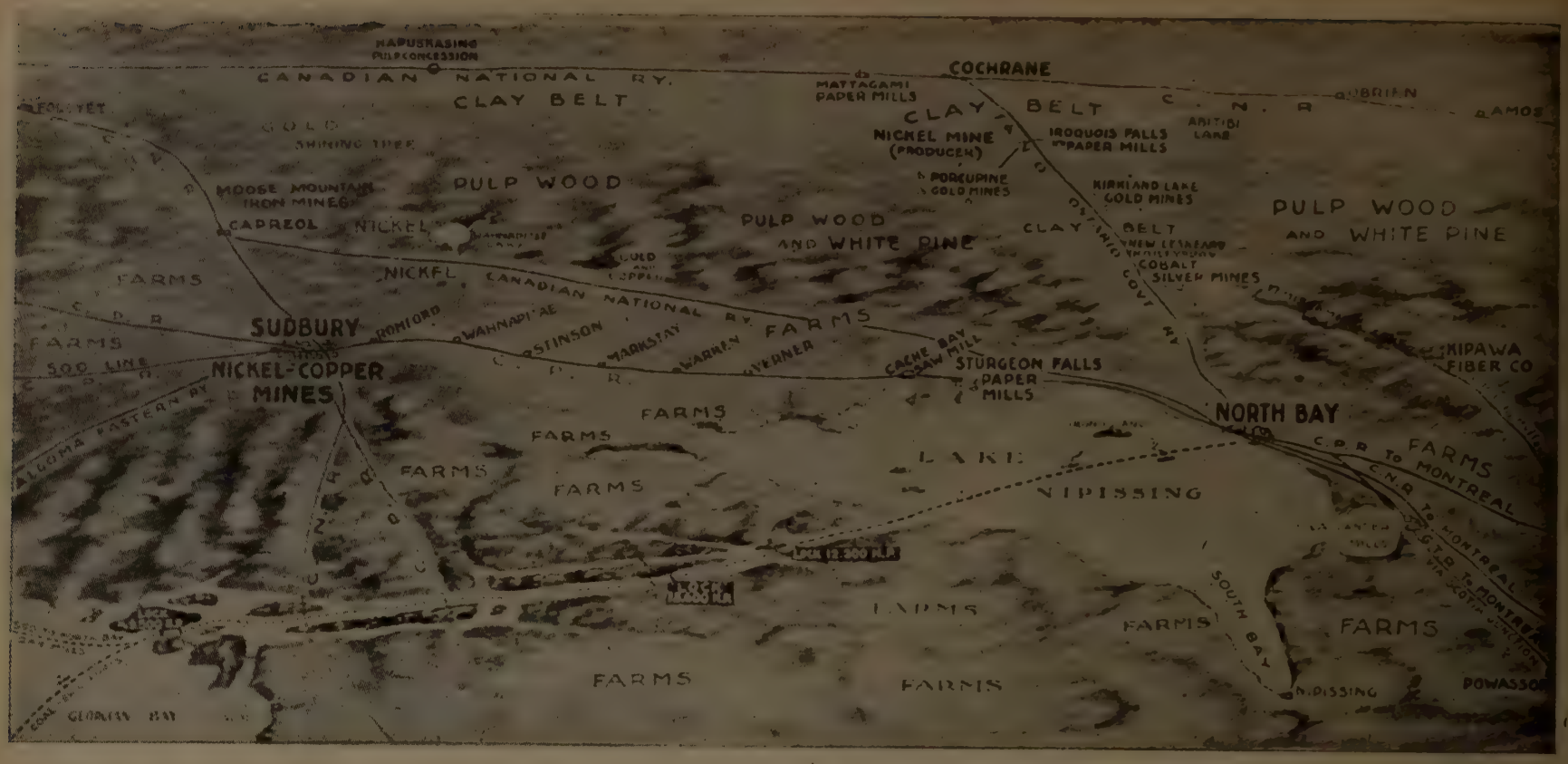
An artistic millinery creation of wood

Styles change rapidly and radically in millinery where new shapes materials and trimmings may be ushered in one day and out the next. For some years there have been wooden shoes—sabots—and we have wooden heads—as any boss can tell you—but, at least, we have reached the most picturesque and striking novelty of all, which will be of peculiar interest to young lumbermen, who have not yet joined the ranks of the benedicts. The innovation is in the way of a new type of headgear and is known as the wooden hat. It is creating its first furore in Paris, where one of the original models was sent on the day of its creation. The others are in the possession of Miss Clara Moores, star in "Shavings," who is shown here; and another actress in her company, Miss Eleanor Martin who is well known. On the opening night of "Shavings" a tired New York designer, N. C. Smolin, sat in the audience with a French maker of hat styles. A floor full of shavings in the play gave Smolin an inspiration. The next day he executed a hat made of fine wood shavings blocked into a smart shape, dyed a fashionable color and enameled. This model ter to drop a few shavings for their millinery creations.

Next you may expect to see a bevy of excited maidens hanging around buildings under construction, anxiously waiting for a carpenter to drop a few shavings for their millinery creations.

See What Our Fathers Did!

"Therefore when we build let us think that we build forever. Let it not be for present delight, nor for present use alone. Let it be such work as our descendants will thank us for, and let us think as we lay stone on stone, that a time is to come when those stones will be held sacred because our hands have touched them and that men will say as they look upon the labor and wrought substance of them, 'See this our fathers did for us.'"—Ruskin.



The accompanying map shows the rail and water route which was taken recently by the members of the Ontario Retail Lumber Dealers' Association on their annual outing. The illustration also affords some glimpses of the network of railways, pulpwood lands, sawmills, mines and other activities of the great north. The dotted lines running across Lake Nipissing from North Bay to the first lock on the French River indicate the water trip taken by the lumber merchants. The first lock at Chaudiere Falls is where such excellent results were obtained in fishing. On the north side of Lake Nipissing the location of Cache Bay and Sturgeon Falls, at which towns the lumber dealers also spent some time, is clearly revealed

B. C. May Find a Market in Spain

Representative for Spanish Paper Mills Seeks Pulp and Timber for Supplying Annual Demands

COMMISSIONED by an association which is consortium of all the pulp and paper mills in Spain, Senor Augusta Ramoneda of the Spanish city of Barcelona is investigating the possibilities of the British Columbia market as a source of supply for the paper mills of his country. Mr. Ramoneda arrived in Vancouver in July, after having spent some time in Montreal and Eastern Canada. While in the east the results of his study of the possibilities of building up trade in pulp and timber exports from Canada to Spain, led him to decide on opening an office in Montreal under the name of Ramoneda Brothers. He was also able to conclude the purchase of two cargoes of wood pulp for shipment from eastern Canadian mills to Spain, which will be some relief to the pulp and paper shortage which has become somewhat acute in that country.

The annual requirements of the whole of the Spanish paper mills run into 60,000 tons of pulp, all of which in the past had been imported from Scandinavia. With conditions in the northern European countries M. Ramoneda is quite familiar, having frequently visited them and made a study of their forest output. Prior to the war Austria was to a small extent also a shipper of pulp to Spanish paper mills. Since the war there has been such a radical change in conditions due to the acute reduction of the ordinary timber supplies in all European countries during the period of the war, that today no assured supply can be got. Demands have doubled from England and from France, both of which countries denuded their existing forests of any commercial timber anticipating ordinary cutting by several generations. Germany is coming back to the position of a customer for Baltic products and Russia is out of it for the present as a source of supply. Hence Canada can look forward to a very greatly increasing her timber exports to all European countries.

"I have not yet had the opportunity to examine your forests though during the next few weeks I am proposing to spend some time traveling through them," said M. Ramoneda to the "Canada Lumberman." "I am not, therefore, in a position to express an opinion or to make a comparison with the forests of the Scandinavian peninsula, with which I am familiar, but from my trip across British Columbia and what I then saw, it seems to me that you are in a very strong position in having such vast and valuable timber resources."

Regarding the possibilities of timber export to Spain from Canada, Mr. Ramoneda was of the opinion that one thing which would have to be arranged was straight cargo shipments. Parcel shipments could hardly be arranged in the absence of direct steamer service. The same would apply to exports of pulp to his country. With regard to that, he explained that no single paper mill in Spain would be in position to buy cargoes, and as the shipment of parcel consignments was not possible, the expedient of forming a consortium of all the mills had been resorted to. He had come as the representative of this organization, and as it was a merging of the financial strength of all the concerns they were in position, through the agency of the Royal Bank of Canada, which was established in Barcelona, to satisfy exporters as to their financial standing. With respect to finances, Mr. Ramoneda pointed out that cash against bill of lading was hardly to be expected with such heavy purchases as cargoes of pulp, running into millions of dollars. He thought Canadian producers, in order to foster export trade to all European countries, not alone Spain, would have to arrange terms of credit. He instanced the Scandinavian countries which had always followed that practice, and had also been in the habit of shipping on consignment. In his opinion a fifty per cent. payment on bill of lading and the remainder on arrival of cargo was more the basis Canadian exporters should arrange.

M. Ramoneda described the regular specification as to size of timber imported by Spain as 3 x 9. That size had become a fixed standard, and though considerable quantities had always been imported from the Baltic countries, there had frequently been found difficulty in getting the stock out to exact measurement. That was a prime requirement in his country, where the trade had grown accustomed to it, and where all construction plans and measurements were based upon the universal 3 x 9 size. From what he had learned of the equipment of British Columbia mills he did not anticipate any trouble in getting timber cut to the correct specification, in case of orders being placed.

A question the visitor asked, and one to which he seemed to give some importance was the possibility of shipping the pulp-wood in the unmanufactured state from British Columbia, provided a full cargo were ttaken. No such shipments have ever been made from this province, though thousands of tons annually have been exported from Eastern Canadian provinces by rail and water to U. S. pulp mills. M. Ramoneda said that at present there were only two pulp mills in Spain and they were of rather small capacity, yet the spread between the price of wood-pulp and the price he presumed it possible to buy pulp-wood in the manufactured state must be very large. Mine and pit props have been exported from British Columbia, it was pointed out to the visitor, so that there would be no very good reason why pulp-wood could not be thus exported, but it would be necessary first to get an organization to produce it for shipment.

Know Your Cost of Doing Business

EVEN in normal times it is quite essential that a merchant in any line should know accurately what his cost of doing business is. He should know not only his total cost of doing business, but also the separate cost of the major items which go to make up his total cost. Also, he should know each month what the separate costs are that make up his total, because this would enable him to keep a safer check on his business from month to month. For instance, if a lumber dealer should observe in any given month that his feed bill, or his cartage bill or his power bill had increased materially over his expenditures for any of these items during the past month, or the past few months, he would be immediately on notice that he should look into these expenditures and find out whether any natural reason existed for the increase. If he found that this sudden increase in expenditure for any given item was the result of some condition which he could cure, he could stop this loss from continuing to the end of the year, or to the time when he would ordinarily make up his cost of doing business.

In times like the present, however, when costs are steadily mounting, there is a special element of safety in a lumberman's knowing his cost of doing business from month to month. It would be exceedingly unwise, and contrary to the dictates of good business, for the lumber merchant to rely on these on the cost basis that covered his operations for even as late a period as the last six months of the past year. Even though his fixed expenses might be very little different from what they were for some past period, the volume of business, for instance, which he might be doing would have such a direct effect upon his costs that they might be materially increased without his knowing it, unless he kept a check on them monthly.

A lumberman who has accurate and up-to-date knowledge of his costs derives a further benefit in that he does not have any misgiving as to what his cost of doing business really is. It is natural for the lumberman who does not know his costs to feel that he is doing business a little cheaper than the other fellow, and for this reason he often lacks the plain business courage to secure his orders at the price he should. If the lumber merchant knew all the time what his costs were, he would also know accurately the margin of profit between that and his selling price, and would thus never work under the delusion that even if he did cut his price because of competition it would all come out in the wash anyway and there would be in some way unknown to him, a fair margin of profit left after all. Uncertainty as to the facts in just this connection has probably been the cause of more failures in the lumber industry than any other one thing. As a simple matter of fortifying himself, therefore, a lumberman should at no time have any doubt as to what his cost of doing business is. He should know what percentage of profit his price is yielding him, and how much his loss of p rofit if he cuts his price. A sound merchant in any line does business on certainty as to costs and not on doubt.

The present critical situation as to prices in the lumber industry, together with the belief generally in the public mind that lumber prices are exorbitant, puts the retail lumberman constantly under the necessity of justifying his price to his trade. In the light of this condition it will readily be seen that the lumberman who has accurate knowledge of his present cost of doing business, as compared with past periods, is in a position to show his customer, if necessary, that the price he is asking in excess of what his lumber costs him is in no case exorbitant. Without this cost information, however, he is not in a position to thoroughly clear himself as to the lumber prices that now obtain.

The fact that lumber prices are high is in itself no evidence that the lumber merchant is making money. Even under the prevailing quotations he might, owing to the lack of volume of business, or other reasons, be actually losing money on his turnover, or at least making far less than he thinks he is, if he is trying to carry his costs in his head, or in his ledger under the single heading of "General Expense." In abnormal times like these, every lumberman, for his own safety, should be more alert than usual as to matters effecting his cost of doing business.

Genoa Bay Mills loaded the American barquentine Alta with 1,600,000 feet of lumber for South Africa early in August.

Who Owns a Business?

Here is a man, for example, who owns and operates a large farm.. He bought it with his own hard-earned money; on it he works ten to fourteen hours a day.

Giving his whole time and strength to the work, he finds it necessary to employ three farm laborers to assist him in getting the maximum production.. He agrees with them for wages and pays what they are willing to work for.

But according to modern thinking, this system is all wrong.

These three men ought to control the farm, decide how much in money and produce should go to the theoretical owner and keep all the rest themselves. These men are giving their lives for the work. "If you deny them control of what they give their lives for, you deny them justice.". The owner is also giving his life for the farm, but of course that is different, he is capitalist, and exploiter of labor.

Does labor in and by itself give the right to control the profits? If men work on a railroad, does the fact of that labor itself give the workers the right to control the profits? Surely not, unless the labor itself furnishes a title to ownership. Is this true?

* * *

If you own a valuable gold watch and take it to a skilled watchmaker to be repaired, whose watch is it after he has repaired it?. Does it still belong to you, or does it now belong to the man who worked on it, by virtue of his labor?

To whom does the control of the watch belong? Does the man who worked upon it, by that labor gain the right to decide whether he will hand it back when you have paid his bill, or sell it and divide the proceeds with you?

* * *

The laborer surely has a right to a fair, even a generous, return for his labor. He has a right to reasonable hours and good working conditions.. But certainly his labor gives him no right to control the industry since it gives him no title to ownershp.

We are losing sight today of elementary economics.

We live under democracy, and it may be possible to nationalize the railroads by legislation.. We might then nationalize the mines and all other industries, finally nationalizing our farms and giving all the profits to the hired farm laborers.

But let us be honest.

Let us not call it "industrial democracy," for "industrial democracy" is concerned with the welfare of all classes.

It is not even true Socialism.. It is really turning over the control and profits of industry to a single class in industry for the sake of that one class alone. We would call it American Bolshevism were it not that those whose doctrine it is have their feelings hurt when called Bolshevists.—Boston Transcript.

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

LATH

5 million lath wanted. State quantity, grade and lowest price. Box 353, Canada Lumberman. 16-17

Hemlock Bark Wanted in Large Quantities

Quote price and state amount you can supply. Address Box 356, Canada Lumberman, Toronto, Ontario. 17-18

Wanted

We need immense quantity piling, Oak, Tamarack, Fir, Spruce and Long Leaf Yellow Pine, usual quality 12 in. to 14 in. at butt, 6 in. to 10 in. at top; 62 to 70 ft. long, averaging 65. Advise quickly what can furnish, when can ship and price delivered Buffalo, N. Y. All bills discounted. Address Drawer 507, Cumberland, Md. 17-18

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request. Also Deal ends.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Wanted

We want to buy 2 x 2 20" Clear Birch squares. If you can cut Maple and Birch furniture dimension stock we should like to communicate with you.

MARK CUMMINGS LUMBER Co.
388 Ellicott Square,
17-18 Buffalo, N. Y.

Birch Wanted

No. 1 Com. and Btr., 4/4" to 16/4". Name us your best prices delivered here for dry stock. Will contract for mill output in Birch, Elm, Basswood and Ash.

WARREN ROSS LUMBER CO.,
10-t.f. Jamestown, N.Y.

WANTED

White Pine Spruce
ALL GRADES.
Also LATH of all grades

JOHN F. BURKE,
2-t.f. Aeolian Bldg., New York City.

White Pine Wanted

One car or more each of:

1 x 10" x 16'
1¼" x 10" x 12 to 16'
2" x 12" x 16'
1¼" x 8" x 12 to 16'
1¼" x 12" x 12 to 16'
1" x 12" x 16'

in best grade you can furnish, which please describe in your offer.

G. ELIAS & BRO. INC.,
15-17 Buffalo, N.Y.

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

Lumber For Sale

For Sale—Birch Lumber

About 750,000 ft. of Birch Lumber 4/4; 8/4; 12/4 and 16/4. This year's cut. Apply Box 343 Canada Lumberman. 16-19

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

For Sale

2 cars Pine Lumber 4/4.
1 car Basswood Lumber 4/4.
1 car Pine Lumber 8/4.
All timber run, culls out. For price and further particulars apply to

J. FINLAY & SONS CO.,
17 Norwood, Ont.

For Sale

F.O.B. cars or delivered, 60,000 feet of 3 x 12 No. 1 Fir, has been used for the construction of three buildings same size, for joists. Buildings were erected expecting to be taken down, so materials are in first class condition. For particulars address: Leslie J. Hastings, 27 Wellington Street, Brantford, Ontario. 16

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

Dry Merchantable Spruce For Sale

400,000 feet 1, 2 and 3 in. Widths separate in the 2 and 3 in. Also a few car culls 1, 2 and 3 in. Write

D. G. RHEAULT,
17-18 Mont Joli, P.Q.

For Sale

White Pine and Spruce Laths for sale all grades

Dry Birch Stock: 2 in. — 3 in. and 4 in. also about 750,000 ft. of Box Spruce Lumber 5/8 in. to 3 in. thick.

Several cars of White Pine, all thicknesses. Prompt shipment.

J. P. ABEL, FORTIN, Ltd.
17 Maisonneuve, Montreal.

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

For Sale

32 in. Mill run Pine Lath.
No. 1, 4 ft. Pine Lath.
No. 2, 4 ft. Pine Lath.
No. 3, 4 ft. Pine Lath.

McGIBBON, LIMITED,
17 Sarnia, Ont.

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

Swing Carriage Heading and Shingle Machine wanted. Box 351, Canada Lumberman. 16-19

Wanted

1 Portable Saw Mill, good condition, 50 to 60 H.P. Box 357, Canada Lumberman, Toronto, Ont.

Wanted

We want to buy Boiler, allowed 100 to 125 lbs. steam, and Engine about 75 horse power. Must be in good shape. What have you to offer? Box 70, Sarnia, Ont. 17

Wanted

Barrel Hoop Machinery and combined Lath Machine.

T. K. RALSTON,
17 591 Ingersoll Ave., Woodstock, Ont.

Wanted—Power Pointer

26 or 30 ft. long, equipped with 10 or 12 H.P., 4 cycle engine. Boat and engine to be in good condition.

FIRSTBROOK BROS., Ltd.,
17-20 Thessalon, Ontario.

Wanted

8 Wheel, 15 to 20 ton Locomotive, Crane, MCB specification, Standard Gauge. State kind, age, dimensions and lowest price on what you have to offer.

G. ELIAS & BRO., Inc.,
17 Buffalo, N. Y.

Wanted

Marine Engine 10 in. x 10 in. or 12 in. x 12 in. or thereabouts.
Marine Boiler, high pressure to suit engine.
Line of live Rolls for Saw Mill (gear driven) 9 in. or 10 in. x 30 in.
Edger—one heavy edger.
Slab slashers, two set.
State price and when available. All must be in first class condition.

W. F. HAMLYN,
17-18 Belmont, Ont.

Machinery For Sale

Pulpwood Rossers For Sale

7 Waterous Rossers, 58 inches, in good shape, with knives. Also complete saw-mill machinery in good order, 30,000 feet capacity. Will sell either in whole or in lots. For particulars apply to

CHICOUTIMI PULP COMPANY,
16-17 Chandler, P.Q.

For Sale

Hay press, good strong machine, in No. 1 shape. REID BROTHERS,
17tf Bothwell, Ont.

Shingle Machine

Also one 14" double drive Grain Grinder.

FRED INMAN,
16-17 Milton, Ont.

Six Circular Saws For Sale

ranging between 52 and 60 in. All in first class shape. Prices very reasonable. Write us for particulars.

MUSKOKA WOOD MFG. CO. LTD.
17-18 Huntsville, Ontario

Covel Automatic Bandsaw Sharpener for sale, for 12 in. double cut saws. This machine is in first class condition, and can be shipped immediately. THE MUSKOKA WOOD MFG. CO. LIMITED, Huntsville, Ontario. 17-18

For Sale

Excelsior Machine and Press. Can be seen running. Good reasons.

REID BROS.,
16tf Bothwell, Ont.

For Sale

4 Phoenix Steam Log Haulers.
57 set Logging Sleighs for same. Second hand—good condition—right price.

PRINCE ALBERT LUMBER CO.,
16-20 Prince Albert, Sask.

Circular Slab Resaw For Sale

Strictly First Class Machine carrying 42" inserted tooth saw. Keenan Bros., Limited, Owen Sound, Ont. 9-t.f.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

Truck For Sale

Four-ton Acason Truck for sale, run 18 months, good as new, new tires throughout and in best of condition. If interested see this at once. Price $4,040, $2,500 cash, or will take amount in lumber. Terms on balance arranged. Apply

HALL BROS., LTD.,
12-t.f. Toronto, Ont.

Logging Outfit For Sale

Surplus logging equipment, in good order, at Bolger, Ontario. Prompt delivery. Blankets, tools, and camp equipment. Sleighs, sleds, tanks, horses and harness. Blacksmith outfits. Log loaders, steam and gasoline and horse power. Powerful Pacific Coast skidding engine, cables, boats, etc. Easy to inspect. Holt Timber Co. Ltd. Bolger Bridge P. O., Bolger, Ontario. 16-19

Saw Mill Machinery

One 14" x 36" No. 4 Wilkin Challoner Steam Gauge.

One 58" opening 3 dog Clarke Bros. Carriage.

One R. H., one T. H. 6' Nigger—Clarke Bros.

One R. H. 12" x 30" Kicker or Flipper—Bros.

One R. H. 16" x 18" Loader (mill) Clarke Bros.

Chain, shafting, pulleys, tools, gears and boiler pump. Several Fay & Egan Planing Mill machines.

ASCENSION RED CYPRESS CO., LTD.,
402 Whitney Central Bldg.,
16-17 New Orleans, La.

For Sale

Planer and Matcher. One S. A. Woods No. 33 Planer and Matcher in very good order, $1200.00. Also one 4" Sticker, American Woodworking Machinery Co., new, $450.00. O. Chalifour, Inc., Quebec, P.Q. 15-18

For Sale

Second-hand PHOENIX Steam Log Hauler and 20 sets logging sleighs complete. All in A.1 condition.

CANADIAN CEDAR & LUMBER CO. Ltd.
301 Electric Rly. Chambers,
16-17 Winnipeg, Manitoba.

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

Stenographer-Secretary

Six years experience, four years with lumber firm. Knowledge of bookkeeping, accustomed to handling correspondence and capable of taking charge of small office. Box 365, Canada Lumberman, Toronto, Ont. 17-18

Situation as Manager of Retail Lumber yard in town or country point in Ontario. Have had 12 years experienc as manager in the West, would like a change. Can take charge in 30 days notice. Box 361, Canada Lumberman. 17

Position wanted by young married man, with sixteen years' experience in all branches of woods operations, as Superintendent or assistant. Thoroughly conversant with buying of supplies and handling men. Can furnish first-class reference. Apply Box 348, Canada Lumberman, Toronto, Ont. 16-17

Salesman or Executive

Wants position for middle September. Experience covers books, finances, correspondence, etc. Good selling connection Montreal, Ontario and Eastern States. Best of references. Twelve years experience in wholesale. Age 31. Write Box 600, Canada Lumberman, Monteral, P.Q. 16-17

Situations Vacant

WANTED Saw Filer and Millwright, must he experienced with Band, Rip and Re-Saws, for small planing mill. The S. Hadley Lumber Company, Chatham, Ont. 15-17

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

WANTED—Young man experienced in woods operation and saw mill, to take care as superintendent. Mill cutting one and one-half to two million feet per year. Apply, stating experience, reference and salary expected, to Box 219, Canada Lumberman, Toronto. 9-t.f.

Young man of experience in Stenography and Typewriting wanted as Bookkeeper for Wholesale Lumber office in Toronto. Good salary and opportunity for advancement. Give age, experience and references to Box 244, Canada Lumberman, Toronto, Ont. 10-t.f.

Business Chances

Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. 12-t.f.

Standing timber wanted in large or small blocks south of the C. P. R. main line in Parry Sound, Muskoka, Haliburton, Hastings, Lennox, Addington, Nipissing, Frontenac and Renfrew County. Send full particulars, giving lot, concession numbers and name of township, with lowest net cash price.

MULHOLLAND & CO.,
15-18 Toronto, Ont.

For Sale

Hoop Stave and Lumber Mill as a going concern. For particulars apply to Merritt & Co., Stratford, Ontario. 17-20

For Sale

Fully equipped hardwood operation, now shipping lumber, with cutting rights on 30,000 acres in Nova Scotia; adjacent to railways and waterways. Can be purchased reasonably. Box 263, Springfield, Mass. 17-18

Timber tract approximately 1,000 acres, containing Birch, Maple, Pine, Spruce and Cedar, 2,200,000 feet as per Cruiser's report, located near Sault Ste. Marie, for sale at a bargain. Apply A. Leslie, Post Office Box No. 763, Barrie, Ontario, Canada. 17-20

Complete Mill For Sale

Capacity 25 to 30,000 feet per day. Machinery, shafting and belting, for $6,000. Good condition.

Papineauville Lumber Co. Ltd.,
17-20 Papineauville, Que.

Timber Berth For Sale

For Sale—18 sq. miles country containing a quantity of Jack Pine, Red and White Pine, with sawmill. For particulars, apply Box 1156, North Bay, Ont. 16-17

Sawmill For Sale

Well equipped Circular Mills on Canadian National Railway in Abitibi District, Que., for sale—capacity 25,000 ft. in ten hours. Equipment includes two Lath Machines and Bolters; mill is now running. Will sell entire plant, including Sawmill, Tug, Tracks in Yard and Buildings on property. This is an exceptional opportunity for a practical man commanding moderate capital. Box 352, Canada Lumberman. 16-17

For Sale

$30,000 cash will buy an up-to-date Saw Mill, Planer, Blower, etc., all supplies and lumber on hand at time sale is made, including from 6½ to 7 million feet of finest standing timber in interior of B. C. Can buy 12 to 15,000,000 ft. more adjoining. Capacity of mill 20,000 ft. per day; timber is 85 per cent. Pine, balance Fir. Mill in full operation at present. Must be sold at once to close up partnership. Box 323, Canada Lumberman. 15-17

For Sale

Timber license consisting of approximately two thousand nine hundred and fifty acres. Two hundred miles east of Toronto; limit contains vast quantities of pine, hemlock, spruce, tamarack, whitewood, oak, elm, ash, hard maple, beech, pulp wood, poplar, etc. Limit begins about two miles from a railway and extends back eight or nine miles. Easy haul on winter roads. Great opening for a saw mill of half million feet or more per year. Apply by letter to

D. W. PARK,
17 Perth, Ont.

Standing Timber For Sale

The time is getting short in making arrangements for this year's lumber operations, consequently we have listed with us a number of very desirable large, and moderate sized, limits of Hardwoods and Pulpwood tracts in close proximity to railroads easy of access, and cheaply operated. Immediate possession.

WM. COOKE & SON,
Timber Brokers.
Stair Building,
Bay St., Toronto. 17

Saw Mill Plant For Sale

Practically new and modern Saw Mill Plant, capacity about 30 Million feet per annum, located in the Interior of British Columbia on a beautiful inland lake and on the main line of the Grand Trunk Pacific Railway. About 500 Million feet of timber on and adjacent to Lake (about 90% Spruce) and another Billion feet available at reasonable prices. Natural conditions ideal for economical logging, manufacturing, piling and shipping. An advantage of about $4 per thousand feet in freight rates to the Prairie Provinces over Coast shipments.

This property offers unlimited possibilities as a lumber, pulp and paper property. Would consider selling a half interest. Terms reasonable.

A. C. FROST COMPANY,
165 Broadway
5-t.f. New York City.

For sale, complete shingle mill outfit with 60,000,000 ft. of Cedar, in British Columbia. Price of timber, mill and all, $72,000. Address,

J. D. GE BOTT,
16-19 Big Rapids, Michigan.

Timber Cruising By Air

We can make accurate aerial surveys of the most impassible country at moderate cost. Our large fleet of aeroplanes and flying boats is at your disposal.

BISHOP BARKER AEROPLANES LIMITED
93 Spadina Ave., Toronto.
Muskoka. Armour Heights.
16 t f

Miscellaneous

For Sale

25 Lumbermen's Trucks and Wagons, 100 sets Logging Sleighs. All new.

ALEXANDER BARR,
16-19 Pembroke, Ontario.

Sawmill Wanted

A single band and band resaw sawmill complete including gang edger, planer and matcher, single surface planer, lath machine, bed saw, trimmers, adequate power plant and electric light plant. All must be in good condition.

This outfit is for use in Canada therefore preference will be given to offerings from there. A good steam feed rotary and band resaw would be considered.

Address with full particulars, Box 310, Canada Lumberman and Woodworker. 14-17

New Box Making Company Formed.

Westminster Shook Mills, Ltd., is the name under which Messrs. R. L. Cliff and J. H. McDonald will in future operate the plant of the Lumber Products, Ltd., at New Westminster. They have just purchased the plant and mill and are having it put into running shape at once. It is expected to get it in full operation in a short time. Not long ago the boiler house of the plant was partly burned. The insurance company rebuilt it, but the Lumber Products, Ltd., ceased to operate the plant a month ago, a deal finally being made by the mortgages with the Messrs. Cliff and McDonald.

The mill has a capacity of 10,000,000 feet of box shooks per year and it is anticipated that the growing export trade will be catered to. Demand from China, the Straits Settlement and South America has been increasing very materially the past year. The new owners of the plant will put it into a state of efficiency that will ensure its being able to accept and satisfactorily handle large export orders. Mr. R. L. Cliff, who will be president of the new company, is a well known business man of New Westminster. He is president of a number of other manufacturing concerns, among them being the B. C. Manufacturing Co., Ltd., engaged in the box and crate manufacturing industry, Pacific Milk Co., Ltd., and Food Products, Ltd. Mr. J. H. McDonald, who is associated in the new enterprise, is manager of the B. C. Manufacturing Company.

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street,
MONTREAL, P.Q.

Eight Hour Day Was Impossible

What the existence of a closed shop and an eight hour working day mean to many important lines of industry was strikingly illustrated in connection with the recent strike of the workers at the Chippewa Canal construction job.

Mr. H. G. Acres, the Hydro hydraulic engineer, in his evidence before the Government Commission, stated that he had made an exhaustive study of the situation. He said that on this job the eight hour day would be impossible. He gave some startling figures. On the cable ways, production had fallen off 30 per cent. under the eight hour day schedule which had been introduced in an honest effort to find what could be done. Under the ten-hour day scheme of last year 20,000 cubic yards a day had been taken up. Since the eight-hour day had been put into force only 6,700 yards a day had been excavated.. "This is not a direct result of the change from the ten-hour day to the eight-hour day," he said, "but an indirect result, in that we would not get laborers to stay on the job and get production."

Last year it had cost 67 cents a yard to excavate earth. Today it cost $1.38.

Review of Current Trade Conditions

Ontario and the East

Conditions in the lumber line are always quiet during the month of August when many wholesalers are holidaying and retail lumbermen are observing a mark-time period. Widely different reports are presented by representatives who are calling upon the trade. Some declare that practically no orders are being placed at all for stock, while others say the impending increase in freight rates has revived trade to a considerable extent and resulted in a number of cars being placed that would otherwise not have been sold.

The retail dealers are looking forward to an active turnover this fall as the farmers all have good crops and will be doing considerable in the way of repairs and extensions. It is also expected that some fall construction will be done in various smaller centres as the housing situation is becoming more acute all the while.

There is a fair movement in western stock and Coast representatives are well satisfied with what they have been able to place considering the season of the year. Shingles are holding their own and so is the lath market.

There is a tendency on the part of many businesses in other lines to curtail production and unload supplies. This is in accordance with the policy of looking to the future as no one knows exactly how matters are going to shape up during the coming few months in the industrial and commercial arena. There are, however, practically no pessimists in the lumber ranks. They believe that business will be steady and firm this fall and that during the winter it will attain unusual proportions. Prices on the whole have been holding firm and, while there have been a few cuts in certain lines, the general schedule of quotations has been remarkably well preserved.

Many companies already have gangs in the bush cutting for next season. It is not likely that the cut will be quite as large during the coming winter as it was last, although some firms declare they will take out a larger amount of timber than usual. The exodus of workers to the West to help farmers garner the bountiful harvest of the prairies has robbed the mills at some points of a number of helpers and it has been found difficult to procure labor in sufficient quantities in certain sections. It is expected, however, that some of these men will return in time to work in the bush.

The outlook for next year is on the whole good, everything pointing to a sustained demand for lumber and the maintenance of present values. Transportation shows an improvement at several points, but how long this will continue after the western crop begins to move is problematic.

The demand from the United States has fallen off decisively and only shipments in fulfillment of contracts made months ago are going forward.

The market for hardwood is somewhat spotty. The planing mill men and trim manufacturers are buying freely. Very little is going to the American market. Brown ash is probably the strongest hardwood item. Birch is a trifle weaker but is not showing any sign of a big drop. Maple is plentiful but is not selling and is about the weakest item in the hardwood lists. Stocks of all woods are fairly plentiful and are in prime shipping condition. The demand during the next month or six weeks should be the biggest factor in determining the trend of prices.

In the softwood line the strongest feature is white pine, which is holding firm. Spruce and hemlock have dropped slightly, largely due to weak call. American yellow pine is being offered at reduced prices and has something to do with the drop in hemlock and spruce. The cut in the Ottawa Valley will likely be below normal and several mills have been forced to close earlier than usual, through a shortage of logs.

United States

The lumber market has not changed materially during the past two weeks and at some points trade is much quieter than it has been during the last year. Reports from different centres show that business has been dragging in many sections of the trade. Lumbermen generally have been making a special effort to ship as much stock as possible before the increased freight rates went into effect, especially where customers were willing to accept the lumber. Many buyers have also exhibited a desire to take all the stock they could conveniently handle in order to avoid payment of the increase.

A cry has gone up throughout the whole business ranks of the country and that is to economize. The era of extravagance seems to be rapidly coming to an end. For a long period there have been high wages, abundance of work, splendid returns on investment, and no one paid much attention to costs. All must have the best at any price no matter in what line. Now an agitation has set in for lower prices, which does not necessarily mean a return to pre-war conditions but a substantial reduction in the values that have been prevailing in certain commodities for the past year and a half.

The business of producing and selling lumber is so dependent upon general business conditions that whatever affects industry in a general way is reflected in the lumber market. Yet, in another sense, the lumber business stands alone. Just now, when housing facilities are far below requirements, building material takes its place among the real necessities, but ordinarily people are not obliged to build unless the spirit moves. In addition to this, wood enters into the construction of so many luxuries—automobiles, for instance—that a decrease in the demand causes slow trade in the lumber which enters into these things.

But the lumber industry is not dependent entirely, nor chiefly, on the demand for the luxuries made of wood. There is a prospective demand for building materials which has been absent from all calculations during the past few years. The increased revenue assured the railroads of the country, means that they will soon be in position to rehabilitate their properties. New cars, new motive power, new trackage, new terminal facilities, new buildings, all will require large amounts of lumber. In past years, the ordinary requirements of the railways have constituted a very considerable percentage of the demand on the lumber producers. At present the needs are extraordinary, and will require an extraordinary amount of lumber.

One stipulation that was put in all sales in the east during the past few weeks was that if lumber was not shipped on or before August 26th, the buyer would pay the increased freight rate. Some customers were disposed to object to this arrangement.

In regard to the hardwood situation, conditions were rather weak while prices showed a wide range. Some stock was being pushed on a rather listless market and further declines in the price level are noted, in consequence, at some centres of the trade. One important distributing point, Cincinnati, reports some greater activity and a larger volume of business than in previous weeks, with prices about stationary. As a whole, though, the industries that are principal users of hardwoods are operating on reduced schedules, their needs are less and their inclination is to buy only for urgent requirements, regardless of price.

Birch is now moving very freely, and is bringing good prices, after the recent stagnation in that wood. Manufacturers report that the outlook as regards birch is very favorable, and attribute the change for the better to the buyers having held off just as long as they could and having now reached a point where they simply have to have the stuff to fill their orders. That this will shortly be true of various other hardwoods is confidently predicted.

There has been a distinct falling off in the volume of business in yellow pine this week and though values have been fairly well maintained in shed stocks, with even a few advances noted, there is a lack of strength in common stocks more noticeable than in several previous weeks. Demand is slack throughout the list and such strength as is seen in uppers is due principally to a disinclination on the part of the large mills to accept business freely. It is true, too, that stock lists do not show large accumulations of the upper grades.

Transit cars have been in a little better demand than mill shipments, as there is little disposition on the part of the mills to undertake shipment of new business prior to the advance in freights. But buyers are rarely keen for any offenders, unless they happen to fit immediate needs, and salesmen are reporting limited results in proportion to effort they are making to secure business.

There is little change in the car situation in the South.

Great Britain

There is not a great deal of change in the general situation so far as the lumber trade is concerned. Reports from the various sections differ materially and in some districts business has been very slow through the paucity of buyers as well as the combined effect of high prices and shortage of supplies. Lumber is now coming forward at various seaport centres more freely than has been the case for some time. The month of August is generally a very quiet one,

View of Mills in Sarnia.

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being a holiday period, and, as one authority recently remarked, it would be futile to expect orders coming in on an extensive scale. More attention is being directed to business for the coming fall and winter, and plans are being prepared accordingly. There is so much turmoil in the political arena, the European situation, the Irish question, etc., that the future is not viewed with the greatest amount of confidence. There are no pessimists but the general feeling is to adopt a middle course or conservative policy. There have been years when the timber trade has been lively in the month of August, but they have been few and far between, and as a general rule the number of fresh contracts has been very small. For about this time the arrivals of wood from abroad are at their height; stocks have become fairly plentiful, and selling is, for importers, the more urgent matter. Consequently, if there is any sign of a weakening market, it generally shows itself about this time. The middle of the summer has frequently been a critical time for prices, and a drop in timber values during July and August has been by no means unusual. But even had it not been the first week in August, little would have been done, as there is no inducement to negotiate; shippers have not weakened in their prices, and the quantities already purchased are ample for the time being. The main point is to get forward the fairly large quantities already purchased, and there will be plenty of time to buy, during the autumn months, whatever more is necessary for the coming winter.

The increasing advantage of cash payments nowadays when the discounting of bills is so difficult has upset many of the regulations about net terms or cash less 2½ per cent., says an exchange. As our readers know, 3¾ per cent. is offered for cash by some importers, and we believe most would be willing to give a heavier discount than usual rather than take acceptances. It is not that there is any fear about the solidity of customers as a general rule, but simply because the action of the banks makes a cash trade to a larger extent than usual, almost essential. In all directions the same conditions are to be noticed. Several Finish shippers will offer goods at pounds per standard reduction for cash down, and although the Swedish sellers have not apparently been so eager in this matter, we should not be surprised if substantial concessions were to be obtained by the offer of cash payment at the time of closing the contract. The financial position does not become easier, and the volume of trade must inevitably be cut down in consequence. Nearly all importers are compelled to keep smaller stocks than usual, and some are adopting the policy of restriction, not entirely because of necessity, but because they realize the growing advantage of having their assets as liquid as possible. This does not so much matter in the shipping season; but supplies must in some way be accumulated for the period during which the Baltic ports are closed, otherwise there will be a danger of a shortage before the spring.

In a report on the timber market for the past month, Alfred Dobell & Co., of Liverpool, Eng., say: The very considerable import of New Brunswick and Nova Scotia spruce deals again met a poor demand, and stocks are heavy. The moderate import of Douglas fir met with a fair demand at firm values, and stocks were slightly reduced. In Scandinavian deals and boards, the call was only moderate, and stocks were increased, while values were easier. There was a moderate import of pitch pine, an dstocks were slightly reduced, but remain ample for present requirements. There was very little enquiry, and forward business was practically at a standstill. During the past month there has been no change in the position of the hardwood market, and the general demand still remains very quiet. Sellers have experienced difficulty in disposing of the moderate arrivals of consignment parcels—the bulk of which have been stored.

In East India teak, the stocks are heavy, and the market is generally inactive. New business is difficult to arrange.

The auction sales of mahogany held during July were fairly well attended, and the results show that large-sized sound logs continue to be in strong demand at high prices. Medium-sized wood of good quality also realized satisfactory values, but inferior wood was not in demand, and large quantities of this grade failed to find buyers.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

St. John Reports Logging Costs Will be Higher

Rather a stagnant spirit pervades the lumber business in the vicinity of St. John at the present movement. Very little, if any, change has taken place during the last two months. No prices, which are profitable, are being offered, buyers saying that conditions do not warrant purchasing any stocks ahead or speculating to any extent whatever. The building trade in United States shows no improvement, cement and nails being extremely scarce, transportation being, to a large extent, the cause of this shortage. Cars, even for general movement of materials within each country, are very scarce, and where there are no stocks of these materials, it is impossible to build. Added to this trouble, the banks are refusing to advance money for expansion of any kind and building is doubly hit until these troubles right themselves, no doubt very many works of expansion and ordinary house-building will remain at a standstill.

Rents are impossible to find in all cities, and it certainly looks that in the near future a start must be made in house-building. Lumber cannot be reduced in price and will not, as very little raw material of logs will be cut during the coming winter unless a change for the better takes place. Logs certainly will cost more to cut in the woods during the coming winter than during the past winter. Prices of sawn stocks do not at the present warrant going into the woods, and operators are now planning to do nothing this winter until conditions right themselves.

The pulp operators are buying all the timber possible and holding it for the supply for future use. They are also paying unheard of prices for wood and practically every contractor, who went into peeling wood this season, is coming out with only half his contract filled. Under these conditions, certainly, saw materials of logs will be higher than ever. Stock of deals at St. John are not excessive and the stock sawn and to be sawn are brought up and in the hands of strong brokers well able to hold for the prices paid, plus a profit.

The English market shows no change as stocks are plenty for immediate needs, but no great surplus is on hand. If the car trade keeps improving in England, considerable stocks of lumber will be used and an old revenue will be opened up which for some time has been closed. Wide stocks of deals are scarce and will demand a fair price when needed for use in construction work, which is under serious consideration as houses are much needed.

Local conditions at St. John are good, the factories being overflooded with orders for a long time to come. The mills are still sawing excepting J. Emory's mill at Pleasant Point, which has just finished the season's cut. Shingles are moving quite freely at St. John for local and interior consumption. Lath stocks are not heavy here and the price remains at about $8.50 to $9.00 per M, delivered Boston, which will net with exchange $7.50 per M at St. John. The box trade is also good and shows no signs of letting up.

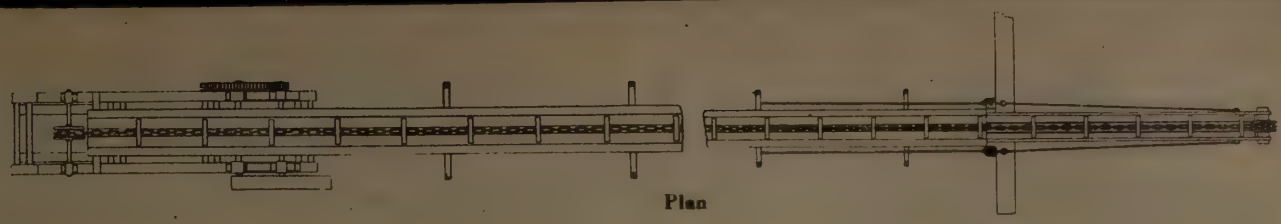
The operators, who manufacture at St. John, have made no plans as yet to go into the woods for any logs during the coming winter, preferring to wait until later to see just how prices for sawn stocks will turn out.

Stumpage has increased about $2.00 per M over last year, and is firmly held by wealthy land owners, who refuse to reduce the advance, preferring to let stocks grow rather than sacrifice them, as they believe the future looks bright from the land-owners' standpoint. Financial conditions show no change here, money gradually getting scarcer and banks refusing loans or extensions.

Business Slackens Up Somewhat in Ottawa

Conditions in the Ottawa lumber market for the closing period of August, showed little if any change for betterment as compared with the first part of the month. If anything business slackened up and the demand both domestic and foreign hardly kept pace in volume with the closing period of July. Though trade in general slowed up somewhat, prices remained firm, and it was prophesied in some circles of the trade that brisk fall business might be looked for.

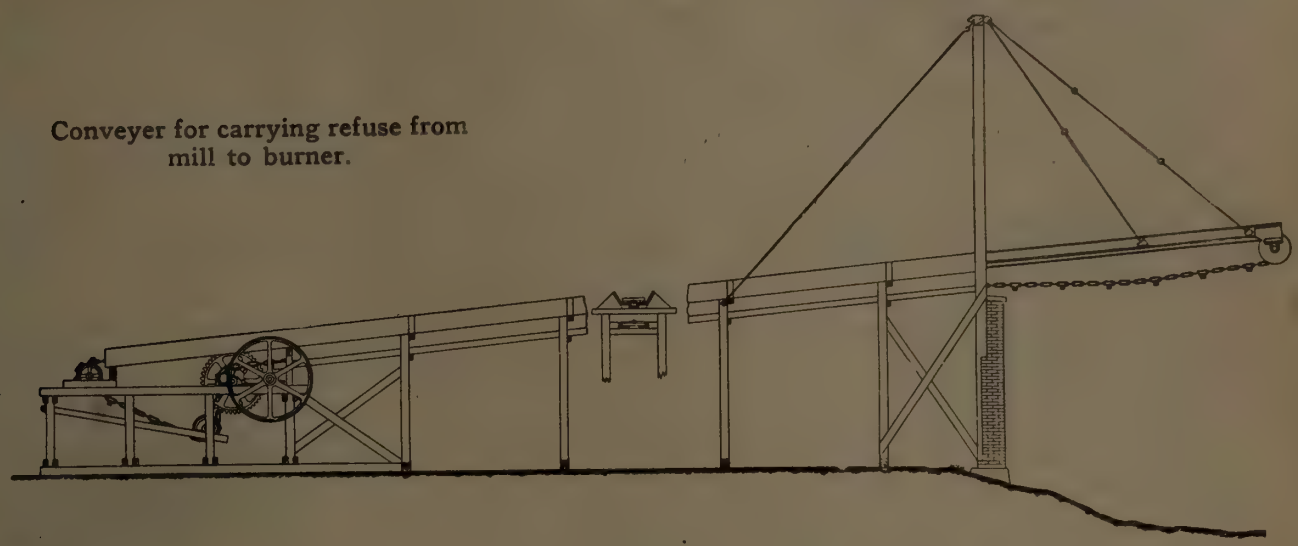
Business all around, outside of European export, was better than a year ago, and prospects were brighter. The Polish-Russian situation commanded some attention, there being some speculation as to whether or not England was to engage in another war? The disturbed European conditions had its effect on the market, for as one lumberman put it, "buyers are not going to purchase this year's cut or stocks at high prices, unless they have a pretty good idea of getting them and turning them over quickly." The dock workers' strike in England and the uncertainty as to the outcome of the Irish question also tended to further disturb normal conditions. To offset this.



Plan

Jeffrey Fire End Terminal

Conveyer for carrying refuse from mill to burner.



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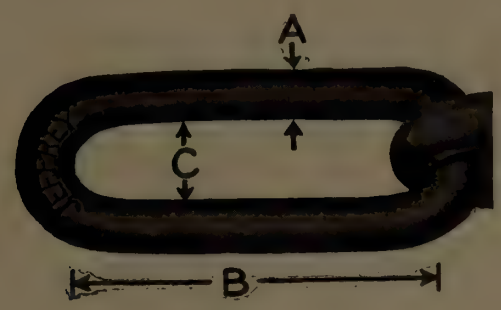
U-Bolt with Plate Washer

Dimensions of stock sizes are indicated in the table beneath illustration. Write for prices and further information.



Chain No.	Stock Dia. A	Inside Length B	Inside Width C
530	1/2"	4"	1 3/16"
531	5/8"	5"	1"
532	3/4"	6"	1 1/8"
533	7/8"	7"	1 1/4"
534	1"	7"	1 3/4"

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MONTREAL

in a measure, came the welcome news that the ocean freight rate on lumber had come down from 250 to 210 shillings per standard. In the opinion of exporters it was about time that it did.

White pine lath was in good demand, but was not overly plentiful. Rumors were heard that shingle prices were due to weaken, with the arrival of shipments from the western shingle mills on the eastern market.

Outside of orders, inquiries and prices, the general labor situation was perhaps of as much if not more importance to the trade in general than anything else during the last two weeks. This was largely brought into prominence by the Board of Conciliation investigating the conditions surrounding the dispute of the members of the Inside Woodworkers and Factory Workers' Union, and the employers, making its award. The award, while it makes recommendations for a forty-four hour week in the woodworking plants, does not specify or grant any particular wage increases, though it recommends the establishment of a minimum wage scale.

While four or five hundred workmen were effected at Ottawa and fourteen factories, the importance of the award to the general lumbering trade generally does not lie in either of them. The point that stands out clearly in the dispute which has run since last February, and which sent the union workers out on strike on June 12th, is that the Department of Labor has no power, under the Industrial Disputes Act, by which, authority for the creation of the board is granted, to enforce the award. It is a weakness, some say in the Act, but as the legislation now stands, the heads of the woodworking factories at Ottawa do not need to care a tinker's damn about the award, unless they want to of their own free will and accord. The manufacturers, while they have received copies of the award, continued up to August 24th to stand "pat" and "say nothing" about whether they were agreeable to accept it or not? After waiting a full week a mass meeting of the workers accepted it and appointed committees to try and get recognition of the union from the mills. The mills didn't say or do anything, as they adopted the right attitude and stood "pat," under the circumstances. In the first place the employers never agreed to the board, and while the Department of Labor appointed a representative to it for them, they were not legally, of their own choice, represented upon it, nor have they to take any cognizance of the board's finding. Without attempting to prophesy what may happen, it looked up to Aug. 24th that the principle of individual bargaining instead of collective bargaining would be adopted. If it finally is, it's a win for the mill owners, as one of the biggest points in dispute between the workers and the employers was not so much as to wages, as of recognition of the union and the establishment of a standardized wage scale.

Woods' labor was reported scarce, though good hopes were held out that the camps would be filled when the season's cutting operations commenced.

The car situation during the last two weeks, if anything grew worse, both as to domestic and foreign rolling stock. The general belief was that the railway companies were utilizing their cars for the movement of the grain and other western crops on both sides of the border.

Conditions Quiet in Montreal—Prices Generally Firm

There is little business passing in Montreal. Here and there wholesalers report a fair trade, but speaking generally, dull conditions prevail. At the same time there is a belief that there will be a revival in the fall.

The outlook is for a maintenance of prices. There are reports that some of the smaller mills are offering concessions, but that the larger manufacturers are holding firm and even advancing quotations. Manufacturers who have camps declare that there is likely to be a still further advance for the 1920-21 cut, basing their opinion on the cost of labor and camp supplies. In their view, there is no chance of prices dropping; there may be a slight recession for special reasons, but the operating expenses will not allow of any permanent backward movement.

The American market is slow, while B. C. products are quiet. Lath has picked up a little.

The workmen's housing scheme, so far as Montreal is concerned, is a great disappointment. The second year has passed without any definite action, and it is practically certain that nothing will be done this season. Some provincial towns are going ahead.

Only a small quantity of lumber is going to the U. K. The fall in freights has had a deterrent effect, exporters holding their hands for fear that there will be a further reduction. The British market, too, is not encouraging.

Mechanical wood pulp is a very strong market, while sulphite is very firm. The high prices are likely to continue for a long period, due to the abnormal demand for paper, and also the high figure for pulpwood.

English Capital for Quebec Trade

The lumber resources of the Province of Quebec are proving of immense value in developing her general trade. We need not refer in detail to the pulp and paper plants and the great importance to the province of these comparatively new industries. It is now announced that four of the largest match manufacturing firms in Great Britain, recently amalgamated under the name of Maguire, Paterson and Palmer, Limited. The industry, or at least a section of it, is not new to the province. The Log Supply Co., Limited, in which American capital is interested, has just completed an extensive splint afctory at Berthierville, and also exports lumber to England for matches.

One motive which actuated the British company in coming to Canada, according to Sir A. H. Maguire, the chairman of the company, is the certainty of getting raw materials. Up to now the lumber required for the British company has come from Europe and Japan.

Maguire, Paterson & Palmer, Limited, have secured a factory site and building operations will be commenced almost at once. The factory will be a duplicate of a new plant just completed at Garston, Liverpool. It will be built in sections, nainely, a saw mill, a packing case factory, a match splint factory, and the match factory proper.

The management of the Dominion branch of the industry is to be in the hands of a directorate of twelve, six Canadian and six British, Sir Lomer Gouin and Mr. George Chahoon, the president of the Leurentide Company, being the first two to be named from this side; and the president of the company will be Sir Alexander Maguire. The British directors are Col. Bouverie, D.S.O., representing Vickers, Ltd.; Mr. J. Lever Tollotson, head of the leading cardboard box manufacturers in England; Mr. J. C. M. Jacobs, late manager of the Bank of Liverpool; Mr. Charles Gane, one of the leading timber men of London, and D. P. Maguire. Mr. M. C. Small, of the Laurentide Company, has been appointed to take charge of all timber operations for the new company.

Retail Lumber Stocks Low in West

The hundreds of members of the Western Retail Lumbermen's Association on the prairies, report stocks in yards lower than at any period since the war, says a recent despatch from Winnipeg. They report business exceptionally good, but their accounts are mostly with farmers and they can't make collections until after the harvest. Meantime, they are not ordering stock from coast mill men, as banks on the prairies are restricting loans until the crop has been moved. The lumber trade will remain dull, as far as original mills shipments are concerned, until Oct. 15.

Meantime, J. E. Pool, secretary of the Mountain Mill Men's Association, was in Ottawa recently attending the freight rate discussion before the Railway Commission. He went there not to oppose increase, but to see that B. C. mills stock rates to Ontario and other points east, are properly equalized with the lumber rates from the Southern States to eastern points.

During the war the Southern pine trade which went into Eastern Canada lost out, and that valuable market was secured for B. C. lumber. It is claimed any advance in lumber rates must be on a basis that will permit this big domestic market and that of Buffalo, Detroit, New York to remain in control of B. C. mill products. Unofficial reports from Ottawa to western dealers are that the commission will favorably consider this point.

Lumber Production in Calgary District

Reports received from various parts of the country by lumbermen in Calgary indicate that lumber manufacturing conditions are progressing favorably and labor and other contributing agencies are better than they have been for a number of years. There is still considerable complaint about the car service and the inability to make shipments across the border. Local yards are stocking up with lumber of all kinds, looking for a busy season in the fall, and in many directions there is already a movement in the way of bigger business, owing to the large crop yield on the prairies.

Timber Lands Sold at Auction

Several lots of timber lands in the parishes of St. Martins and Simonds, St. John county, comprising between 1,100 and 1,200 acres, were sold at auction recently at St. John, N. B. The property was put up en bloc, and was bid in for $15,000 by Horace H. Tufts, for the Pejepscot Lumber Company. Competition during the sale was confined to three or four bidders.

The new machine the Howard Smith Paper Mills of Montreal are installing at their Crabtree Mills Division, in the province of Quebec, will trim 82 in. This will increase the production of that division by 15 tons per day of sulphite bond papers, most of which will be for the export market. In regard to the sulphite department of the Cornwall Division, the capacity is being increased to 60 tons per day, but it is not expected that it will be in operation until October.

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Practising Golden Rule in Lumber Business

Some of the Relationships Which Should Exist Between Lumberman and his Employees, his Competitors, the Wholesalers, Customers and Salesmen

By W. C. Massey

I REALLY don't know just what phase of this subject I am expected to handle, but I presume a few shots on the ethical side of business in general and in the lumber business in particular is what is required.

David Harum said the "Golden Rule" was to do unto the other fellow as he would do unto you, only to do it first. I must confess that there are times when a fellow is sorely tempted to follow David's way when horse trading, but there are few lumbermen who are not too big and too broad to do business on that principle. In fact, there is no line of business in which all the men engaged will measure up to a higher average standard of citizenship than the lumbermen. In nearly every town you will find the lumbermen on the school boards, city council and at some time mayor, on the bank directorates, on the Y. M. C. A. boards of directors, at the head of the building and loan associations, leaders in church and civic affairs and to the front in everything that stands for the uplift and betterment of the community.

Getting down to my subject I shall discuss briefly some of the relationships tthat should exist between the lumbermen and his employees, the wholesalers and manufacturers, his competitors, the travelling salesman, the contractors and his customers.

Find Right Man For Place

Don't employ a man because you can hire him cheap, but look the field over until you find the right man for tthe place and then pay the price to obtain him if he can be obtained at all. Cheap help rarely brings the best percentage of profit on the amount invested. If you have to employ an assistant it is well to obtain a man, who, after being with you a reasonable length of time, can run the business so you can feel easy if you have to be away from your business a few days at a time. By following this principle, as your business grows, you have your organization which is competent and able to carry the business on and continue its growth even though something happens that you want to devote a great deal of time to other things. Then, too, you have an organization that is of itself making your business grow. The article you have for sale or the price you place upon the article will not make a business a success. After all the one big element in the success or failure in a big business is the organization and the only way to build up an efficient organization is by using good judgment in the selection of your assistants and employees and then by treating them right and keeping them with you. The greatest successes in the business world have not been the men who have tried to know it all or do it all, but have been the men with the foresight and ability to surround themselves with the right men for their respective positions. Andrew Carnegie, Chas. Schwab, Geo Little, Henry Ford, Judge Gary, and Jackson Johnson are eminent examples of this type of man.

Encourage Your Employees

Treat your employees as working with and not for you. Let them know that you are interested in their welfare Take them into your confidence and give them a chance to learn the business and advance. When they have done a piece of work well or in a shorter time than expected or made a good sale, compliment them for it. And at the end of the year if your profits have been good acknowledge to them that you have had a good year and that they have helped to make it so and give them a little bonus. I have tried it and feel that it pays threefold—not only in my employees having a higher respect for me, but also in their increased efforts to do their best and make the following year profitable.

Criticise when necessary but never when your or your employee are angry or in the presence of a third party. Wait for a more opportune time and then talk it over in a kindly manner. The result will be much better. Be quick to compliment and show your appreciation, but not too quick to criticise is a good rule with employees.

Dealing With Wholesalers

In dealing with wholesalers and manufacturers do unto them as you would always have them to do unto you. If you have had a car of lumber ordered since last March and the price has advanced $15.00 per M you have a right to expect the mill to ship the car as ordered both as to amount and grades and at the price at which you purchased the material. On the other hand had the market declined $15.00 per M you should not cancel the order for no other reason than because the market has dropped. I have never cancelled an order for the reason of a decline in the market.

In my opinion the wholesaler or manufacturer should protect the dealer upon whom he is depending to handle his products and carry them in stock. The condition in this respect is growing better from year to year. The wholesalers and manufacturers of lumber and shingles, sash, doors, and millwork, hardware, nails, lead, oils and paints and wall plaster, as a rule adhere strictly to this policy. Only a few years ago the plaster manufacturers would sell to any contractor or consumer in car lots and were hard to convert into the other method of doing business, but having once changed their policy they would not consider going back to the old way. They find that they sell just as much plaster and have a lot less worry with bad and slow accounts by marketing their product only through the dealer. They will not even quote contractors or consumers without first consulting a dealer in the territory from which they received the enquiry.

Cement People Getting Nearer

The cement people are getting nearer to this policy than a year or so ago. They will not quote other than dealers except at a price 10 cents per barrel above the price quoted to dealers. This helps some and especially when they will first consult you and on your advise quote through you and at a higher price if you suggest. I am of the opinion that a differential of 25 cents per barrel would be more nearly right. This would be a fair profit to the dealer and would be enough to make it interesting for him to go after the business. Then, too, if you handle cement and carry it in stock and take care of all the little and non-profitable jobs the manufacturer of the cement certainly ought to be willing for you to handle the large jobs and get a living profit out of it. I want to say that the cement manufacturers have co-operated with me excellently in my territory and the only suggestion I would offer would be that they make the differential 25 instead of 10 cents per barrel. I understand that they are now making the differential of 25 cents per barrel in some territories and it might be that if every retail lumber dealer would take the matter up with the cement manufacturers they would establish a differential of 25 instead of 10 cents per barrel.

Trouble with Glass Manufacturers

The only real grievance that I have had during the last year with the manufacturers or wholesalers has been with the plate glass people. I do think thaat they should protect us on plate glass when we are stocking their window glass, paint brushes, paint specialties, etc., but they stubbornly refuse to do so. Worse than that, they sometimes quote your customer at a lower price than they quote you. For example, I will refer to a specific experience I had recently with a glass manufactring concern. We wrote for quotations on a bill of plate and prism glass and corner bars and were quoted a price of $514.00 on this bill. We also had exactly the same quotation from another concern. Although we sold all of the other material on the job the contractor wrote direct or prices on this bill of glass and the first glass company quoted and sold the contractor the identical same list of plate and prism glass and corner bars on which they quoted us $514.00 for the sum of $320.00. I am not taking the contractor's word for this, but actually saw the invoice and took it and compared it with the list I had them quote us on and found it to be the same. The contractor also advised that the other concern had quoted him a price only a few dollars above that price. These quotations were in June and I wrote the concern a long letter with reference to the matter and asked for some explanation. but they apparently ignored my letter as to this date I have had no reply from them. I also put the matter up to their representative the next time he called upon us and he simply denied that his firm had sold a bill of glass to anybody at a cheaper price than quoted to us. After convincing him that I knew whereof I spoke he said that he would take the matter up with his house but I have heard nothing further.

The Policy Adopted

Now, we have adopted this policy in the matter: We have five pretty good sized lumber yards and a hardware and furniture store, all of which handle window glass, brushes, paints, etc., and we shall

"Grub!"

WHEN the grub call sounds, and your gang troops in, hungry as wolves from woods or river—you face a big question. Will you have a well-fed, contented crew of workers, or a bunch of grouchers, kicking about their grub?

Upon the food you give them depends very largely the harmony of your camp, and the season's showing of work.

H·A BRAND

Camp Food Products

Can be depended upon for highest quality and lowest prices at which the BEST can be bought. Stock from our list, and you are sure of a gang satisfied with their grub.

Fresh Beef
Barrelled Beef
Long Clear Bacon
Sausages
Cured Meats
Vegetables
Cheese
Butter
Pure Lard
Domestic Shortening
Smoked Hams
Mincemeat
Canned Fruits
Eggs

Our Service to Logging Camps

We have had wide experience in catering to the needs of logging camps. We know the kind of stuff you want, and can make prompt deliveries from our nearest branch. Send us your list, and we'll fill it intelligently, relieving you of worry about details.

Have You Tried H. A. Brand Oleomargarine in Your Camp?

This fresh-churned product is ideal for camp purposes. Your men will like it on bread, and it serves a score of cooking needs. Keeps well, and costs little.

THE HARRIS ABATTOIR COMPANY, LIMITED

TORONTO

Sudbury Ottawa Montreal Quebec Halifax Sydney St. John

not place any further orders with that house. Shall adhere to that policy until it convinces us that it is willing to do the right thing by us. Our window glass business alone would amount to much more than all the plate glass that comes into our territory. We shall make no effort to obtain the plate glass business inasmuch as we do not care to handle it and take the risk of breakage without charging a reasonable profit. It certainly would make a bad impression upon our customers to quote even a reasonable profit when they had as good and perhaps better price than we on the same article. I believe that this policy on the part of a majority of lumber dealers would soon cause the glass people to tote more nearly square with the dealer on plate glass, and at least not quote the customer a better price than the dealer. I don't believe that there would be any less plate glass sold by handling same through the dealer, neither do I beieve that the glass people woud have as much trouble with bad accounts and slow collections. The manufacturers of plaster and other articles have found this to be the case, why not the manufacturers of plate glass?

The Travelling Salesman

Treat the travelling salesman nicely. Even though you are busy take time to give him a few minutes and treat him courteously. He has a living to make for himself and family the same as you have and selling goods is his way of making a living. And if he holds his job he must produce the results. Always give him the order rather than send it direct to the house. Even hold the order for him whenever possible. He will appreciate it. If you send the order direct to the house maybe the travelling salesman will get credit for it and maybe not; anyway, it is an added prestige for him if he sends in the order himself. Then the travelling salesmen cover a large territory and mingle with many retail lumbermen and are always picking up new ideas and if you give them a chance they will pass some of them on to you. There is no better way to gain their goodwill and friendship than to give them your business and to hold an order for them occasionally. I have saved many a dollar in buying on the strength of information given me by the travelling men that the price of certain items would advance so and so on or about such and such a date I do not always advise buying something not needed just to patronize the travelling men, but certainly you can do no harm by buying your wants through them.

Treatment of Competitors

Treat your competitors on the square. They will usually reciprocate by treating you nearly as well—not always, but usually. Don't forget the old saying, that every knock is a boost. Don't knock your competitor. Leave that for the other fellow to do. Knocking won't get you anywhere, besides it only tends to cause hard feeling on the part of your competitor when he hears about it—and nine times out of twelve he will hear about it and you are lucky if it has not grown larger by the time it reaches his ears.

It is bad policy for competitors to borrow from each other. One or the other will do the more borrowing and sometimes the item returned is not of as good grade as the one borrowed and both tend toward ill feeling. Then, too, the man with the stock is entitled to a part of the profit and the larger part of that. The better policy is for competitors to buy from each other and do it freely when they need material which they have not in stock in order to fill their orders, but divide the profits—the dealer with the stock taking about 60 or 70 per cent. of the profit.

Get the Market Prices

Always put a fair profit on the market price of your goods—the market and not the cost price. If a farmer stores $1.50 wheat he threshes and wheat advances to $2.00, the next winter, most certainly he will not sell it to you then for $1.50 per bushel, but he will ask you the market price. Lumber and building material are just as staple as wheat. You have the same right to advance your stock with the market as has the farmer his wheat. In fact, the principle is correct. If the market declines and you have a large stock on hand, most certainly you will have to decline with the market or the other fellow will get the business.

It has kept me busy this last four months marking price lists upward every ten or fifteen days, but I try to keep up with the market—although this has been impossible of late. Some of our yard managers have complained that the new prices were so high they could not sell the goods and that their competitors were not keeping up with the advances. I simply took the stand that we had better hold onto our lumber and shingles, etc., and let the other fellow clean up. I have known of some of our competitors selling B and Better flooring at $15 per thousand less than they could replace it. Now that was mighty poor business. For my part I preferred to let them sell all they had and then get a profit on the market price for mine later. I find that we have made and are making money by following that policy.

One of the problems of the retail lumbermen is the handling of contractors. In as far as possible the lumbermen should eliminate contracting and throw as much work as possible to the contractors. There was a time when our company did a great deal of contracting. This was on account of handling so much time payment business which the contractors were not in a position to handle. However, after taking the management of the company I had a little conference with each of the contractors and I advised what I believed that we should do to eliminate the contracting end of our business as far as possible, in as much as they were entitled to this business and that they were entitled to all the profit figured on the work, and on the other hand, we did not expect them to figure a profit on our material. I assured them that we would allow them every cent figured for the work in case we were obliged to handle a contract. To a man they agreed with me and thought the plan a good one. It has worked elegantly and without a single bit of friction with the contractors, and there is not a contractor in our territory who would figure out of town on a bill of building material. I never miss an opportunity to throw a job to some contractor. I also avoid getting two contractors to figuring on the same job, but as far as possible get one contractor after one job and another after the other job. The contractor is entitled to a fair profit and good wages, and I always avoid getting them to cutting prices and knocking each other—consequently the feeling is good between the different contractors in our territory.

Make the same price to the contractor and to the consumer. If you don't the public will soon find out and you are the loser in more ways than one.

Avoid signing bonds for contractors. If you make a custom of signing contractors' bonds you might as well not have a mechanics' lien law, and if you make this a rule you will not have to irritate some contractor that you are afraid of by refusing to sign his bond when he knows that you sign bonds for the other contractors. Besides, in most towns there are local insurance agencies whose business is the writing of surety bonds along with their fire and life insurance business, and they are entitled to the business. They are probably your customers also and will appreciate your throwing this business their way.

Creed for Dealers

I will not now take up a lot more of your time by trying to tell you how to handle the trade in general, but offer the following creed as covering a lot of ground.

Believe in the goods you are selling and in your ability to get results.

Believe that honest goods can be sold to honest men by honest methods.

Believe in working, not waiting; in laughing, not crying; in boosting, not knocking; and in the pleasure of doing business.

Believe that a man gets what he goes after; that one order today is worth two tomorrow; and that no man is down and out until he has lost faith in himself.

Believe in courtesy; in kindness; in generosity; in friendship and honest competition.

Believing in increasing your trade and that the way to accomplish that is to reach for it. Are you reaching for yours?

A Wholesale Dealer's Creed

Here is the way one wholesale lumber dealer puts the view he holds, in a circular issued to the trade—you can gather that he is located in the mid-west states:

"We believe that the old method of doing business with the mills is passing away. The idea that the manufacturer must be kept in the dark as to conditions and that he must be discouraged into cutting his price to allow the wholesaler a profit, has gone into the discard along with the two-passenger buggy horse and fifty-cent cotton hose. We believe that if the wholesaler renders the service which justifies his existence, that the mill man will not begrudge him a living profit. We have found that when the mills are making money, we can make money. Naturally then we are boosters when conditions justify; and yet we shall not hesitate to tell you unpleasant truths when they are necessary. We are trying to spread the gospel of west coast lumber throughout the middle west. We believe that it is the future wood for this territory and we are trying to make it the present wood. Every good car of west coast lumber which is shipped into our territory is a boost for us no matter who ships it. But we surely have the axe out for the man who ships a bad one. Every mill man should realize that every car which goes out from his plant carries as a part of its cargo a portion of the future of the fir market. A good car may make a man a good fir customer for life and a poor one can more easily turn him away."

Campbell, Welsh & Paynes

Wholesale Lumber

BANK OF HAMILTON BUILDING
TORONTO, CANADA

WOOD-MOSAIC CO., Inc.

Main Office, New Albany, Indiana.
Band Mills:—New Albany, Ind., Louisville, Ky., Jackson, Tenn. Cincinnati, Ohio.

QUARTERED WHITE OAK
75,000′ 5/8″ No. 1 Common & Better
50,000′ 3/4″ No. 1 Common & Better

QUARTERER RED OAK
110,000′ 4/4″ 1s and 2s
25,000′ 5/4″ 1s & 2s
200,000′ 4/4″ No. 1 Common
50,000′ 5/4″ No. 1 Common

WALNUT
60,000′ 1/2″ Common & Better
65,500′ 5/8″ Common & Better
12,000′ 4/4″ 1s & 2s
13,000′ 5/4″ 1s & 2s

PLAIN WHITE OAK
25,000′ 4/4″ 1s & 2s
100,000′ 4/4″ No. 1 Common
50,000′ 4/4″ No. 2 Common

PLAIN RED OAK
75,000′ 4/4″ 1s & 2s
150,000′ 4/4″ No. 1 Common
40,000′ 5/4″ No. 1 Common
75,000′ 6/4″ No. 1 Common & Better
15,000′ 8/4″ No. 1 Com. & Btr. Red and White

POPLAR
10,000′ 3/8″ 1s & 2s, Sap no Defect
30,000′ 4/4″ 1s & 2s, Sap no Defect
15,000′ 4/4″ No. 2B Common
45,000′ 6/4″ No. 2B Common
50,000′ 8/4″ No. 2B Common

ASH
30,000′ 4/4 No. 1 Common
20,000′ 4/4″ No. 1 & 2 Common
15,000′ 4/4″ No. 2 Common
10,000′ 2½″ No. 1 Common & Better
60,000′ 3″ No. 1 Common & Better

BASSWOOD
50,000′ 4/4″ No. 2 Common & Better

BED BUGS or VERMIN

in Camps, Hotels, etc., can be most effectively exterminated with

Sapho Liquid Insecticide

Spray wherever insects appear. Kills also eggs and Germs.

Positively Non-Staining and Non-Explosive

Use over Clothing, Furs, Wall Paper or Furniture
Use in a Sprayer. We sell them. Convenient and do not waste the liquid.

This scientific preparation has been on the market since 1910 and has a host of users.

Qts. $1.20 ½ gals. $2.00 gals. $3.00 5 gals. $13.50
Sprayers $1.25 each.

If you have Insect Trouble don't fool with anything else. Get Sapho Liquid and be done with the trouble.

THE
Kennedy Mfg. Company
MANUFACTURING CHEMISTS
588 Henry Julien Avenue Montreal

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Trois-Pistoles, P. Q.
WHOLESALER

Car load lots only Always in stock

Lumber, Lath, Shingles, Ties and Pulpwood

Correspondence Solicited

Books For Sale

Special Prices

Baughman's "Buyer & Seller." The handiest labor-saving book for lumbermen ever devised. Desk size, 300 pages, $3.50. Pocket edition, 188 pages, $1.50.

"Climax" tally book, bound in sheep, with hand straps. Size 4¼ x 8½, 110 pages. Price $2.00.

"Scribner's Lumber and Log Book," 1920 edition, price 75c.

"The Kiln Drying of Lumber," a Practical and Theoretical Treatise, by Harry Donald Tiemann, M.E., M.F. Published by J. B. Lippincott Co. 316 pages, illustrated. Price $5.00.

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347 Adelaide Street West - TORONTO

Solid Woven Belting

Special Hair Twintex Solid Cotton

These Beltings will solve your driving problems and save you money.

Representative for Eastern Canada
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Herman H. Hettler Lumber Co.

2601 Elston Avenue, CHICAGO, ILL.

Manufacturers and Dealer

White Pine, Red Pine and Yellow Pine Lumber and Lath

Excellent Planing Mill Facilities. Prompt Shipments

EVERYTHING IN SPRUCE

Dressed Spruce

Flooring, Sheathing and Siding in any Style or Dimension

PROMPT DELIVERIES

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TORONTO: 320 Roncesvalles Ave.
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Phone Junc. 4820

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AND

BIRCH

GOOD STOCKS PROMPT SHIPMENTS SATISFACTION

C. A. SPENCER, LIMITED

Wholesale Dealers in Rough and Dressed Lumber, Lath and Shingles

Offices—McGill Building, MONTREAL, Quebec

EDGINGS

Ontario

Several forest fires have been raging in the North owing to the recent dry weather and the flames recently threatened Porcupine but a change in wind and rain saved the town.

Four hundred men are engaged in construction work on the new pulp plant of the Fort William Pulp and Paper Co at the Mission site, Fort William. The mill will be in operation in February next.

One hundred and twenty-six cords of pulpwood are cut and loaded in the course of every twenty-four hours at the Hydro plant on the old Rathbun property in North Hastings, it is stated. Night and day shifts are employed.

An order from the Minister of Mines was lately received by Mr N. J. MacAulay, Mining Recorder, Haileybury, that permission is now granted to perform assessment work on these claims in the Gillies' timber limit recently opened for staking.

Fire, which started shortly before midnight recently, destroyed the office, sheds, planing mill and kiln owned and operated by the Pearce Company Ltd., Marmora. Dwellings near by were damaged. The Pearce Company's loss is roughly estimated at $25,000, partly covered by insurance.

Kaministiquia Lumber Company, Limited, Fort William, Ont., was recently granted a provincial charter to conduct a general lumber business in the manufacture of all kinds of wood products. Capital $200,000. Among the incorporators are D. E. McKay and N. M. Paterson, both of Fort William, Ont.

As a result of the erection of a thousand homes throughout Ontario this year, involving the expenditure of not less than $4,000,000, the money which has been placed at the disposal of the Provincial Commission has been exhausted. The places where the principal activity has been shown are Windsor, Ford City, London, Niagara Falls, Guelph and Ottawa.

Wm. H. Bromley, of Pembroke, who is a thorough and life-long lumberman, together with Jas. A. Fraser, Major A. J. Millar, Frank P. Shepherd and L. M. Chapman have formed themselves into a company and purchased a timber limit in the township of Champagne, near Capreol, on the C. N. R. This limit was purchased by tender from the Drury Government. It is intended to commence operations at once, taking out railway ties and pulp wood.

"In the absence of any special circumstances there will not be any criminal prosecutions until after the final report of the commissioners is made," says the Attorney General of Ontario in connection with the investigation now under way by Judges Riddell and Latchford into the administration of Crown lands in Northern Ontario. An interim report has already been presented recommending the prosecution of the Russell Timber Co. for alleged irregularities, and the Government have acted upon it to the extent of instituting civil proceedings against them.

A recent despatch from Thessalon says: George Haines, engineer on the tug "Penetang," was instantly killed. He was entering the engine room when the steam feed-pipe exploded. The full force of the released steam struck him fairly and it is thought by the crew that he was not scalded to death but killed by shock. At the time of the accident the vessel was working at the mouth of the Mississaugi, rounding up logs. The boat is the property of Hope Lumber Company, and the local manager, Mr. C. N. Carney, immediately on hearing the news, left for the scene of the disaster.

Eastern Canada

The sawmill of John D. McNeil at Castle Bay, N. S., was recently destroyed by fire.

The Brompton Pulp & Paper Company, East Angus, P. Q., are building a ground wood mill.

Alfred West, Westley West and William West, all of the Parish of Johnson, Queen's County, N. B., are incorporated as West Lumber Company, Limited, capital stock $290,000 and head office at Cole's Island. The company is authorized to carry on a general lumber business.

The East View Saw Mills Co., Limited, Cookshire, P. Q., was recently incorporated to manufacture and deal in logs, lumber and other forest products. Capital $50,000. R. H. Pope, senator, of Cookshire, and R. A. Pringle, barrister, of Ottawa, are two of the incorporators.

Miller & Gordon, Carleton, N. S., are improving their plant by adding one six foot, left-hand, single-cutting band mill, and one left-hand, 36 in. opening carriage with Waterous trailer, as well as a bull wheel, friction feed works, cut-off saw, live rolls, driving and filing room tools.

Joseph Milford Hawkins, Joseph Hawkins and James Hilton Hawkins, all lumbermen of the Parish of Douglas, York County, N. B., are incorporated as Hawkins Lumber Company, Limited, head office in Nashwaaksis, and capital stock $98,000. The company is authorized to carry on a lumbering business.

Several colored residents of Elm Hill, N. B., have been prosecuted by Fire Warden Thomas Bridges, of Sheffield, before Magistrate T. S. Peters on the charge of setting brush fires at Otnabog Lake, which resulted in the destruction of considerable pulpwood and lumber. Fines were imposed on the offenders.

Office Requirements, Limited, Sherbrooke, P. Q., was recently granted a federal charter to manufacture and deal in all kinds of office furniture, also paper preparations such as paper bags and cardboard boxes. Capital $50,000. Two of the incorporators are K. Forrest and J. R. Forrest, both of Sherbrooke.

The large sawmill of the B. & S. Lumber Co., of Fort Plain, situated at Tartigou, Rimouski County, Que., was burned to the ground recently. The blaze was discovered shortly after the mill had shut down for the day and although well equipped for fighting fire nothing could be done to check the flames which soon reduced the structure to ashes. By hard fighting and a

change in the wind the lumber in the yard was saved. The mill was a large one, 140 x 47 ft., with a shingle mill 30 x 60 ft. and was of modern construction. The loss is only partially covered by insurance. The company will rebuild at an early date.

The Standard Pulp and Paper Company, Limited, Quebec, were recently granted a provincial charter to conduct a business in the manufacture of sulphite and sulphate pulp and paper and all kinds of forest products. Capital $12,000,000. Two of the incorporators are J. Ball, manufacturer, New York city, and W. S. Bullock, manufacturer, Roxton Pond, Que.

A flying boat operated by the Laurentide Company, Ltd., Grand Mere, has completed an 850 mile trip through the northern woods. The trip was made for the purpose of timber exploration and the distance of woods travel was completed in 12½ hours flying. This trip has opened the eyes of many lumbering concerns to the extreme utility of aircraft in forest survey and patrol.

Mr. Ellwood Wilson, head of the Forestry Department of the Laurentide Co., Ltd., Grand Mere, is making arrangements to supply, for the permanent pulp and paper Canadian exhibit in London, twelve four-foot sample sticks of the kinds of wood used in paper manufacture. These samples will comprise jack pine, white and red spruce, poplar and balsam, and will have the bark on.

The Quebec Government has issued the statement of the receipts and expenditures of the province for the fiscal year ending 30th June, 1920. The revenue from Lands and Forests was $3,033,587, being nearly double the receipts from any other source of revenue, outside of the contribution by the Federal Government. The expenditure for the Lands and Forests was $566,000.

The new rotary sawmill which has been erected in Fredericton, N. B., by Gordon G. Scott, is now in operation. The output will be about 35,000 feet a day. Mr. Scott plans erecting an extension in the near future for turning out box shooks and will also erect a dressing plant. The output of the new mill will be used to supply local and provincial demands and the remainder will be shipped to the United States.

The Imperial Paper Mills, Limited, an English company, with five million dollars capital, has acquired the pulp mills of the Gulf Pulp and Paper Co., at Clarke City, P. Q., with lumber limits of 625,000 acres It is proposed to acquire further lumber limits. Mr. Frank W. Clarke is vice-president and general manager of the company and will continue in active charge of the operations of the company, as heretofore.

It is understood that Price Bros., Limited, have effected a large newsprint paper contract with the Daily Express, of London, England, at favorable terms. In this conunection it is pointed out that the newspaper which is one controlled by Lord Beaverbrooke, has been anxious for its newsprint supply for some time past and the contract is satisfactory to them. while it is also in line with Price Bros.' policy of enlarging their overseas market.

The Log Supply Co., of Montreal, were well represented at a dinner at Berthierville by the local Chamber of Commerce The company have spent over two millions and a half in erecting a splint factory there, and naturally prominence was given to this fact during the dinner. Mr. Hayes (president), who with Messrs. H. Grier and Morris, represented the Log Supply Co., offered to subscribe $1000 toward a hospital and to add another $1000 provided that $5000 was subscribed.

The Grand Lake coal areas of the G. H. King Coal Company, the northfield Coal Company and the A. D. Taylor Company have been purchased by the Miramichi Lumber Company for a price in the vicinity of $150,000 and the three areas will be consolidated and operated by the International Paper Company for the purpose of building up a unit for increased production during the coming winter, according to a despatch from Fredericton, N B. At present the output of the three mines is about 100 tons daily but the new owners will sink extra shafts and get an output of over 200 tons daily.

The Fraser Companies of Edmundston are making preparations for proceeding with the construction of dams on the Tobique River, and putting up a big pulp and paper plant at Tobique Narrows, a few miles from Andover in Victoria County. The Frasers are now obtaining options on the property and sufficient money will be raised to carry out the new project. The Fraser interests are now about ready to start work under the charter that they obtained from the New Brunswick Legislature at its last session, for a ten million dollar development scheme.

Western Canada

The sawmill of Frank Bevan, located at Extension, a mining village six miles from Nanaimo, was recently burned to the ground. The loss is $60,000.

Millions of feet of timber have been destroyed by a forest fire which swept along both banks of the Pelly River, B. C., for a distance of 160 miles, according to reports.

More than 8,000,000 feet of lumber will be loaded within the next month at British Columbia ports for the Canadian Trading Company of Vancouver, for shipment to foreign points.

Burglars who moved a small safe half a mile at Horn Dean, near Plum Coulee, Man., secured only $20 for their trouble. The safe was taken from the office of the Winkler Lumber Company and was blown open half a mile away.

So far this season there have been 754 forest fires in British Columbia, costing more than $71,458, according to the latest fire report of C. L. Cowan, acting chief forester. "Conditions are somewhat improved, but are still dangerous," the report says.

New companies have been incorporated as follows in British Columbia: Ford Lumber Co., Ltd., private, $25,000, Vancouver; Bevan Lumber & Shingle Co., Ltd., private, $60,000, Bevan, B. C.; Nigel Island Lumber Co., Ltd, private, $50,000, Vancouver.

At a meeting of the directors of the Victoria Shipowners, Ltd., Mr. J. W. Spencer resigned from the presidency of the organization, and Mr. Clarence Hoard, head of the Bainbridge Lumber Co., was chosen to replace him. Capt. M. D. Harbord was selected as vice-president.

If you want anything sawn, write:—

BECK LUMBER CO.

PENETANG - ONTARIO

or **"ASK MR. HORNING"**

PHONE MAIN 2170 - TORONTO

Mills are now sawing

HEMLOCK and PINE

We Can DRESS, MATCH and RESAW

We Want to Purchase

1", 2" and 3"

Spruce and Pine

also

1½" and 1⅝" x 4' No. 1 Spruce Lath.

In quoting advise full specifications as to grades, widths, lengths and dryness.

CHAS. H. RUSSELL CO.

LIMITED

211 McGill Street, MONTREAL, Que.

H. BOURGOUIN

Dominion Express Bldg., 148 St. James St., Montreal

WHOLESALE LUMBER AND TIMBER

Dressed and Rough

B. C. FIR TIMBERS

Ship Timbers and Planking, Ship Decking, Tank Stock, Bridge Timbers, Fir and Spruce Lumber

Also White and Red Pine, Spruce, Hemlock, Banksian Pine Birch, Maple, Rock Elm, Oak, Yellow Pine, Railway Ties, Fence Posts, Poles and Piling.

DIMENSION OAK CUT TO SPECIFICATION

Prompt shipment Satisfactory stock Good service Write or wire for prices

Saw Mill Exhausters

"By-Pass" Blower Systems are Indestructible

"By-Pass" exhausters will handle the green sawdust from your saw mill without clogging or trouble of any kind. Material does not pass through or around fan wheel. Fan is not overhung. Three bearings. No heating or shaking. The best and most economical system made today.

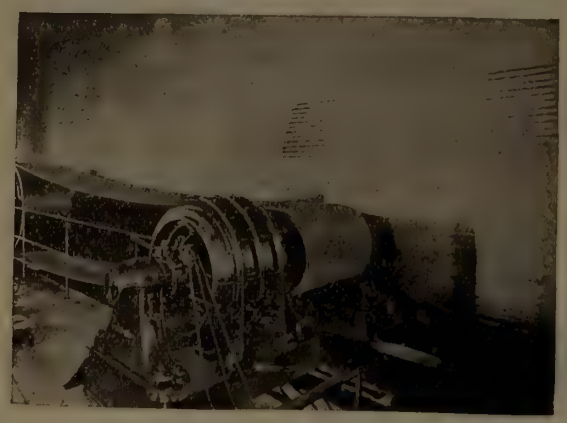
We manufacture and install systems complete

Write for information

Toronto Blower Company

156 Duke St., Toronto

A 24-inch x 10-ply Leviathan, transmitting 350 H.-P. Installed ten years—now in good condition.



A 75-foot x 48-inch x 10-ply Leviathan, 500 H.-P., 3-phase, 60 cycle, 2,300 volts, 600 R.P.M.; has been carrying a 600 H.-P. load since 1914.

A 16-inch x 8-ply Leviathan that is giving good service.

Main Belting Company's Style "C" Troughing Roller.

LEVIATHAN-AN

are constructed upon scientific knowledge, not guesswork — upon the principle of building a material to fit the power service conditions, not making service conditions fit the belting material.

These belts are constructed of solid woven fabric, of tremendous strength and durability, so treated, stretched and aged as to make a pliable belting material that is practically indestructible—has wonderful strength and tractiveness, toughness and smoothness of running—and in which the ruinous factors of "stretch" and "slip" are definitely eliminated.

The tension at which **Leviathan-Anaconda** Belts

THE "LEVIATHAN"

is a general purpose belt of extraordinary strength and toughness combined with pliability and smooth running qualities that enable it to abundantly meet the maximum power demands of heavy duty service in transmission, elevating, and conveying drives.

It is built to pull loads—to stand up and deliver anything but the impossible. It is perfectly "at home" on the heavy drags, under incessant loads, unyielding pulls, where loads are intermittent, and in all conditions where the belt must shoulder great responsibility.

Leviathan belts are stretched perfectly in their making —doing away with the ruinous "stretch" (with its resulting power and production loss) of "natural material" belting, and thereby maintaining limit of machine production through extreme limit of power transmitted.

The combination of strength and tractiveness, toughness and flexibility, built into the **Leviathan,** is found in no other belting in equal degree. These are the belting qualities so requisite in heavy conveying and elevating service —also for heavy main drive, countershaft, jackshaft and important machine transmission. On all such drives, the **Leviathan** delivers the last ounce of power expected of it.

The power user buying belting for strenuous, arduous and wearing Conveying, Elevating and Transmission service, must come to understand that the ruggedness, toughness, strength and tractiveness, so vitally essential to best results in such service, cannot grow into a belt, but must be built into it. He will then understand why **"Leviathan"** serves best and lasts longest.

The extreme tractiveness—absolutely lasting—of the **Leviathan,** makes it enormously successful in drives where the quality of the product depends upon smooth, steady running. For Conveying and Elevating heavy or abrasive materials, such as shale, stone, coal, sand, gravel and similar substances, the **Leviathan** stands supreme. The toughness and flexibility absolutely required for this sort of work, is definitely attained.

MAIN BELTING CO. OF CANADA

ACONDA BELTS

are stretched is in exact and definite proportion to the strength of the belt and the load it is intended to carry.

It inevitably follows, therefore, that in these belts there is always a positive and definite balance between the power (load) to be delivered, and the belt's ability to deliver that load under every working condition.

This scientific adaptation of **Leviathan-Anaconda** Belts' construction to the especial class of service to which they are to be applied, accounts for guesswork giving way to guaranty—for expectation becoming realization—in their service.

THE "ANACONDA"

possesses the material and constructive features that qualify it in all manner of heavy duty and responsible transmission, conveying and elevating service. It is a special belt, made to meet the conditions of service wherein it stands without a rival for producing unusual results.

The **Anaconda** is the most effectively waterproofed belt made—waterproofed through and through—not affected by atmospheric changes or varying degrees of wetness, but retaining this quality during its life. Its special construction renders it immune to steam, condensation of drippings from ceilings and side walls, and where belt, pulleys and everything else is soaking wet.

The **Anaconda** is also highly resistant to the destructive action of chemicals. It is treated with materials that are chemically inert, thereby counteracting chemical action of acids, alkalis, gases, etc.

Tremendous resistance to heat—such as would wither most belting—is another distinctive **Anaconda** quality. Wet pulleys tend to make belt slip, while high temperatures produce excessive "stretch"—and also warp the ordinary belt. The **Anaconda** operates equally well under any temperature conditions.

The **Anaconda** also gives especially successful service on heavy duty drills, grinders, turret lathes, saws and all machines that use liquid cutting compositions; this by reason of its immunity to heat, acids, moisture, etc.

The **Anaconda's** wonderfully effective tractive qualities, along with its freedom from "stretch," insures it operating with unusual success under wet conditions at high speed, both of which produce more or less ruinous slippage with other belts.

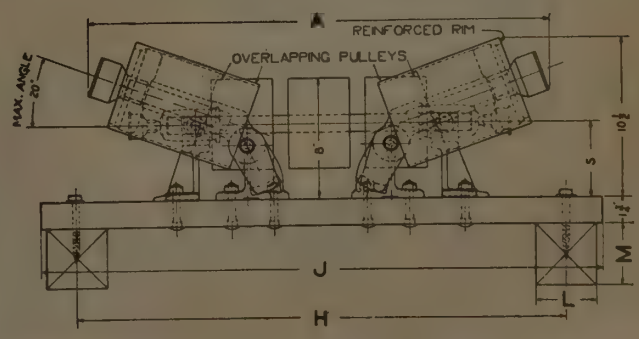
"Natural material" belts are not equipped, either in material or construction, to deliver the quality or quantity of power, under varied and distinctive belt working conditions, as assured by the **Anaconda**.

LIMITED, 10 St. Peter St., Montreal

An 825-foot x 36-inch x 6-ply Anaconda, installed March 4th, 1912. Handles 1000 tons stone per day; in as good condition as when first installed.

A 480-foot x 24-inch x 6-ply Anaconda. Conveying Hot Crushed Rock from Dryers in Cement Plant. Carries 2000 tons per day, 24 hours' constant work.

A 110-foot x 46-inch x 10-ply Anaconda Bucket Elevator Belt. Handles 1,750 tons Crushed Rock per day.



Main Belting Company's Style "C" Troughing Roller.

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine:		
1 x 4/7 Good Strips	$120 00	$130 00
1¼ & 1½ x 4/7 Good Strips.	120 00	130 00
1 x 8 and up Good Sides	155 00	165 00
2 x 4/7 Good Strips	125 00	135 00
1¼ and 1½ x 8 and wider Good Sides	165 00	175 00
x 8 and wider Good Sides.	175 00	185 00
2 x 8 and wider Good Sides.	175 00	185 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	70 00	72 00
1 x 7, 9 and 11 Mill Run	72 00	74 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	45 00	47 00
1 x 10 x 12 6/16 No. 2 Mill Culls	50 00	52 00
1 x 4 and up 6/10 No. 3 Mill Culls	32 00	36 00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	60 00	62 00
2 x 8 Mill Run	62 00	64 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK, No. 1

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	50 00	52 00
1 x 8 in. x 9 to 16 ft.	52 00	54 00
1 x 10 and 12 in. x 9 to 16 ft.	54 00	56 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	54 00	56 00
2 x 4 to 12 in., 18 ft.	58 00	60 00
2 x 4 to 12 in., 20 ft.	60 00	62 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	109 00
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	85 00
(Depending upon widths)	
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	$106 75
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	112 00
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	108 00
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	110 00
1 x 5 & 6 Fir Casing	105 00
1 x 8 & 10 Fir Base	108 00
1¼ & 1½ 8, 10 & 12" E. G. Stepping	112 00
1¼ & 1½, 8, 10 & 12" F. G. Stepping	102 00
1 x 4 to 12 Clear Fir, D4S.	91 50 104 00
1¼ & 1½ x 4 to 12, Clear Fir, D4S	97 00 105 00
XX Shingles 6 butts 1 to 2", per M.	4 70
XXX Shingles, 6 butts to 2 in., per M.	6 15
XXXXX Shingles, 5 butts to 2 in., per M.	7 65

LATH

No. 1 White Pine, 4 ft.	Open
No. 2 White Pine, 4 ft.	"
No. 3 White Pine, 4 ft.	"
Mill run white pine, 32 in.	"
Merchantable spruce lath, 4 ft.	"

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$165.00	$115.00	$ 70.00
1¼"	200.00	150.00	80.00
1½"	200.00	150.00	80.00
2"	215.00	165.00	95.00
2½" and 3"	245.00	225.00	105.00
4"	265.00	235.00	120.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	200.00	140.00	110.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$155.00	$115.00	$75.00
5/4 and 6/4	165.00	125.00	85.00
8/4	170.00	135.00	100.00
10/4 and 12/4	210.00	160.00	120.00
16/4	225.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$140.00	$100.00	$65.00	$50.00
5/4 & 6/4	145.00	105.00	70.00	55.00
8/4	150.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$170.00	$125.00	$ 70.00
1¼"	175.00	140.00	75.00
2"	185.00	145.00	75.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain		Quartered	
	1s & 2s	No. 1 Com.	1s & 2s	No. 1 Com.
1"	$170.00	$130.00	$205.00	$180.00
1¼"	200.00	150.00	215.00	180.00
1½"	200.00	150.00	215.00	180.00
2"	210.00	190.00	210.00	190.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$ 95.00	$ 80.00
1¼" and 1½"	115.00	95.00
2"	125.00	110.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$145.00	$100.00	$ 70.00
1¼"	145.00	100.00	70.00
1½"	160.00	110.00	70.00
2"	170.00	120.00	80.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	115.00	$90.00	$60.00	$40.00
5/4 & 6/4	150.00	140.00	110.00	.....
8/4	160.00	150.00	120.00	.....
12/4	170.00	160.00	130.00	.....
16/4	200.00	190.00	150.00	.....

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$180.00	$125.00
5/4 & 6/4	190.00	135.00
8/4	200.00	145.00
10/4	240.00	190.00
12/4	240.00	190.00
16/4	250.00	200.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$265.00	$175.00
5/4 and 6/4	285.00	185.00
8/4	295.00	195.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$240.00	$140.00
5/4 and 6/4	250.00	150.00
8/4	260.00	160.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:		
1-in. x 7-in. and up	$150 00	
1¼-in. and 1½-in., 8-in. & up	190 00	
2-in. x 7-in. and up	200 00	
No. 2 cuts 2 x 8-in. and up.	95 00	
Pine good strips:		
1-in.	125 00	
1¼-in. and 1½-in.	145.00	
2-in.	150 00	
Pine good shorts:		
1-in. x 7-in. and up	135 00	
1-in. x 4-in. to 6-in.	110 00	
1¼-in. and 1½-in.	135 00	
2-in.	140 00	
7-in. to 9-in. A sidings	80 00	
Pine, No. 1 dressing sidings	95 00	
Pine, No. 1 dressing strips	90 00	
Pine, No. 1 dressing shorts	75 00	
Pine, 1-in. x 4-in. s.c. strips	72 00	
Pine, 1-in. x 5-in. s.c. strips	73 00	
Pine, 1-in. x 6-in. s.c. strips	74 00	
Pine, 1-in. x 7-in. s.c. strips	74 00	
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00	76 00
Pine, 1-in. x 10-in. M.R.		78 00
Pine, s.c. sidings, 1½ and 2-in.		75 00
Pine, s.c. strips, 1-in.		65 00
1¼, 1½ and 2-in.		70 00
Pine, s.c. shorts, 1 x 4 to 6 in.		60 00
Pine, s.c. and bet., shorts, 1 x 5		62 00
Pine, s.c. and bet., shorts, 1 x 6		65 00
Pine, s.c. shorts, 6'-11', 1"x10"		68 00
Pine box boards:		
1"x4" and up, 6'-11'		52 00
1"x8", 12'-16'		60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up		55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.		45 00
O. culls r & w p	38 00	40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00	52 00
1"x4" and up, 12'-16'	50 00	52 00
1"x9"-10" and up, 12'-16'	54 00	56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00	56 00
1¼ x 10 and up, 12'-16'	54 00	60 00
1½" & 2" x 12" and up, 12'-16'	54 00	60 00
Spruce, 1-in. clear (fine dressing and B)	60 00	63 00
Hemlock, 1-in. cull	35 00	37 00
Hemlock, 1-in. log run	45 00	47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00	58 00
Tamarac	34 00	36 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00

Lath per M:

No. 1 white pine, 1½-in. x 4 ft.	Open
No. 2 white pine	Open
Mill run white pine	17 00
Spruce, mill run 1½-in.	15 00
Red pine, mill run	14 00
Hemlock, mill run	12 00 13 00
White Cedar Shingles;	
XXXX, 18-in.	12 00
Clear butt, 18-in.	10 00
18-in. xx	7 00
Spruce logs (pulp)	20 00 28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS

(At Mill)

	Per M. Ft.
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00 $44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00 46 00
3 in. unsorted Quebec, 9 in. wide	50 00 54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.
According to average and quality, 55 ft. cube	1 00 1 20

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00 1 20
According to average and quality, 30 to 35 feet	90 1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft. 50 00 60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	120 00
1¼ and 1½ in. and up wide	135 00
2 in. and up wide	140 00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	125 00
8/4 x 8 and up No. 1 and better	125 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100.00
2 in., 8 in. and up wide	105.00
2½ in. and 3 in., 8 in. and up wide	130.00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$80 00 90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00 95 00
2½ to 3 in., 10/16 ft.	90 00 100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00 82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00 85 00
2½, 1½ and 3 in.	85 00 95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00 74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00 75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00 62 00

MILL CULLS

Mill Run Culls	
1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up.	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$44	$43	$43	$44
2 x 6	45	43	43	44
2 x 8	46	44	44	45
2 x 10	47	45	45	46
2 x 12	48	46	46	47

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 74)

No. 617 Tilting Table Variety Saw

C.M.C.

No. 714-36" Band Saw

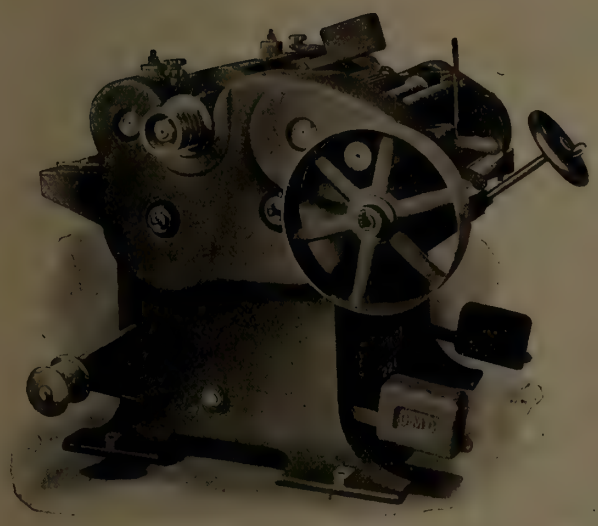
Handy Machines

These small, handy machines for those *"odd jobs"* which are continually turning up, will help get the work out quicker, besides doing them a whole lot cheaper.

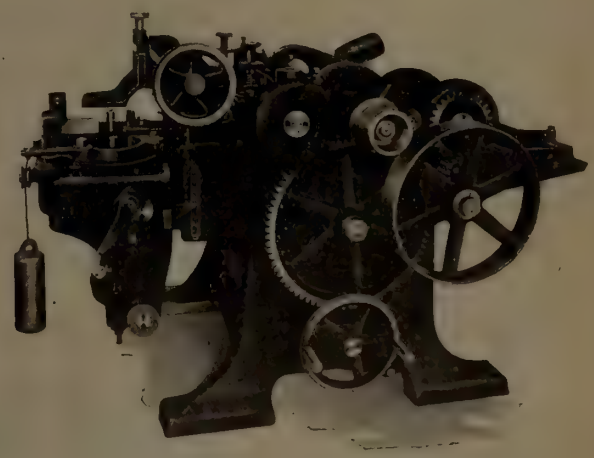
They are built right, will give excellent results and long, satisfactory service.

THEIR COST IS SMALL AND THEIR SAVING LARGE

Full descriptions, details and prices on request.



No. 221-24" x 8 Poney Planer



No. 114-Small Planer and Matcher

CANADA MACHINERY CORPORATION LIMITED

GALT - - ONTARIO

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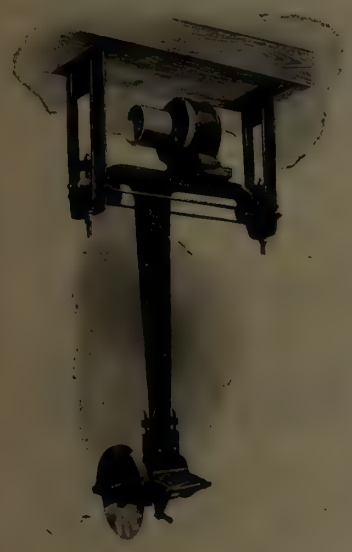

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For S1S and 2E, S4S or D&M, add $3.00.
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2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E..	$43 00
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2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E ...	45 00
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E ...	47 00
2 x 10, 8 ft. to 16 ft., S1S1E	45 00
2 x 10, ft., S1S1E	45 00
2 x 10, 18/22, S1S1E	46 00
2 x 10, 24/32, S1S1E	48 00
2 x 12, 8 ft. to 16 ft., S1S1E	44 50
2 x 12; 10, 18, 20	46 50
2 x 12; 24, 26, 28, 30, 32	48 50

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2 x 4 in., 6 ft.	42 00
2 x 4 in., 8, 12 and 14 ft.	43 00
2 x 4 in., 16 ft.	44 00
2 x 4 in. 18 and 20 ft.	45 00
2 x 4 in., 22 to 32 ft.	47 00
2 x 10 in., 8, 12, and 14 ft.	44 25
2 x 10 in., 16 ft.	45 25
2 x 10 in., 18 and 20 ft.	46 25
2 x 10 in., 22 to 32 ft.	48 25
2 x 12 in., 8 to 14 ft.	45 75
2 x 12 in., 16 ft.	46 75
2 x 12 in., 18 and 20 ft.	47 75
2 x 12 in., 22 to 32 ft.	49 75
3 x 3 and 3 x 4 in., 8 to 14 ft.	47 25
3 x 3 and 3 x 4 in., 16 ft.	48 25
3 x 3 and 3 x 4, 18 and 20 ft.	49 25
3 x 3 and 3 x 4, 22 to 32 ft.	51 25
6 x 6, 6 x 8, 8 x 8, 6 to 16 ft.	49 50
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	50 00
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft. ...	51 00
Shingles, XXX B. C. Cedar, straight cars on 60c rate	Open

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	$220 00
Uppers, 5/4 to 8/4	220 00
Uppers, 10/4 to 12/4	240 00
Selects, 4/4	200 00
Selects, 5/4 to 8/4	200 00
Selects, 10/4 to 12/4	220 00
Fine Common 4/4	155 00
Fine Common 5/4	165 00
Fine Common 6/4	165 00
Fine Common 8/4	165 00
No. 1 Cuts 4/4	115 00
No. 2 Cuts 5/4	125 00
No. 1 Cuts 6/4	125 00
No. 1 Cuts 8/4	130 00
No. 2 Cuts 4/4	85 00
No. 2 Cuts 5/4	105 00
No. 2 Cuts 6/4	105 00
No. 2 Cuts 8/4	110 00
No. 3 Cuts 5/4	80 00
No. 3 Cuts 6/4	80 00
No. 3 Cuts 8/4	80 00
Dressing 5/4	95 00
Dressing 5/4 x 10	98 00
Dressing 5/4 x 12	102 00
No. 1 Moulding 5/4	130 00
No. 1 Moulding 6/4	130 00
No. 1 Moulding 8/4	130 00
No. 2 Moulding 5/4	115 00
No. 2 Moulding 6/4	115 00
No. 2 Moulding 8/4	115 00
No. 1 Barn 1 x 12	90 00
No. 1 Barn 1 x 6 and 8	82 00
No. 1 Barn 1 x 10	84 00
No. 2 Barn 1 x 6 and 8	75 00
No. 2 Barn 1 x 10	78 00
No. 3 Barn 1 x 6 and 8	67 00
No. 3 Barn 1 x 10	70 00
Box 1 x 6 and up	60 00
Box 1 x 10	62 00
Box 1 x 12	64 00
Box 1 x 13 and up	65 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com
4/4	107-112	84- 89	66-68
5/4 to 8/	123-125	91- 93	68-73
10/4 to 16/4	133-135	103-105	75-77

RED BIRCH

4/4	139-141	103-105	69-71
5/4 to 8/4	142-150	112-114	78-80

SAP BIRCH

4/4	135-139	103-107	69-71
5/4 and up	140-145	108-108	73-80

SOFT ELM

4/4	124-128	94- 96	51-55
5,. 6 & 8/4	132-137	102-104	59-61

BASSWOOD

4/4	119-124	99-101	46-48
Thicker	123-131	102-109	54-57

PLAIN OAK

4/4	156-161	123-127	64-66
5/4 to 8/4	167-171	133-137	73-77

ASH, WHITE AND BROWN

4/4	137-141	107-111	58-61
5/4 to 8/4	153-158	115-117	64-77
10/4 and up	172-177	130-133	67-70

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

White pine uppers, 1 in.	216 00
White pine uppers, 1¼, 2 in.	220 00
White pine uppers, 2½, 3 in.	246 00
White pine uppers, 4 in.	256 00
Selects, 1 in.	196 00
Selects, 1¼, 2 in.	200 00
Selects, 2½, 3 in.	235 00
Selects, 4 in.	245 00
Fine common, 1 in., 30 per cent. 12 in. and up	175 00
Fine Common, 1 x 8 and up	172 00
Fine common, 1¼ to 2 in. ...	175 00-180 00
Fine common, 2½ and 3 in.	225 00
Fine common, 4 in.	235 00
1 in. shaky clear	95 00
1¼ in. to 2 in. shaky clear	100 00
1 in. No. 2 dressing	95 00
1¼ in. to 2 in. No. 2 dressing	95 00
No. 1 Cuts, 1 in.	105 00
No. 1 Cuts 1¼ to 2 in.	110 00
No. 1 Cuts, 2½ and 3 in.	130 00
No. 2 Cuts, 1 in.	75 00
No. 2 Cuts, 1¼ to 2 in.	80 00-85 00

Barn Boards, No. 1, 1 x 12	95 00
No. 1, 1 x 10	84 00
No. 1, 1 x 8	82 00
No. 2, 1 x 12	85 00
No. 2, 1 x 8	81 50
No. 2, 1 x 10	82 00
No. 3, 1 x 12	79 00
No. 3, 1 x 10	67 50
No. 3, 1 x 8	66 00

No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.	110 00
1 x 10 in.	110 00
No. 1, 1 x 4 to 7 in.	95 00
No. 1, 1 x 8 and 9 in.	98 00
No. 1, 1 x 10 in.	108 00
No. 2, 1 x 4 & 5 in.	58 00
No. 2, 1 x 6 & 7 in.	62 00
No. 2, 1 x 8 & 9 in.	64 00
No. 2, 1 x 10 in.	69 00
No. 2 1 x 12 in.	71 00
Spruce, 12 in. dimension	64 00
Spruce, 10 in. dimension	62 00
Spruce, 9 in. dimension	61 00
Spruce, 8 in. dimension	60 00
2 x 10 in. random lengths, 8 ft. and up 55 00	57 00
2 x 12 in., random lengths ...55 00	57 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 ...	47 00
3 x 4 and 4 x 4 in.	49 00
2 x 8 in.	53 00
All other random lengths, 7-in. and under, 8 ft. and up 51 00	53 00
5-inch and up merchantable boards, 8 ft. and up, p 1s	51 00
1 x 2	50 00
1 x 3	48 00
1⅝ in. spruce lath	9 50
1½ in. spruce lath	9 00

New Brunswick Cedar Shingles

Extras	8 00
Clears	7 50
Second Clear	5 50
Clear Whites	5 00
Extra 1s (Clear whites in)	4 50
Extra 1s (Clear whites out) ... 3 50	4 00
Red Cedar Extras, 16-in. 5 butts to 2-in.	7 00
Red Cedar Eurekas, 18-inch, 5-butts to 2-in.	10 00
Red Cedar Perfections, 5 butts to 2¼	11 00
Washington 16-in. 5 butts to 2 in. extra red cedar	6 50

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1 60-Ton, Saddle Tank, St. gauge
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1 30-Ton " " "
1 35-Ton Electric "
1 15-Ton " "
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2 15-Ton Saddle Tank, 36" gauge
1 7-Ton Saddle Tank, 24" gauge

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1 " " 150 " 120 " "
2 " " 70 " 120 " "
1 Water Tube, 500 h.p. 200 lbs. W.P.
1 Scotch Dry-Back, 175 h.p. 120 lbs. W.P.

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1 250 kw. 250 volt D.C. 375 r.p.m. Direct connected to 400 h.p. Howden Vertical Engine

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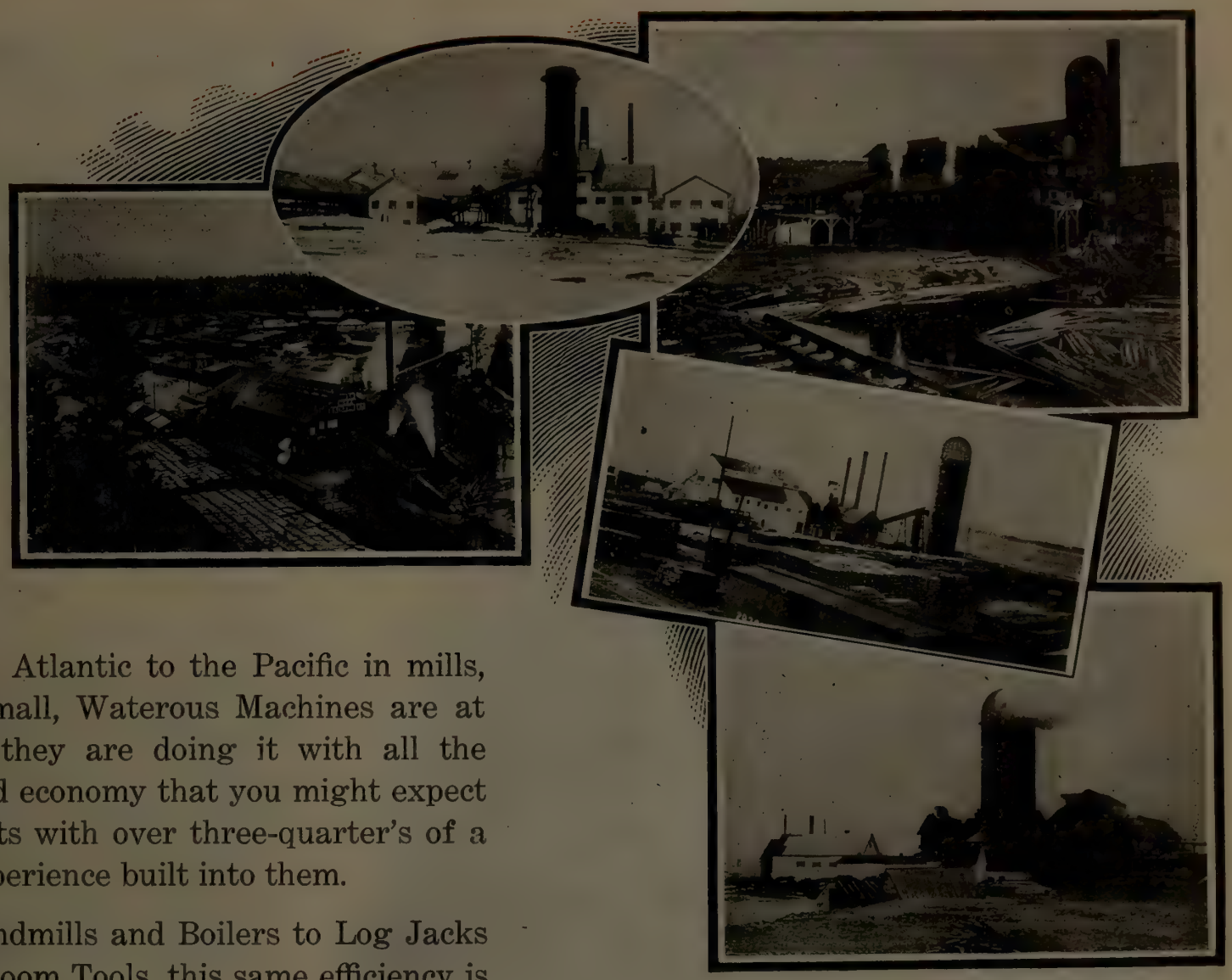

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"New Model" Waterous Band Mills

—A machine designed and constructed by engineers whose knowledge of Canadian Mill conditions and requirements was absolute. You can therefore, expect greater speed, safety, ease of handling and general freedom from trouble when employing this model.

There are ten sound reasons for the Waterous Band Mill being your choice. Here are three of them—It is built in 8, 9 and 10 ft. sizes—one for every kind of work. The upper guide is raised and lowered by steam —an accurate, easy and swift adjustment unequalled by any other.

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If you do not know the other seven, a postcard will bring them, together with full specifications.

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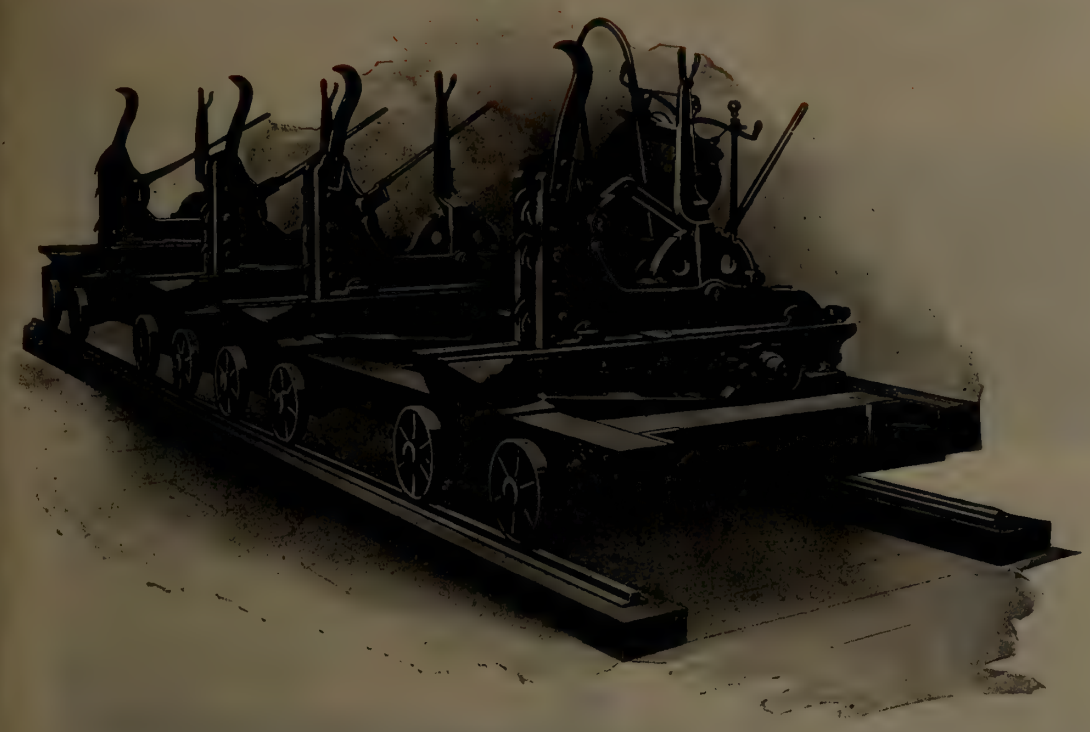

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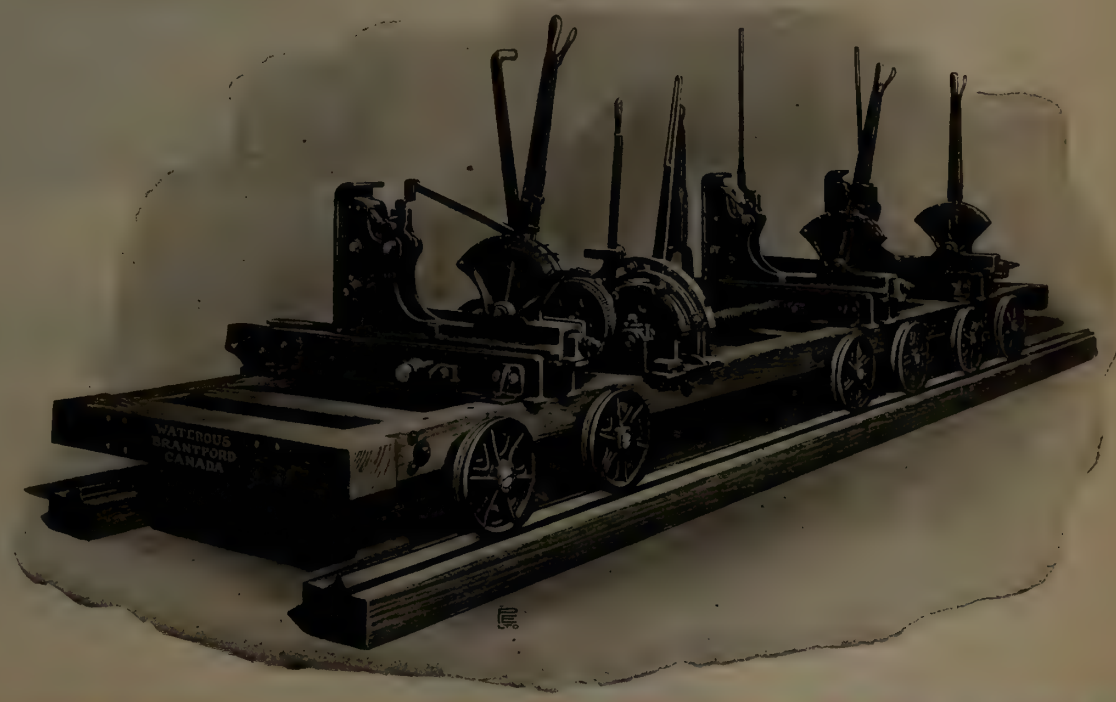

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2-60 x 14 "
14-72 x 18 "
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2-40 H.P. Locomotive

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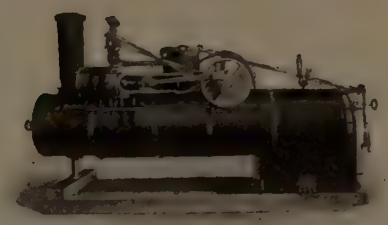

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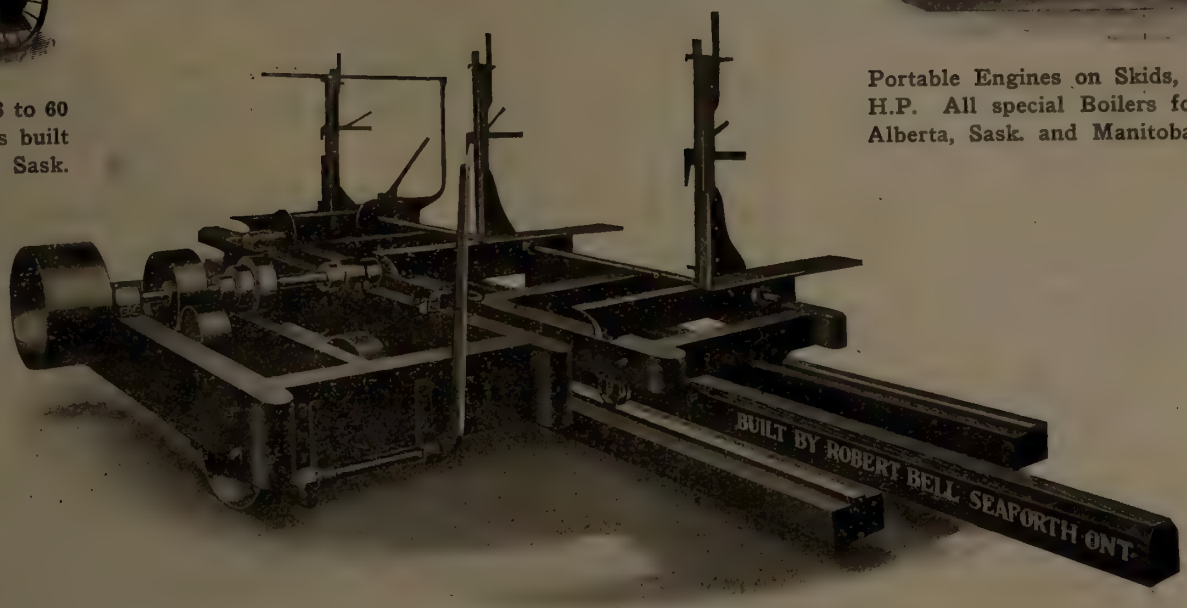

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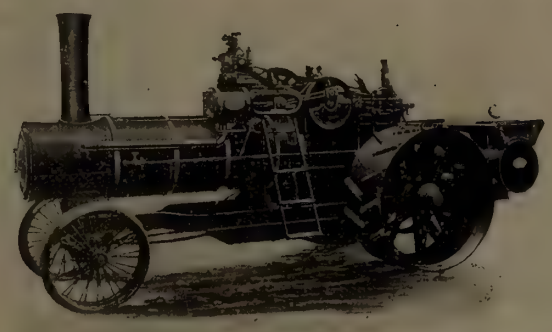

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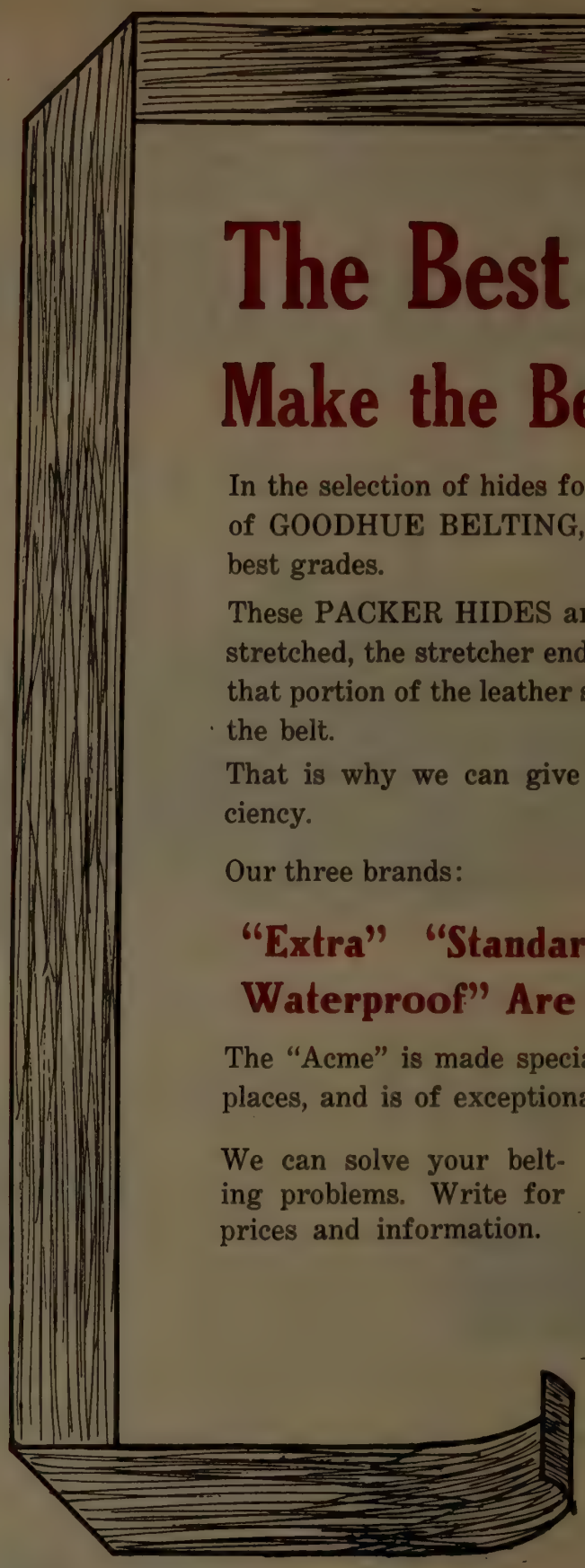

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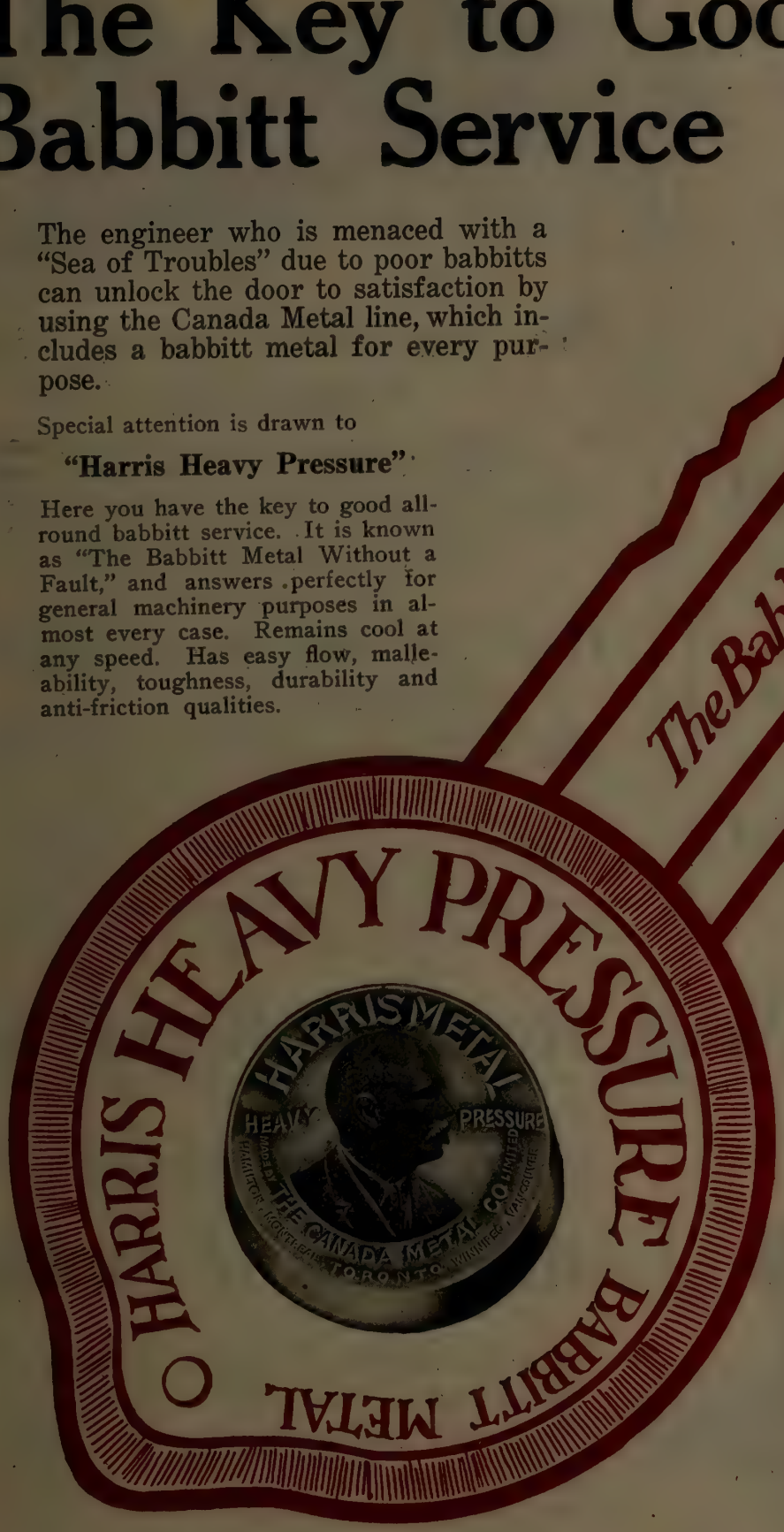

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Manufactures Lath Direct from the Round Log

No. 2 Combined Lath Mill and Bolter

Illustration shows our No. 2 Combined Lath Mill and Bolter—A machine for manufacturing lath direct from the round log. The bolter is automatic and the mandrel carries a 24 in. saw. It is a machine for every modern sawmill and does rapid, continuous and thorough work.

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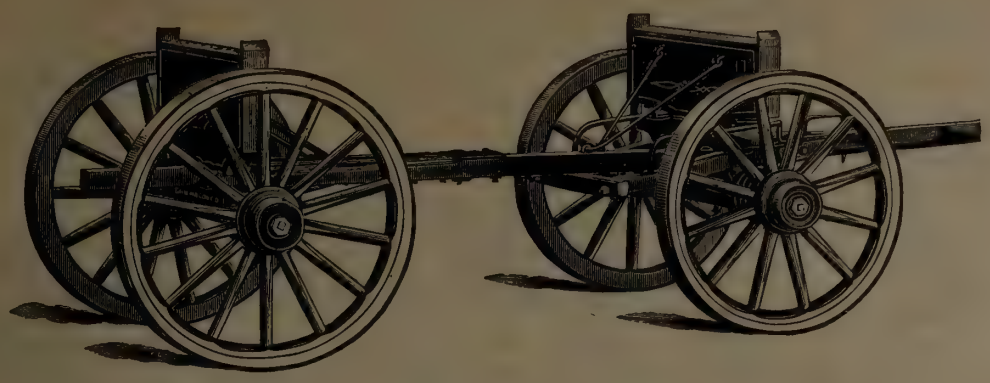

THE

Bain Log Wagon

or Lumber Truck

Especially constructed to meet the wants of lumbermen, these trucks have given complete satisfaction in the many years we have built them. They are not carried in stock as we make them of any required dimensions to suit purchasers. They can be furnished with Cast or Steel Thimble Skeins, both being supplied with Flat Truss Rods. Now is the time to send in your order for one of these sturdy, made-to-your-order trucks as a reasonable length of time must elapse before we can make delivery of same.

Bain Sleighs and Bain Wagons are made from material thoroughly air seasoned in our own sheds. Good material is the first essential in the construction of a reliable wagon or sleigh. Bain wagons and sleighs are built in one of the largest and best equipped, factories in the country,—they are scientifically constructed from good material. Bain Wagons and Bain Sleighs stand the test of time.

The Bain Heavy Sloop Sleigh is our heaviest and strongest sleigh and is built for those desiring a sleigh for heavy logging operations. It is furnished without bunks, as most loggers prefer to make their own. It is furnished with cross chain coupling or short reach as ordered. When used with cross chains, the hind bunk swings same as the front, a king bolt being supplied, as shown in the cut.

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Heavy Sloop Sleigh with Steel Shoes

Clearance under Beam 7 inches.

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According to your rules, those who work in your mill or factory, must report for duty at **SEVEN O'CLOCK.**

This does not mean that they may drift in, 5-10-or perhaps 15 minutes late—and let it go at that.

If say, 100 men in a factory lose only one minute each "arrival" and "departure" daily, it means 22 minutes per week each employee, or 2200 minutes for these 100 employees. This is 37 hours per week—at say 50c hour—meaning a loss of $18.50 weekly, bringing the total to $962.00 in the year—which **must** come from the net profits. Pretty stiff price for doing without a time recording equipment—and this is apart from production loss.

The International Time Recorder is the modern and reliable method of checking each employee's time, and stopping this leak. It is our business to stop "time leaks." We plug them tight.

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Powerful as a Locomotive

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1½—2½—3½ and 5 Ton Heavy Duty Commercial Trucks and Trailers. Also Semi-Trailers for Lumbering Purposes

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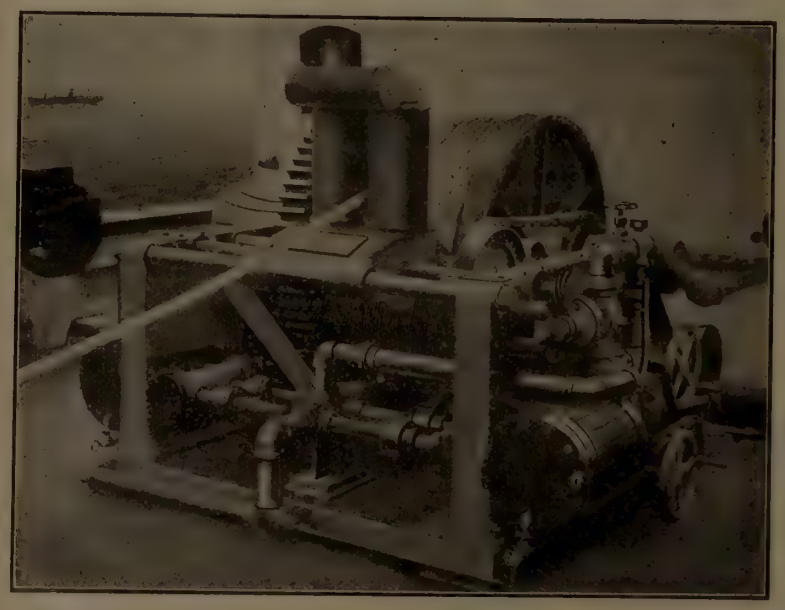

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It is operated entirely by one man. The Steel hawser with which it is equipped will outlast the old manilla lines 15 to 1. The automatic release and take up valve prevents the breaking of the hawser and the losing of the tow in rough weather——there is always an even tension on the hawser with no jerk. It saves labor because the tug can be operated with less men, saves money in cost of hawsers and saves time because the tow goes faster.

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For the Wet Place

Tell us your belting troubles and we can help you.

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Large stocks available for immediate shipment

"CANADA" DEPENDABLE WIRE ROPE

The strongest rope is none too good for service in the mill or camp. Here particularly a sudden break may result in loss of life or property—or a costly shutdown. To meet the severe tests imposed in this kind of work we have constructed steel wire ropes and cables best suited for logging and mill purposes.

Where unusual conditions require special equipment we cheerfully place our staff of laboratory experts and designers at your service.

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TOOLS and HANDLES

Wherever the British flag flies and the lumbering industry flourishes, there you will find Pink's Tools.

The same uniformly excellent quality supplied year in and year out has earned for Pink's Tools the esteem of all lumbermen.

Exporters to Europe, and contractors to the Allied Armies.

The Thomas Pink Company have shipped vast quantities of tools to Britain and her Allies.

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We are also Makers of Car Movers, etc.

LION BRAND CORDAGE

1825

Has Served the Lumberman for Ninety-Five Years

In the lumber industry, men — machinery — products—have to make good or they are soon left behind, discarded, forgotten. It's the same way with cordage. New brands make their appearance, sometimes they make good, very often they fail because they haven't the knowledge of the lumberman's requirements built into them. That's why we like to tell people that LION BRAND CORDAGE has been in the game for ninety-five years—nearly a century—it's one of the best proofs we know of that LION BRAND has "made good."

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Shavings and work are enemies. Shavings are banished here, hence work has a clear and easy field

Will you sacrifice work to shavings or shavings to work? The most successful, the largest, best-informed planing-mill men have decided the question. This picture tells the story—one of many. They look to

Sturtevant
PUTS AIR TO WORK

Which Is More Important—— the Shavings or the Work?

Note the picture. A large Berlin Planer with six cutters in the Canadian Pacific Railway Co.'s Angus Shops. This floor wasn't specially "swept up" for the occasion, but shows actual working condition, without the lumber pile. Sturtevant equipment is responsible.

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(REG. U. S. PAT. OFF.)

Planing-Mill Exhausters

for quickly, economically and entirely removing all dust, shavings and litter as they are formed, directly from the tool.

In every detail—large face of pulleys, large-size bearings, ground shafts, foundations independent of feet, convertibility, and other Sturtevant features, Sturtevant Planing-Mill Exhausters are the unqualified and distinctive leaders in their field.

Write for Catalog 185

B. F. Sturtevant Company of Canada, Limited

Head Office and Works: Galt, Ontario
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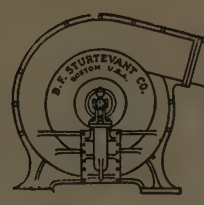

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PUTS AIR TO WORK

The Whirlwind that Sits on a Knife

and does as much work as all the men in your shop—who are in a much more comfortable position!

For no matter how hard they work at the machines—no matter how many chips, shavings, and how much dust and powder they make—a

Sturtevant

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PLANING MILL SYSTEM

with its powerful draft right at the tool edge, carries them like lightning away outside, giving the workman every chance in the world to turn out his best work.

A Sturtevant Planing Mill System

—keeps the work nice and clean at all times

—leaves the air free from dust and powder, and wholesome for the workers to breathe

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—prevents all litter which might work into the machines.

Special Bulletin No. 261 C tells of the benefits of Sturtevant Planing Mill Systems now in use by many mills

B. F. Sturtevant Company of Canada, Limited

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GOODYEAR

MADE IN CANADA

For Outside Drives— KLINGTITE—An All-Weather Belt

The service given on outside drives by Goodyear Klingtite Belting (formerly Extra Power) is unusual enough to be of interest to every belt user.

Not because there are a great number of outside drives—but because the outside drive is just about the ultimate test of a belt's ability.

The specially designed fabric of Goodyear Belting gives it the strength to withstand brutal outside service.

But the best of cotton will rot and whip to pieces outdoors if not protected.

So we have forced generous quantities of high-grade rubber through and through the plies of Goodyear Klingtite Belting, forming one solid unit, proof against weather and ply separation, yet flexible, pulley-hugging, efficient.

The special friction surface on Goodyear Klingtite Belts (formerly Extra Power) grips through dust or moisture and prevents slipping.

How well these belts serve is evidenced by this letter from the Beaver River Lumber Co. regarding their Extra Power Belt (now Klingtite). At last report (June, 1920) **this belt was still in service after 32 months' use,** when this mill was burned recently.

In their letter the Beaver River Lumber Co. say: "The belt driving the conveyor runs direct from a small engine to the conveyor drive. It is subject to steam and heat in the engine room and to cold and dampness on the outside. Under these conditions, there is no sign of deterioration and there is no slippage."

The same testimony is advanced by hundreds of farmers and threshermen who bought Goodyear Klingtite Belts (under their old name of Extra Power) for severe outside service on the farm.

If you have an outside drive, by all means investigate Goodyear Klingtite Belts. If you have **any** transmission drive, let a Goodyear Belting man show you how Goodyear Belts, which are good enough for outside service, will render heaping value on inside work. Phone, wire or write the nearest Goodyear Branch and a man will call without obligation to you.

The Goodyear Tire & Rubber Co. of Canada, Limited

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KLINGTITE BELT

LOG LOADING

Use your motor truck for this work by installing a BAY CITY WINCH.

You can load your truck or a trailer without other power than the truck engine. It saves time, money, men and labor.

Bay City Foundry & Machine Co.
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"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

West & Peachey - Simcoe, Ont.

Sole Manufacturers of the Celebrated

"MAPLE LEAF" BRAND Stitched Cotton Duck Belting

Strong Durable Economical True Running

Specially adapted for use in Lumber Mills

Being thoroughly waterproof, it is equally good for running in wet or dry places. As a main drive belt, "MAPLE LEAF" cannot be excelled, and for conveyors it is in great demand. A trial belt will convince you.

MAPLE LEAF BELT DRESSING

The Best for all Kinds of Belts
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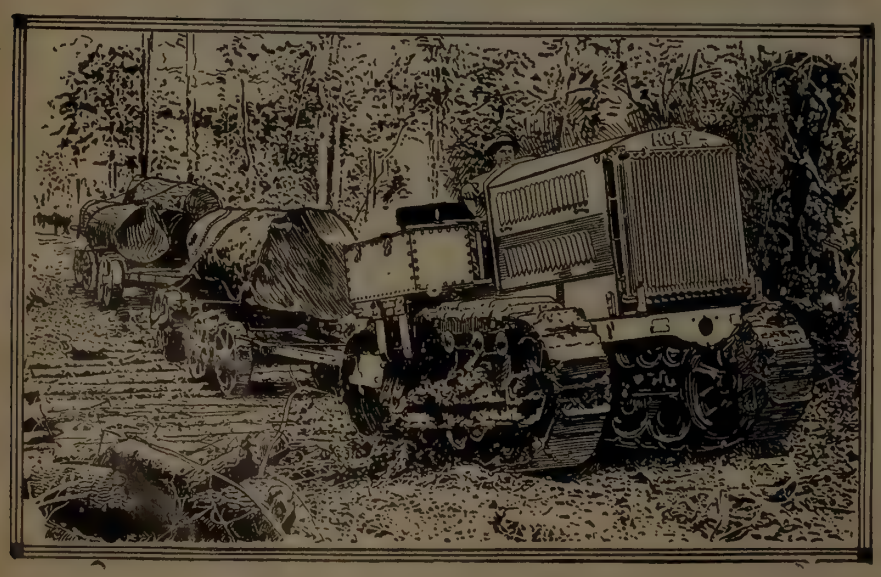

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for Lumbering, Roadbuilding, etc.

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Saw Mill Chain

FOR elevating and conveying purposes, for medium and high-speed power transmission, for work of a crude nature, and for work requiring the highest possible efficiency and greatest accuracy, we are prepared to furnish types of Chain of such construction and possessing such qualities as make them the most desirable for the service expected of them.

By reason of the long-continued maintenance of such high standards of excellence, insured by rigid tests and careful inspection given to every foot of Chain by a skilled chain-making organization; and our large available stocks; we have developed our line of saw mill chains to a high standard of quality. We solicit your business on the basis of quality and service.

Look for this trade >——< mark on each link. It identifies the genuine Link-Belt—every link of which is guaranteed.

Write for our Saw Mill Chain Catalog No. 260.

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Stock also carried at 1195 St. James Street, Montreal.

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Malleable Iron Castings

PROPELLER WHEELS

In Any Size and Any Material

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PROTECT YOUR HORSES

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Collar Pads

Your lumbering horses will work better — harder — more willingly with their necks and shoulders protected against injurious rubbing and chafing.
Tapatco Collar Pads insure the necessary protection and comfort, and preclude any chance of bruises, galls and chafes, which means that you get the best service from your horses by keeping them in condition.
Our thirty seven years experience gives you a guarantee of a specialized product that supplies a need wherever there is hard work for horses.
Each Tapatco Pad is made with our patent-hook fastener for quick adjustment and securing correct position of pad.

Ask Your Jobber

The American Pad and Textile Co.
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Arrow Head Saws

Celebrated for their

Strength

and

Tenacity

ARROW HEAD SAWS are subjected to the severest tests before leaving the factory, and they will stand up under all conditions when in use.

This is due to superior toughening and refining, and expert workmanship in every process of their manufacture.

They ask for them in lumber camps.

Vanadium Steel

T. F. Shurly Company, Limited
St. Catharines, Ontario

Indestructible

What does a breakdown mean at the average pulp or saw mill?

It means idle men, loss of time production and profit, also the expense incurred for repairs.

There are no breakdowns where "Gripoly" is used.

"Gripoly" is made in Great Britain by Lewis & Tylor, Limited

"GRIPOLY" is a solid woven water-proof belting with patent indestructible edges that cannot fray, composed of 85 per cent. pure camel hair and 15 per cent. long staple cotton. "GRIPOLY" insures the utmost supply of power constantly, and at a minimum of belting expense

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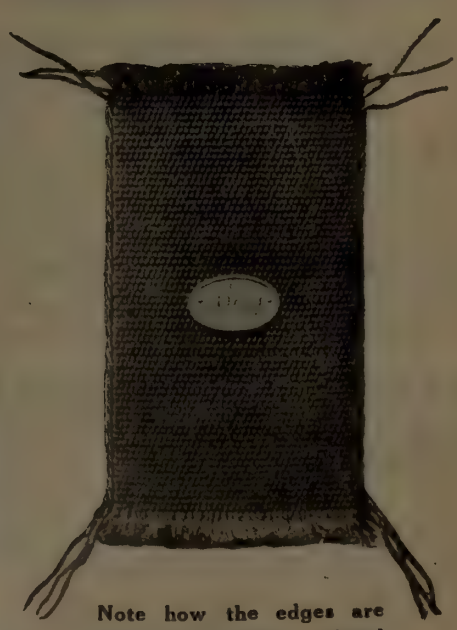


Note how the edges are composed of triple twisted strands, absolutely indestructible, defying the friction of shifters, guide forks, or flange pulleys.

Stocked and Sold by

"CAM-FISH" CO., LTD.

Importers and Distributors of Engineering Supplies

55 BAY ST. TORONTO, CAN.

Scotch Marine Boilers

CAN ALSO BE USED ON LAND

2—Second-hand Scotch Boilers, 11 ft. dia. x 12 ft. long, each containing 2 corrugated furnaces, 41¾" inside dia. and 168 tubes 3½" dia., built 1912, used 15 months. Allowed 135 lbs pressure. All complete.

12—New Scotch Boilers, 11 ft. 8 in. dia. x 12 ft. long, each containing 2 corrugated furnaces, 45⅞" inside dia. and 178 tubes 3" dia.; built 1920. Allowed 180 lbs. pressure Lloyds inspection. Heating surface 1525 sq. ft.; grate area 48.3 sq. ft.; weight 68,700 lbs.

The Doty Engineering Company, Ltd.

MARINE ENGINES AND BOILERS

CONTRACTORS' EQUIPMENT

WORKS—At Harbor, Goderich, Ont. TORONTO OFFICE—202 Mail Bldg.

New **RAILS** Relaying

12 to 80 pounds per yard

LOGGING CARS

Jno. J. Gartshore

58 Front St. West, Toronto

WIRE ROPE

For LUMBERMEN, ENGINEERS and CONTRACTORS

"We have the Right Rope for every purpose"

We solicit your enquiries. Write for our catalogue.

Canada Wire & Iron Goods Co., Hamilton

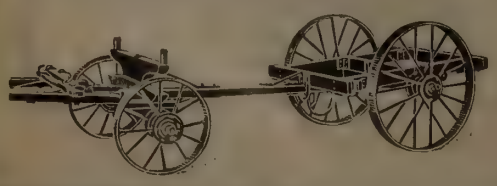
Tudhope-Anderson **Detachable Lumber Trucks**

Unequalled stand-up-ability on tough, rough and soft road-beds are the tests that explain the widespread popularity of these sturdy trucks among lumbermen. Cut shows Front Hauling Gear No. 41 coupled to Hind Gear No. 42. One or more Hind Gears may be attached or detached with ease.

Look at the wide tire steel wheels. They mean easy hauling. We guarantee them. Spokes may be renewed in case of accident—not so with others. Axles are high quality square steel ensuring many years' service. Wood parts are best oak, air-seasoned and kiln-dried. All parts well ironed and braced.

Built to the following specifications;—

No. of Truck	Size of Steel Axle	Tire Inches	Wheels Inches	Frame Length	Width
41 Front Gear	1¾" square	4 x ½	20	.....	.....
42 Hind Gear	1¾" square	4 x ½	42	5 feet	40 inches



For descriptive circulars write

Tudhope - Anderson Co., Limited

Orillia, Ontario

Maple Leaf SAWS

Maple Leaf Circular Saws are made of Special High Grade Steel, accurately ground; have hard-tempered center which makes a stiff blade that will stand up under the most severe conditions, and is less liable to push over in case of accident.

Let us prove it to you if you have not discovered it already.

EVERY SAW GUARANTEED.

Cross-cuts, Band Saws, Shingle Saws, and Everything Pertaining to Saws for Lumbermen

The Largest ALL Canadian Saw Manufacturers

Shurly Dietrich Company Limited

Ottawa Vancouver Galt

If You Want Service

Try Us For

TENTS—TARPAULINS—STRAW TICKS
GREY BLANKETS — FEED BAGS
RUBBER COATS—OIL CLOTH-
ING — FLAGS

WRITE FOR CATALOGUE

J. J. Turner & Sons, Ltd.
PETERBOROUGH, ONT.

The Peter Hay Knife Co., Limited
GALT, ONTARIO

MANUFACTURING WOODWORKING
Machine Knives, Circular Cutters and Mortise Chisel

PUT YOUR PROBLEM UP TO US

We are specialists in building locomotives. We build all types and sizes, also all kinds of repair parts for locomotives and tenders.

Our experience puts us in a position to give you expert advice as to what particular type and size of locomotive is best suited to your needs.

Put your locomotive problem up to us.

MONTREAL LOCOMOTIVE WORKS, LIMITED

DOMINION EXPRESS BUILDING, MONTREAL, CANADA.

CLIMAX Improved Geared LOCOMOTIVES FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. Get Catalog "H."

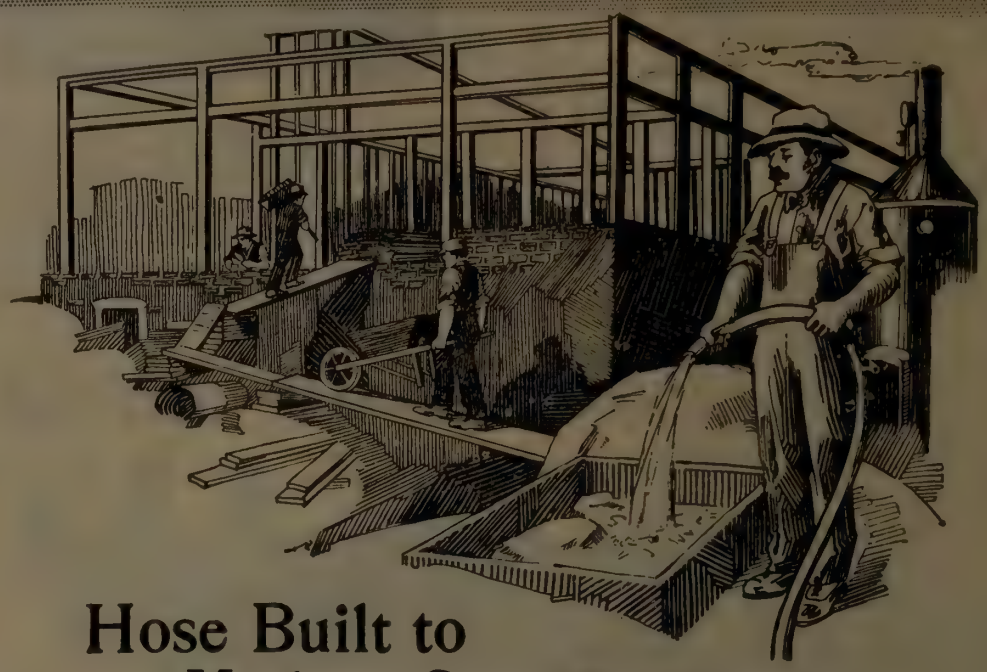
CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.
VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER B. C.

Proctor Veneer Dryer

Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without check or splits. Send for catalog and list of users

PROCTOR AND SCHWARTZ, INC.,
FORMERLY PHILA. TEXTILE MACH. CO.
PHILADELPHIA, PA.

"Proctor" DRYERS



Hose Built to *Modern* Specifications

MOST equipment of fifty years ago has little place in modern industrial plants. Improved methods are constantly needed to keep pace with modern standards of production and efficiency.

Yet until Goodyear entered the hose field, rubber hose was built in much the same old-fashioned manner as it had always been.

But Goodyear went into the foundry, the mine, the paper mill, the railway, the steel plant—studied the *actual* conditions industrial hose must meet in use.

Then new standards were set. A *better* hose was developed to meet the demands of modern industry.

The cover on ordinary water hose was found inadequate to protect it against the sharp objects over which it is constantly dragged. In a great many cases this cover was cut through and the hose destroyed long before it had given the service it should.

To prevent this, Goodyear Water Hose is fitted with a thicker-than-usual cover of exceptionally tough rubber. A cover that prevents wear and gives longer life to the hose.

Added to the good inner tube and strong fabric, it explains why Goodyear Water Hose has set a new standard fo. economy and freedom from hose troubles.

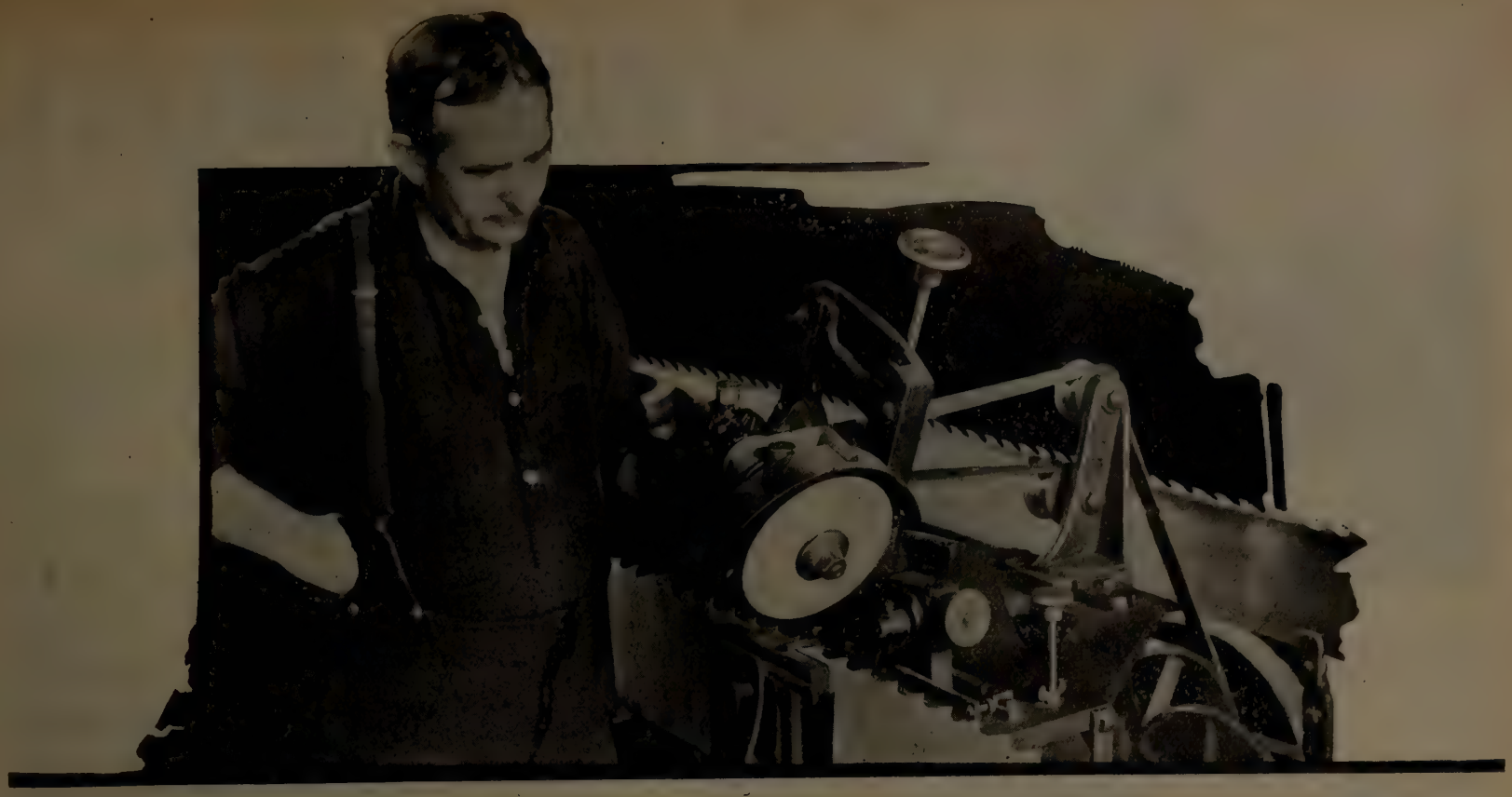
The efficient construction and unusual economy of Goodyear Water Hose is characteristic of all Goodyear Industrial Hose.

A man trained by Goodyear in hose problems will call upon you without obligation. Phone, wire, or write the nearest branch.

The Goodyear Tire & Rubber Co. of Canada, Limited

BRANCHES—Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver.

GOODYEAR
MADE IN CANADA
INDUSTRIAL HOSE



The High Cost of Poor Wheels

IT costs a lot of money to attempt to gum saws with inferior grinding wheels. You can reckon your loss in burned, case-hardened saw teeth, checked and cracked blades —in the wasted time of the filer—in the poor performance of the saw.

Just plain ordinary common sense says that saws should be ground with wheels that cut cool, clean, fast and true—that hold their shape—that stand up to the job, doing the work without being dressed every few minutes.

You will find exactly those qualities in

Aloxite Saw Gumming Wheels

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y.

Raymond Gasoline Loader

With Shovel Attachment

Gasoline Cranes for Switching
Gasoline Ditcher
Gasoline Skidder
Gasoline Traction Derrick
Gasoline Pile Driver
Stationary Cranes

Let us know your requirements; we will submit the proper design to you.

RAYMOND LOG LOADER COMPANY
ESCANABA, MICHIGAN

FIRE BRICK

We make several brands of fire brick made by every known process of manufacture from a selection of various high grade Pennsylvania clays. This enables us to furnish the best adapted fire brick for your boilers, dutch ovens, refuse burners, kilns, etc.

We specialize in fire brick for power plants and if you will advise us whether your boilers are hand fired or stoker fired and kind of fuel used we can then give you the proper brick for your work.

We carry a large stock of our different brands in various sizes and shapes in our Hamilton warehouse, which enables us to ship at once.

We manufacture the following well-known brands:

"Elkco Special," "Elk Steel," "St. Marys," "Keystone" and "Rotex"

Write for copy of our catalogue, "Refractory Efficiency Engineering."

Elk Fire Brick Co. of Canada, Ltd.

HIGH GRADE FIRE BRICK and CLAY

Sun Life Bldg., Hamilton, Canada

Representatives for Maritime Provinces:
RHODES, CURRY COMPANY, LTD., Head Office, AMHERST, N. S.
Branches at Halifax, Sydney and New Glasgow, N.S.

Elevated Steel Water Tanks

Provide Real Protection
Reduce Insurance Rates

Our All Steel Elevated Water Tanks will not rot out, leak, burn or burst—they last a lifetime, and operate successfully in the coldest latitudes.

CANADIAN CHICAGO BRIDGE & IRON CO., Ltd.
MONTREAL, QUE., 260 St. James St.
BRIDGEBURG, ONT., 140 Janet St.

Gerlach Machinery

PRODUCES THE BEST as Well as the Cheapest

Tight or Slack Staves, Headings, Kegs, Barrels and Short Box Shooks

100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

Circular, Drag and Cylinder Saws.
Cylinder Saws Repaired.

Dixie Portable Gasoline Drag Saw

Price with 1 saw blade and dry battery ignition,	$300.00
Price with 1 saw blade and Bosch Magneto ignition	335.00
Price extra 5 or 6 foot saws, each - -	14.00
Price extra 6 or 7 foot saws, each - - -	16.00

The Peter Gerlach Co.

Established 1854
Cleveland, Ohio

Oldest and Best

HOE

Chisel Tooth Saws

Choice of Lumbermen Everywhere

The even temper of these saws and the fine quality of steel from which they are made have proved Hoe saws reliable for nearly one hundred years.

More than one hundred thousand "Hoes" are to-day successfully sawing lumber in all parts of the globe. The Hoe Chisel Tooth Saw, invented 40 years ago, is still the best for cutting hardwood.

Special Flanged Shanks and Superior Bits Supplied

R. HOE & CO. 504-520 Grand Street New York City

America's Oldest Saw Manufacturers

Rubber Goods FOR LUMBERMEN

Belting Our long experience in the making of Rubber Belts enables us to specialize on this line. "P.M.S.," "Special Drive" and "Lion" are our leading brands for power transmission.

Packings "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable.

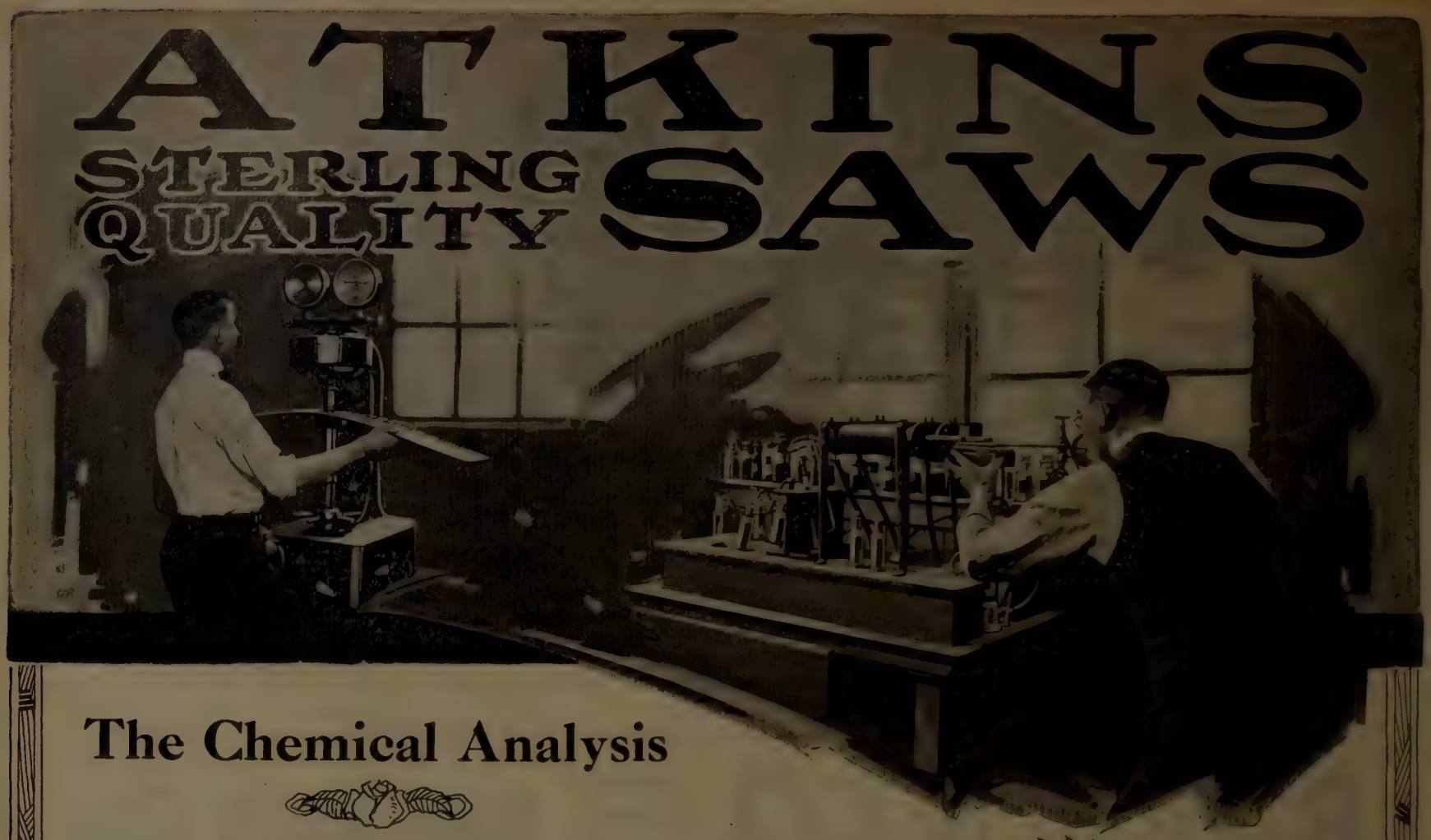
Hose for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions.

Fire Hose One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion.

Gutta Percha & Rubber, Limited

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
EDMONTON CALGARY LETHBRIDGE VANCOUVER VICTORIA

ATKINS STERLING QUALITY SAWS



The Chemical Analysis

Crucible steel making is far from an exact science. A large percentage of heats go wrong. If we made our own steel, we would be under temptation to excuse unimportant variations from perfection and work these "slightly off" batches into our products.

But we don't make our steel. We leave this to the greatest crucible steel makers in the world. And as we subject each saw plate from the steel makers to minute chemical analysis and physical inspection and test, we can be and are mercilessly exacting.

Our metallurgists see that no "slightly off" batches of steel are used in *Atkins Sterling Quality Saws*, therefore you can depend upon their uniformity and efficiency to give you maximum production.

Ask for latest catalog.

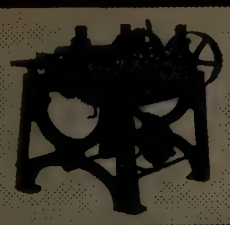
E. C. Atkins & Company

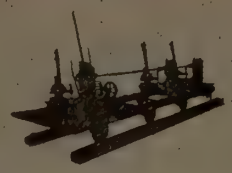
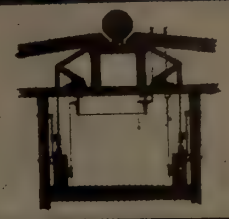
Established 1857

"The Sterling Quality Saw People"

Factory **HAMILTON, ONT.**

Branch **VANCOUVER, B. C.**



LUMBERMEN'S EQUIPMENT

THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA CANADA

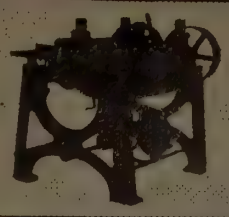
SAWMILL MACHINERY

A complete service for the lumberman who demands the utmost in economic & efficient production

The E. Long Manufacturing Co., Limited

Orillia Canada

Robt. Hamilton & Co., Vancouver
Gorman, Clancy & Grindley Ltd. Calgary & Edmonton
A. R. Williams Machinery Co. of Winnipeg Ltd.
Williams & Wilson Ltd. Montreal



LUMBERMEN'S EQUIPMENT

THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA CANADA

No. 3 LATH MACHINE

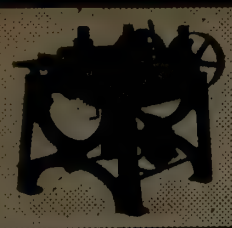
IN selecting this machine you will obtain maximum production with lowest maintenance cost.

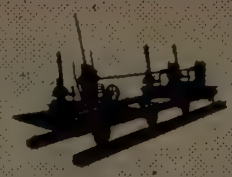
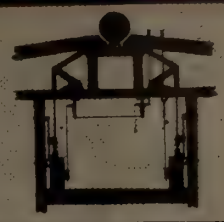
Our Lath Machine is taking the lead in many of the most important mills in the Dominion and proving itself the best machine for the profitable output of lath and pickets.

May We Send You Our Catalogue

The E. Long Manufacturing Co., Limited

Orillia Canada



LUMBERMEN'S EQUIPMENT

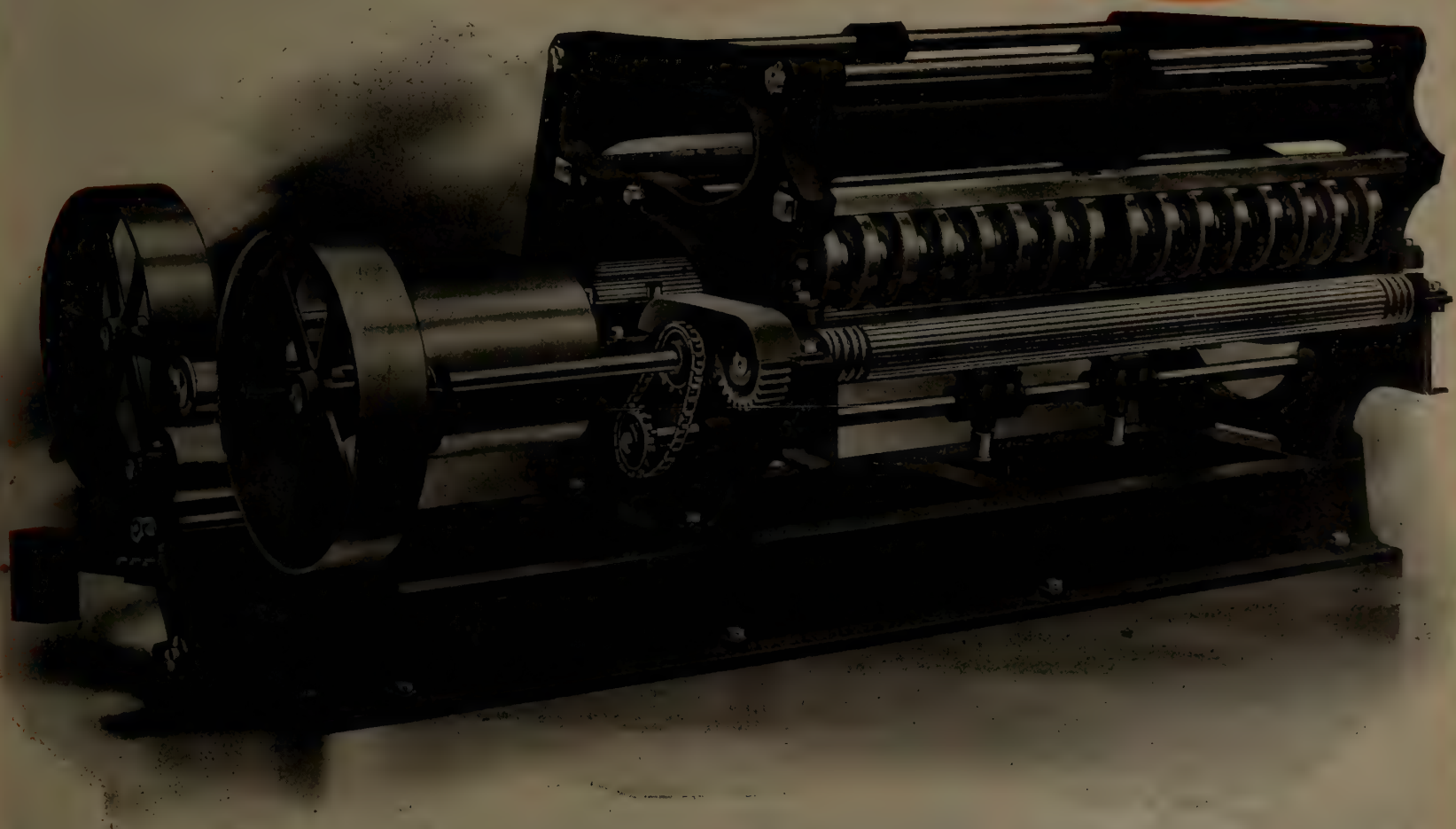
THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA CANADA

POWERFULLY built our Heavy Duty Edger is designed for capacity work.

Note the heavy side frames in the illustration. These ensure rigidity and give perfect alignment to the arbor.

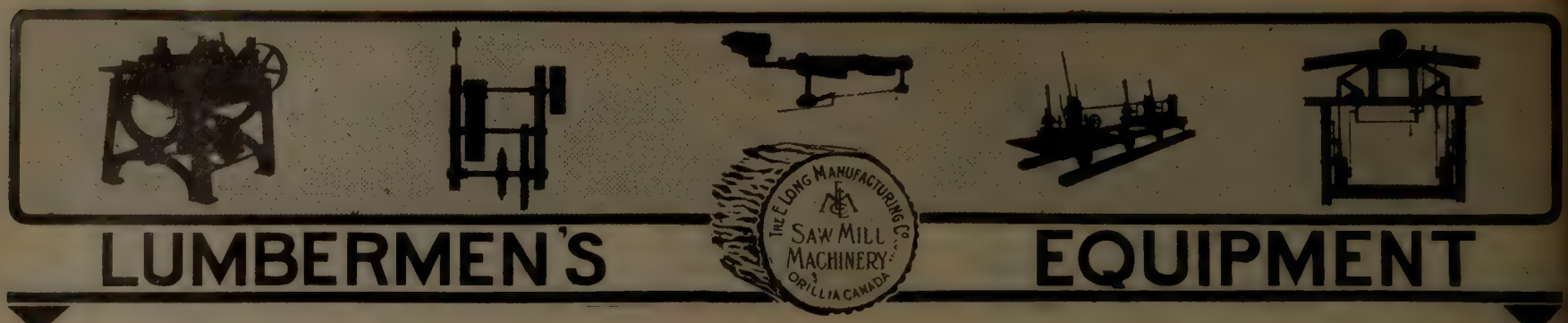
Mechanically perfect in every detail this edger is the machine you should order if you desire entire satisfaction and the utmost dependability. Let us send you full particulars and prices.

LONG'S HEAVY DUTY EDGER



The E. Long Manufacturing Co., Limited

Orillia Canada



Log Chains,
Niggers, Steam and Friction
Rollers, Live and Dead
Saw Frames
Band and Circular Resaws,
Slashers
Steam Feed Valves
Shingle Machinery
Trimmers
Transmission Machinery
Transfers

No. 40 Heavy Duty Steel Saw Carriage

Carriages
Cant Flippers, Steam
Edgers
Feeds, Steam and Friction
Lath Bolters
Lath Machines
Lath Binders and Trimmers
Log Jacks
Log Kicker
Log Loaders, Steam
Log Turners

The E. Long Manufacturing Co., Limited

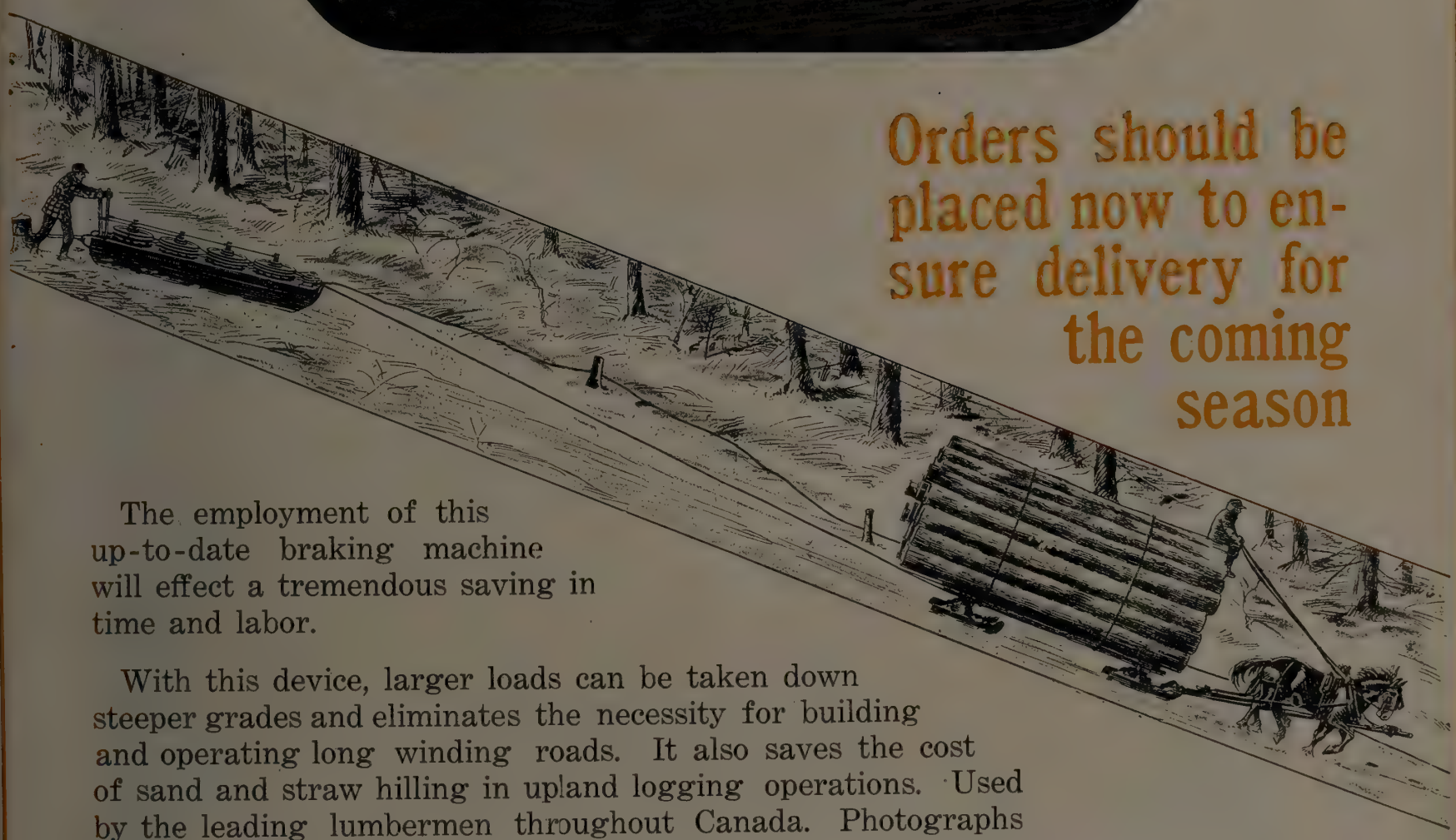
Orillia Canada

Robt. Hamilton & Co., Vancouver
Gorman, Clancy & Grindley Ltd., Calgary & Edmonton
A. R. Williams Machinery Co. of Winnipeg Ltd.
Williams & Wilson Ltd., Montreal

Safety and Speed

BARIENGER BRAKING DEVICE

Easy to Operate



Orders should be placed now to ensure delivery for the coming season

The employment of this up-to-date braking machine will effect a tremendous saving in time and labor.

With this device, larger loads can be taken down steeper grades and eliminates the necessity for building and operating long winding roads. It also saves the cost of sand and straw hilling in upland logging operations. Used by the leading lumbermen throughout Canada. Photographs and price-lists on request.

Ryther & Pringle Co.

Carthage, N. Y.

Established ARC *Eighteen-Fifty-Two*

A. R. Clarke & Co., Ltd.

Manufacturers to the Lumberman

TORONTO
MONTREAL
VANCOUVER

Mackinaw Coats

Sheepskin and Leather-lined Coats

Leather Coats

Mitts and Pullovers

Moccasins

Larrigans

Wannigans

Flannel and Cotton Work Shirts

Gloves, Mitts and Socks

Our travellers with a complete range of samples will be out in September—Wait and see them.

Canada Lumberman & Wood Worker

MACKENZIE LIMITED
OTTAWA, ONT.
For Lumbermen's Clothing and Supplies
SEND US YOUR REQUIREMENTS

EDGAR D. HARDY JAS. E. REYNOLDS
E. D. HARDY & CO.
INSURANCE
Specialists in LUMBER and WOODWORKING Plants
HEAD OFFICE: OTTAWA, ONT.

Have You Realized Yet, The Necessity For An
INTERNATIONAL TIME RECORDER

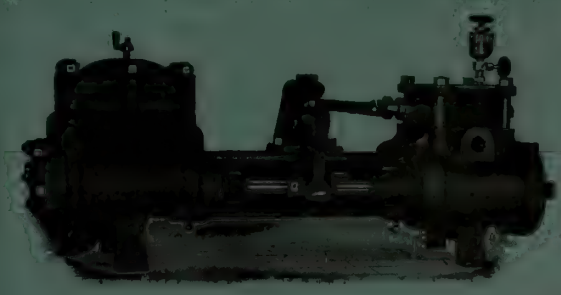
Most employers have. If you haven't what are your reasons? Do you think your plant too small? Do you think your men are always on time—all producers—no drones?

Have you heard the disputes between the workers and the pay clerk about their overtime? Do you know the dissatisfaction, the suspicion, this causes?
In any case, whatever your reasons, we can prove you have a real need for such a device. We can give you many names of men in your own business employing International Time Recorders—PROFITABLY.

WRITE FOR FULL INFORMATION.

INTERNATIONAL BUSINESS MACHINES COMPANY, LIMITED
(TIME RECORDER DIVISION)
FRANK E. MUTTON, Vice-President and General Manager.
Head Office: Royce and Campbell Avenues, TORONTO.
Halifax, St. John, Quebec, Montreal, Ottawa, Hamilton, Walkerville, London, Winnipeg, Vancouver.
Also makers of Dayton Scales and Hollerith Tabulators.

ASBESTOS
We manufacture practically every article that can be made of Asbestos—including
Asbestos { Packings, Boiler Gaskets, Pipe and Boiler Coverings
Atlas Asbestos Co., Limited, Montreal



SMART TURNER Steam and Power Pumps
The Pumps for Long, Hard Service
The Smart-Turner Machine Company, Limited
HAMILTON CANADA

Always Satisfactory—
THE EDDY FIRE PAIL

A light, durable fire pail made of Indurated Fibreware in the big Eddy plant at Hull, Canada.
A fire pail that is always there when wanted, because the rounded bottom necessitates its being placed on rack or hook. It will not stand alone.
A fire pail that is leak proof and odor proof and will never bulge, shrink or fall apart.
Ask to see it at your dealer's.

The E. B. EDDY COMPANY, Limited, Hull, Canada

Alphabetical Index to Advertisers, Page 82 Classified Directory to Advertisements, Page 96

PATENT

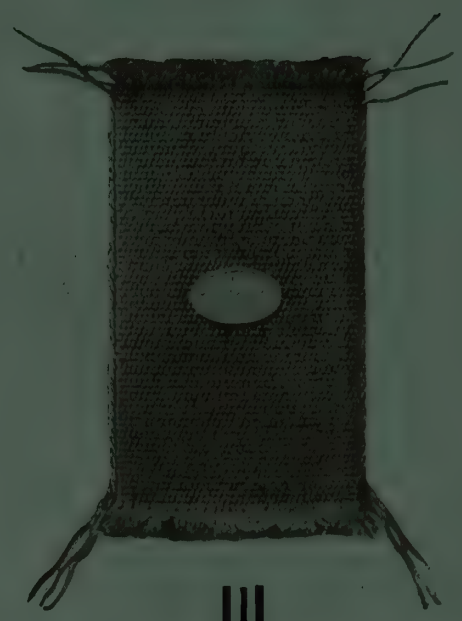
WITH - TRIPLE - TWISTED - INDESTRUCTIBLE - EDGES.

Stretchless and Waterproof

"Gripoly" Belting is especially well suited for the damp places in the pulp or saw mill, and it will stretch less than any known belt.

In power alone the saving effected is sufficient to recommend "Gripoly" to lumber operation. Its remarkable strength makes it a most desirable acquisition to the mill equipment.

"Gripoly" is composed of 85 per cent. pure camel hair and 15 per cent. long staple cotton, solidly woven to yield a tremendous strength and to resist the severest strain. The edges are composed of triple twisted strands, absolutely, indestructible, defying the friction of shifters, guide forks, or flange pulleys.



"Gripoly" is British made by Lewis & Taylor Ltd.

"GRIPOLY" is Stocked and Sold by

"CAM-FISH" CO., LIMITED

Importers and Distributors of Engineering Supplies

55 BAY ST. TORONTO, CAN.

WHTE PINE LATH

5 cars 1½ x 3/8 x 4′ Mill Run
4 cars 1½ x 3/8 x 32″ Mill Run

CULL SPRUCE

1x3	135843′	2x4	52000′	3x4 & up	224421′
1x4	32000′	2x5 & up	77000′		
1x4 & up	118904′	2x3 & up	60411′		
1x5 & up	65000′				

We have a carload each of 1½ x 3/8 x 4′ and 1½ x 3/8 x 32″ Cull Spruce Lath, good sound stock, that we want to move. We will make the price attractive for immediate shipment.

Bartram & Ball Limited

511 St. Catherine St. W. - Montreal, Que.

ANNOUNCEMENT

We have purchased the Davie Shipbuilding Company's Plant No. 4 at Levis, Quebec, for a remanufacturing plant.

Our main mill is 85 ft. x 500 ft. When installation is completed we will be able to resaw and dress 25 cars per day.

We are installing Yates Fast Feed machines and each machine will be driven by a separate motor.

Our plant is now shown in the Railway Tariffs as a stop off point for re-manufacturing in transit.

Our yard capacity will be about 15,000,000 ft. Our dry shed capacity will be about 1,000,000 ft.

We expect to start operating about the third week in September.

We will have in stock at our Levis yard by the last of September 5,000,000 ft. of dry merchantable spruce and 4,000,000 ft. of merchantable B. C. fir timbers.

We solicit your inquiries for rough or dressed spruce, rough or dressed fir or for milling in transit.

Knox Brothers, Limited

513 DRUMMOND BLDG., MONTREAL

Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

Immediate Attention Given All Inquiries.

Have for Sale a large quantity of well-selected Lignum Vitae Logs at very attractive prices

We are in the market for

Canadian Ash, Bass, Birch, Maple, Pine, Spruce

The McLennan Lumber Co., Ltd.

OFFICE & YARD—21 DORCHESTER ST W. P.O. BOX 1854 PHONE—MAIN 8656

MONTREAL QUEBEC

For Prompt Delivery of

Hemlock, Spruce, Lath, Pulpwood and Hardwoods

The Year Round----In Any Quantity
Dressed and Ripped to Your Orders

We specialize in Hemlock and Spruce Timbers. Let us know your requirements. We can assure you of immediate shipment through our splendid transportation facilities. Rail and water delivery.

Fassett Lumber Company, Limited

FASSETT
QUEBEC

Geo. Gordon & Co.

Limited

CACHE BAY - ONTARIO

Manufacturers of

White, and Norway Pine Lumber Lath and Dimension Timber

Write us for Prices.

Vancouver Lumber Co.

LIMITED

View of our Fir Mill from log pond, Vancouver, B.C.

MANUFACTURERS OF

B. C. Fir, Cedar and B. C. Hemlock Products

TWO LARGE MODERN MILLS AT YOUR SERVICE

Fir Finish

Fir Flooring

Fir Timbers

"BIG CHIEF BRAND" SIDING
RITE GRADE SHINGLES

Eastern Sales Office:

701 EXCELSIOR LIFE BUILDING

TORONTO, ONT.

Representative--K. M. BROWN

B.C. SITKA SPRUCE

PILED AT ORILLIA, ONT.

We have over 500,000 ft. B. C. Sitka-Spruce piled at Orillia, Ont. This Sitka-Spruce is now piled in rough, but can be milled at Orillia.

Grade—Merchantable and Clear (piled separate).

Thickness—8/4", 10/4", 12/4", 16/4" x 4 & up (width and thickness piled separate).

We are quoting special prices on this choice lot.

Vancouver Office—
513 Metropolitan Building.
F. W. Gordon,
Mgr.

Export Agents—
SPENCER, LOCK & CO.,
27 Clements Lane, London, E.C. 4

B.C. Shingles Always in Transit

Complete assortment Ontario Forest Products. White, Red and Jack Pine (rough or dressed) Hemlock, also Lath.

Special prices on Western Soft Pine, Common and Dressing Boards and Shop, in Rough or Dressed.

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Here are a Few Cars of Mill Run in Pine, Spruce, and Hemlock

For Immediate Shipment

1 Car	1 x 8—10/16	Mill Run		Red Pine
1 "	1 x 4, 5 & 6	"	"	Red Pine
1 "	2 x 4	"	"	Spruce
1 "	2 x 6	"	"	Spruce
1 "	1½ x 4 & up		"	White Pine
1 "	1 x 4/5	"	"	Hemlock

If any of this stock interests you, write, phone or wire us now, as we expect to clear it quickly.

HOCKEN LUMBER CO. LIMITED

630 Confederation Life Building, TORONTO

Phone Main 3153

DRY LATH

ALL GRADES IN

White Pine

Red Pine

Jack Pine

Spruce

Four Foot and
Thirty-Two Inch

Properly Manufactured

Special Prices for Prompt Shipment

On account of the grain movement cars are very scarce. Place your orders well ahead.

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A Service Equal to the Best

Lumber, Lath, Etc.

We Can Meet all Orders for Any Quantities of

Spruce **White Pine**
Hemlock **Red Pine**
Hardwoods

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Phone Main 795-796

Western Office:
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Exporters of Nova Scotia and New Brunswick

Spruce, Pine, Hemlock and Hardwood

in 1 in., 2 in., 3 in., 4 in.

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Every Minute of Every Day Service—Satisfaction

Broad Claims? Indeed! And we fully realize what responsibility we shoulder by making such claims.

That is why we constantly strive to give just a little better service and satisfaction than is ordinarily given. And that is why our customers say they like our way of doing business.

We will welcome your inquiries in regard to any of the items listed below as an opportunity to show you what our Service and Satisfaction policy mean.

Ash

1	"	FAS,	No. 1 and 2	Com.	28,990′
1¼	"	"	"	"	52,822′
2	"	"	"	"	79,400′
2½	"	"	"	"	18,033′
3	"	"	"	"	52,654′
4	"	"	"	"	21,783′

Elm (Soft)

1	"	FAS,	No. 1 and 2	Com.	28,351′
1½	"	"	"	"	153,019′
2	"	"	"	"	60,520′
2½	"	"	"	"	213,639′
3	"	"	"	"	244,815′
4	"	"	"	"	46,540′

Plain Oak

1	"	FAS and	No. 1	Com.	121,231′
1¼	"	"	"	"	5,100′
1½	"	"	"	"	19,985′
2	"	"	"	"	184,895′
2½	"	"	"	"	264,450′
3	"	"	"	"	191,688′
4	"	"	"	"	96,766′
5 & 6	"	"	"	"	1,000′

Hickory

1	"	FAS,	No. 1 and 2	Com.	3,000′
1¼	"	"	"	"	17,050′
1½	"	"	"	"	14,119′
2	"	"	"	"	18,057′

Most of the above stock is at our **Logansport Service Yard**, from which it is possible to give the promptest of deliveries.

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4/4" Red and White Oak

Maple Beech and Birch

Send us particulars of your cuts

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Maple, Birch, Beech, Plain and Quarter Cut Oak

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Special Mill Work Prompt Service

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STOCK READY FOR IMMEDIATE SHIPMENT:

250,000 ft.	4/4	Birch,	No. 2 Common & Better.
100,000 ft.	6/4	Birch,	No. 2 Common & Better.
100,000 ft.	8/4	Birch,	No. 2 Common & Better.
50,000 ft.	10/4	Birch,	No. 1 Common & Better.
200,000 ft.	12/4	Birch,	No. 2 Common & Better.
100,000 ft.	16/4	Birch,	No. 1 Common & Better.
250,000 ft.	4/4	Basswood,	No. 1, 2 & 3 Common.
100,000 ft.	6/4	Basswood,	No. 2 Common & Better.
25,000 ft.	8/4	Basswood,	No. 2 Common & Better.
100,000 ft.	4/4	Ash & Elm	No. 2 Common & Better.
50,000 ft.	4/4	Beech,	No. 3 Common & Better.
50,000 ft.	4/4	Maple,	No. 3 Common & Better.

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Toronto, Canada

For Immediate Shipment

25M	ft.	2 x	4—10/16	Mill	Run	Jack	Pine
50M	"	2 x	6—	"	"	"	"
20M	"	2 x	7—	"	"	"	"
100M	"	2 x	8—	"	"	"	"
25M	"	2 x	10—	"	"	"	"
18M	"	3 x	6 and wider		"	"	"

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Facilities for delivering Pulpwood to Michipicoten Harbour, Lake Superior

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		75,000′	6/4″ No. 1 Common & Better
	QUARTERER RED OAK	15,000′	8/4″ No. 1 Com. & Btr. Red and White
110,000′	4/4″ 1s and 2s		
25,000′	5/4″ 1s & 2s		POPLAR
200,000′	4/4″ No. 1 Common	10,000′	3/8″ 1s & 2s, Sap no Defect
50,000′	5/4″ No. 1 Common	30,000′	4/4″ 1s & 2s, Sap no Defect
		15,000′	4/4″ No. 2B Common
	WALNUT	45,000′	6/4″ No. 2B Common
60,000′	1/2″ Common & Better	50,000′	8/4″ No. 2B Common
65,500′	5/8″ Common & Better		
12,000′	4/4″ 1s & 2s		ASH
13,000′	5/4″ 1s & 2s	30,000′	4/4 No. 1 Common
		20,000′	4/4″ No. 1 & 2 Common
	PLAIN WHITE OAK	15,000′	4/4″ No. 2 Common
25,000′	4/4″ 1s & 2s	10,000′	2½″ No. 1 Common & Better
100,000′	4/4″ No. 1 Common	60,000′	3″ No. 1 Common & Better
50,000′	4/4″ No. 2 Common		
			BASSWOOD
	PLAIN RED OAK	50,000′	4/4″ No. 2 Common & Better
75,000′	4/4″ 1s & 2s		

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Doors, Windows, Architraves and all kinds of Mill Work, done by experts.
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QUALICUM QUALITY LUMBER
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Any size up to 60 feet long
Select Grades a Specialty
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Market wanted for Rough Cedar Timbers
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Veterinary Wonder Remedies
10,000 one dollar ($1.00) bottles Free to horsemen who give the Wonder a fair trial. Guaranteed for Colic, Inflammation of the Lungs, Bowels, Kidneys, Fevers, Distemper, etc. Send 25c for Mailing Package, etc. Agents wanted. Write your address plainly. DR. BELL, V.S., Kingston, Ont.

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also

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Glendyne, Que.	C. N. Ry.	Fredericton, N. B.	C. P. Ry. and C. N. Ry.
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9,000 "	8/4 Qtd. Red Gum, No. 1 Com. and Btr.	12,000 "	5/4 FAS Chestnut.
5,000 "	5/4 Plain Oak, FAS.	10,275 "	5/4 No. 1 Com. Chestnut.
30,000 "	6/4 Plain Oak, No. 1 Com.		Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.
30,000 "	6/4 Plain Oak, FAS.	1,847 ft.	3/4 No. 1 Com. and Btr. Qtd. White Oak.
30,000 "	8/4 Plain Oak, FAS.	69 "	4/4 FAS Qtd. White Oak.
50,000 "	8/4 Plain Oak, No. 1 Com.	2,065 "	4/4 No. 2 Com. Qtd. Wht. Oak.
12,000 "	8/4 Plain Oak, Sd. Sq. Edge.	1,000 "	3/4 No. 1 Com. and Btr. Plain White Oak.
1,200 "	4/4 Plain Oak, No. 1 Com.	2,624 "	3/4 FAS Sap Gum, 18/17".
15,000 "	4/4 Tenn. Red Cedar Boards, No. 1 Com. and Btr.	2,152 "	3/4 Select Sap Gum, 3/12.
35,000 "	4/4 Qtd. White Oak, FAS.	5,573 "	3/4 Select Sap Gum, 12" & up.
35,000 "	4/4 Qtd. White Oak, No. 1 C.	470 "	5/4 Select Sap Gum.
7,000 "	4/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	12/4 No. 1 C. and B. Hard Maple.
23,000 "	5/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	4/4 No. 2 Basswood.

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Soft, Dry Stock, Finest Grades—
All Thicknesses— 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

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Stock Widths 4/4 5/4 6/4 8/4 by 4", 6", 8", 10", 12"

Also OAK, ASH, POPLAR, GUM

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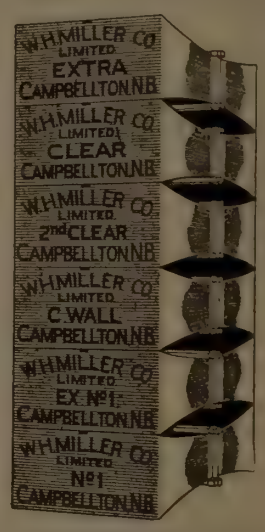

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Campbellton, N. B.

River Ouelle Pulp & Lumber Co.

Manufacturers of

SPRUCE

Lumber Lath Pulpwood

Head Office and Mills at:

St. Pacome, Que., Canada

On I. C. Ry. 75 Miles East of Quebec City

Also Mills at:

Crown Lake, Powerville Riv. Manie
On Nat. Transcontinental Ry.

New Ontario Colonization Co., Ltd.

MANUFACTURERS

Spruce
Tamarack
Poplar

Dressing and Matching Our Specialty.

Will Supply Straight or Mixed Cars

Rossed
Pulpwood
Lath

Sales Office: BUFFALO, N. Y.
503 Niagara Life Bldg.

Mills: JACKSONBORO, ONT.
Transcont. Div. Can. Nat. Rys.

SOUTHERN HARDWOODS Dry Stock at Buffalo for Quick Shipment

BROWN ASH

	Clear	No. 1 Com.	No. 2 Com.
1 in.	40,900	.....	50,000	17,000
1¼ in.	58,500	7,300	36,200	15,300
1½ in.	36,500	....	35,000	7,500
2 in.	7,500	....	20,000	2,000

WHITE ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	15,000	....	110,000	110,000
1¼ in.	117,000	4,500	140,000	40,000
1½ in.	22,900	1,200	39,000	65,000
2 in.	56,300	500	80,000	86,000
2½ in.	25,500	....	34,000	32,500
3 in.	87,500	....	75,500	33,500
4 in.	7,000	....	15,000	5,500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	115,700	3,000	340,000	240,000
1¼ in.	151,300	14,000	235,500	70,800
1½ in.	94,600	.....	41,800	15,000
2 in.	68,900	....	16,000	4,500
2½ in.	90,000	....	13,900	15,000
4 in.	1,300	....	450	....

BEECH

	1 & 2	No. 1 Com.	No. 2 Com.
⅜ in.	.....	.....	.....
¾ in.	2,000	.....	.....
1 in.	25,000	254,700	13,000
1¼ in.	33,200	10,600	12,000
1½ in.	80,800	7,500	8,400
2 in.	6,000	6,000	.....
2½ in.	.....	.....	.....
3 in.	1,100	5,000	5,500
4 in.	225	1,200	475

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	187,500	182,200	90,500
1¼ in.	5,500	4,600	4,500
1½ in.	32,000	21,700	57,300
2 in.	.....	16,200	52,900
2½ in.	5,500	2,700	2,200
3 in.	28,700	3,500	2,300
4 in.	5,900	.....	500

CHESTNUT

	1 & 2	Strips Clear	Com. No. 1	S.W.& Com. No. 2
¾ in.	500	....	30,000	30,000
1 in.	25,900	1,500	90,300	280,500
1¼ in.	161,800	2,800	88,200	273,200
1½ in.	116,500	....	68,000	....
2 in.	59,200	....	39,300	126,200
2½ in.	4,000	....	1,150	500
3 in.	2,100	....	1,300	500
4 in.	1,500	....	300	....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	2,000	500
1¼ in.	.....	8,800	.....
1½ in.	17,100	5,200	18,000
2 in.	24,000	24,200	4,600
2½ in.	8,000	3,200	.....
3 in.	69,400	23,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	4,700	11,000	3,800
1¼ in.	41,500	38,200	6,800
1½ in.	12,500	13,300	5,400
2 in.	6,000	1,000	....
2½ in.	6,000	1,200	300
3 in.	39,280	8,500	8,000
4 in.	7,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	30,300	31,000	15,500
1¼ in.	.....	.....	7,700
1½ in.	8,000	10,300	9,500
2 in.	4,500	3,800	7,500

QUARTERED SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	.....	2,500	12,000
5/4	14,000	.....	.....
8/4	2,000	400	.....
10/4	350	29,000	3,000

QUARTERED RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	9,000	20,000	15,100
5/4	8,100	9,800	.....
6/4	3,900	4,500	4,600
8/4	19,100	11,500	3,600

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	6,400	16,000	200
1¼ in.	.....	800	....
1½ in.	2,400	6,000	13,500
2 in.	4,490	12,700	10,400
2½ in.	.....	1,500	1,200

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	8,400	11,600
1¼ in.	1,100	2,500	2,050
1½ in.	6,600	11,300	25,000
2 in.	2,400	17,200	16,200
2½ in.	7,000	13,000	4,700
3 in.	3,500	7,580	7,200
4 in.	300	.....	275

FIGURED RED GUM

	1 & 2 Com.	No. 1 Com.
1 in.	7,800	700

PLAIN RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	24,200	.....	.....	.....
¾ in.	7,000	.....	40,400	12,200
⅝ in.	.....	.....	87,000	53,600
1 in.	185,200	550	133,000	116,400
1¼ in.	90,700	2,400	15,000	2,200
1½ in.	168,900	4,300	55,200	40,000
2 in.	138,100	.....	16,800	55,000
2½ in.	70,100	.....	14,000	3,100
3 in.	31,800	.....	18,500	7,000
4 in.	16,600	.....	8,900	....

PLAIN WHITE OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	.....	.....	.....
½ in.	.....	.....	.....	.....
⅝ in.	21,150	.....	1,000	16,900
¾ in.	17,900	.....	100,000	31,000
1 in.	50,300	1,200	89,000	54,200
1¼ in.	55,300	.....	6,000	2,000

	1 & 2 Com.	No. 1 Com.	No. 2 Com.	No. 3 Com.
1½ in.	104,500	63,000	9,000	400
2 in.	94,000	114,000	60,000	22,500
2½ in.	166,800	49,500	3,000	.....
3 in.	106,800	65,800	14,400	10,000
3½ in.	4,500	5,000	1,500	.....
4 in.	77,000	18,500	2,000	3,000

QUARTERED RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
¾ in.	700	.....	9,700	400
1 in.	24,200	3,400	3,500	400
1¼ in.	3,000	.....	3,000	500
1½ in.	350	.....	500	100
2 in.	1,000	.....	7,400	.....

Also Large Stock of BEECH, BIRCH, MAPLE and POPLAR

THE ATLANTIC LUMBER CO., Inc., 310 MANNING CHAMBERS TORONTO

MANUFACTURERS SOUTHERN HARDWOOD LUMBER

Head Office: BOSTON, MASS. Yards: BUFFALO, N.Y. Mills: KNOXVILLE, TENN.; FONDE, KENTUCKY

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of Toronto Limited

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Yard, Foot of Spadina Avenue. Phone Adelaide 983

OFFER FOR IMMEDIATE SHIPMENT—

AT COE HILL, ONT.:
100,000 ft. 8/4 MAPLE, No. 2 Common and Better.
75,000 " 10/4 " " " " " "
25,000 " 12/4 " " " " " "

AT MARLBANK, ONT.:
100,000 ft. 4/4 ELM, Mill Run.
15,000 " 6/4 " No. 2 Common and Better.
25,000 " 10/4 " " " " "
5,000 " 6/4 ROCK ELM, Mill Run.
5,000 " 8/4 " " " "

AT UDNEY, ONT.:
100,000 ft. 4/4 SOFT ELM, Mill Run.

The
Powell-Myers Lumber Co.

MANUFACTURERS
Auto and Wagon Rims
also Hardwood Lumber

Main Office: SOUTH BEND, INDIANA

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Lumber Yards, Dry Kilns, Dimension Mill, and Veneer Warehouse at Toronto

Our Dry Kilns have a capacity for drying 200,000 feet per month. We will dry your transit cars.

All Canadian and American Hardwoods

MAHOGANY (250,000 feet all sizes and grades)

THIS WEEK'S SPECIALS

1 Car 1½" FAS Chestnut.
1 " 1" SW Chestnut.
1 " 2" FAS Quartered Red Gum.
1 " 1" FAS Quartered White Oak.
1 " 1" FAS Basswood, 10" and wider kiln dried
1 " 1" & 1½" FAS Red Gum.
1 " 1½" FAS Poplar.
1 Car 2" FAS Poplar.
1 " 1/20" R C W Oak.
1 " ¼" & ½" 3 ply Birch Panels.
1 " 3/16" 3 ply Birch Panels.
1 " 1/20" & 1/28" Poplar Crossbanding.
1 " ⅛", 3/16" & ¼" Qtd. Sawn White Oak.
1 " 3/16" & ¼" Gum Cores.

10 CARS 1" No. 2 and No. 3 COMMON BASSWOOD

VENEERS Rotary Cut, Sawed and Sliced every description

THREE PLY FIR PANELS

All grades carried in Quarter Sawn White Oak, Gum, Poplar, Walnut, Canadian and Michigan Maple, Birch, Basswood, Elm, Ash, White Maple, Quartered Maple and White Basswood

We Specialize in Mixed Shipments of Dry Hardwoods, Veneers and Panels

This is a good time to conserve your capital by making your purchases in this manner.

Fir and Western Hemlock

Shed Stock and Factory Grades

RED CEDAR Boards and Shiplap

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Craig Taylor Lumber Co., Ltd. — False Creek Lumber Co., Ltd.
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"Arrow Brand"
Red Cedar Shingles

Fir—Hemlock—Cedar

Mountain Stock

Allen-Stoltze Lumber Co., Ltd.
Vancouver - - B. C.

Red Cedar Shingles

B. C. Fir Dimension

FOR IMMEDIATE SHIPMENT

1 Car Clear Fir Finish
1 Car 1x4 No. 1 and 2 F. G. Fir Flooring
5 Cars 2 Inch Rough Common Cedar
5 Cars No. 1 Cedar Shiplap

We have also General Assortment of

FIR AND HEMLOCK YARD STOCKS

Wire Collect

REYNOLDS COMPANY LIMITED

General Offices: VANCOUVER, B.C.

DOMINION LUMBER SALES LTD.

Sole Selling Agents for Two Operating Saw Mills and Two Shingle Mills

We can make immediate shipment of any quantity of Fir Timbers, all sizes.
We have in transit or ready for immediate shipment several cars of 2x, 3x and 5x, high grade shingles. Write for quotations.

IN TRANSIT :

1 Car Fir, No. 1 Dim., 2" x 4" to 12".
1 Car Fir, No. 1, sized 1, 1s, 2e—1" x 4" & 6" Boards.
Fir joisting, 2" x 4" to 12", cut to order, size 1s.1e.
1 Car No. 1 and 2 E.G. Fir Flooring, 1" x 3".
1 Car 3X B. C. Cedar Shingles, packed squares.
¼ scant, any length.

D. WILLIAMS, 40 Major Street, TORONTO REPRESENTATIVE
WIRE YOUR ORDERS AT OUR EXPENSE

209 Winch Building, VANCOUVER, B.C.

Cameron Lumber Co., Ltd.

MANUFACTURERS OF

DOUGLAS FIR, HEMLOCK, SPRUCE *and* CEDAR LUMBER

RAIL SHIPMENTS TO ALL PARTS OF CANADA AND UNITED STATES

OFFICE AND MILLS - - VICTORIA, B. C.

FIR COMMON LUMBER

Hemlock Boards
Cedar Boards
Federal XXX Shingles

FEDERAL QUALITY

Long Fir Piling
Coast and Mountain Stocks

FEDERAL LUMBER CO., LTD.

470 GRANVILLE ST. (*Wire or Write*) VANCOUVER, B.C.

Dry Western Hemlock Boards and Shiplap

Also 4/4 K. D. Hemlock Clears, Rough

IMMEDIATE SHIPMENT

R. P. Shannon Lumber Company

408 Pacific Building - - - VANCOUVER, B. C.

Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

Timberland Lumber Co., Limited

Head Office: Westminster Trust Bldg., NEW WESTMINSTER, B. C.
Mills at South Westminster, on B.C.E.R.
Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

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Quality Supreme

Red Cedar

SHINGLES

Fir, Cedar & Spruce

LUMBER

Quick dispatch our motto

Edgecumbe-Newham Co., Ltd.

Mill and General Offices
VANCOUVER, B.C.

Thurston-Flavelle, Limited

MANUFACTURERS OF

British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

Straight or mixed cars with XXX and XXXXX Shingles. Stocks carried at Lindsay, Ont., for quick shipment

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Rose-McLaurin Limited, 2 Toronto St., Toronto.

Full particulars from out Eastern Agents.

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Timms Phillips
DOUGLAS FIR LUMBER
RED CEDAR SHINGLES

From West to East

THE great forests of British Columbia resound to the ever-present call for "more lumber."

The long lines of our transcontinental trains are daily carrying the burdens of manufactured lumber to the markets of the great East.

Douglas Fir and Red Cedar Shingles are proven products—their qualities are already acclaimed.

Keep in touch with our Montreal or Toronto office or wire us direct for list of cars in transit.

Timms, Phillips & Co. Ltd.

Yorkshire Bldg., VANCOUVER, B. C.

Toronto Office:
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Phone Main 2789 18 Toronto Street.
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AT HEMLOCK PRICES

100,000—1 x 4—10/16 50,000—2 x 8—10/16
75,000—1 x 6—10/16 25,000—2 x 10—10/16
100,000—2 x 6—10/16 15,000—2 x 12—10/16
40,000—2 x 5 & 7—10/16

even lengths, dry stock, also White Pine, Norway Pine and Spruce

McCORMACK & STEWART
Bank of Toronto Building - HAMILTON, Canada

John Harrison & Sons Co.

Saw and Planing Mills Limited

OWEN SOUND, ONT.

Now manufacturing large quantities of Oak and White Cedar Timbers, Plank, etc., as well as Posts, Ties, side and end matched Hardwood Flooring, Sash, Doors, etc.

Try Us Once—Satisfaction Guaranteed

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Are You In The Market For

Spruce and Pine Lumber Laths, Box Shooks?

We have the facilities and can ship immediately upon receipt of your order.

Try us for prompt and satisfactory service.

W.S. LOGGIE CO.

Limited

Head Office: Chatham, N. B.
Mill at Inkerman, N.B.

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For Sale

800 M. 1, 2 & 3" Cull Deals, sawing of 1920

2,000,000 S ft. 2 x 4, 2 x 5 & 2 x 6, sawing of 1920

Part of the above stock sawn and ready for shipment

130 M. of 1 x 4 & up 6' & up 4th quality and better—Pine

2,000,000 Laths; also Shingles.

WRITE FOR PRICES

J. B. Snowball Company, Ltd.
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BRITISH COLUMBIA WOODS

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Amos, Pontiac County, Quebec

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Spruce Lumber
Rossed Spruce Pulpwood

Trade Mark.

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White Pine, Red Pine and Birch

Export Trade Specially Attended To

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Cedar Lumber and Shingles

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THURSTON FLAVELLE LTD.
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Buy our "Utility" grades of Siding (made in Sitka Pine or Fir), and Flooring (Fir only). They effect a 20% saving. They satisfy the contractor because no extra labor cost is necessary and consumers appreciate the receipt of **maximum value for their dollar.** If you have not used "Utility" grades, write us —no others produce them.

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Mixed Car Specialists

Island Soft Fir
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Kiln Dried Clears
Manufactured Clears
Commons and Timbers

Cedar
Timbers
Shiplap
Shop Grades
Shingles

Crating

Long Fir Piling

Basswood

1 in., 1¼ in., 1½ in., 2 in.,
Dry Basswood

Dry Birch Stock

All thicknesses and grades in
Maple, Birch, Elm, Basswood and **Brown Ash**

Spruce, Hemlock and Pine

Can saw to order at MacDonald's Siding

Let us quote on your requirements

HART & McDONAGH

Robinette Chambers, Cor. Bay and Temperance Sts.
TORONTO, ONT.
Phone Adelaide 44

We offer the following 1920 sawn stock for prompt shipment:

1 Car 1½" and 2" Rock Elm, No. 2 C. & B.
1 " 1" Bay Poplar, FAS.
1 " 2" Hardwood, No. 3 Common, mostly Birch.
1 " 1½" Hardwood, No. 3 Common, mostly Birch.
3 " 2" Red & White Oak, No. 2 & B. (Canadian).
1 " 1" Red & White Oak tie sidings.
8 " 1" Hardwood Crating.
1 " No. 2 & 3 Common Basswood, 1".
1 " 2" Basswood, No. 2 C. & B.
1 " 1½" Hickory, full product of log, rough edge.
1 " 1½" W. Ash, full product of log, rough edge.
1 " 3" White Oak, sawn through heart, 16 ft. long.
5 " Pine Squares, 4 x 4 to 8 x 8.
2 " 3" Hard & Soft Maple, No. 1 & B., 10% No. 2.
1 " 4" Hard & Soft Maple, No. 1 & B., 10% No. 2.

Subject to prior sale. We solicit your enquiry.

PEDWELL HARDWOOD LUMBER CO.

Ft. Spadina Ave. - TORONTO

J. Burstall & Co.

Purchasers and Shippers of all kinds of Timber and Lumber

HEAD OFFICE:
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J. Burstall & Co., Ltd.

57 GRACECHURCH STREET
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Before Buying

We wish to call your attention particularly to our stock at Victoria Harbor, consisting of about

8,000,000 ft. of White Pine

1 x 4	5/4 x 4	6/4 x 4	2 x 6	3 x 6
1 x 5	5/4 x 5	6/4 x 6	2 x 8	3 x 8
1 x 6	5/4 x 6	6/4 x 8	2 x 10	3 x 10
1 x 8	5/4 x 8	6/4 x 10	2 x 12	3 x 12
1 x 10	5/4 x 10	6/4 x 12		
1 x 12	5/4 x 12			

No. 1, 4 foot White Pine Lath.
No. 2, " " " "
No. 3, " " " "

We have at other points good stocks of Spruce and Norway in 1, 2 and 3 inch, also 4 foot Merchantable Spruce and Norway Lath, and Hemlock Lumber and Lath.

JAMES G. CANE & CO.

Office: Stair Building
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AND COMPANY

EXPORTERS OF

SPRUCE AND PINE

New Brunswick Agent
F. E. NEALE,
Chatham, N.B.

Head Office: QUEBEC, P.Q.

White Pine

DRY

The following stock is offered for IMMEDIATE SHIPMENT—

1 car of 1" x 4/6"—12/16' Outs of Good Strips
2 cars of 1¼" x 7" & up—12/16' Outs S.C. Sidings
1 car of 1" x 4" & up—Good short Shorts
Several cars of 1", 1¼" and 1½" stock widths in 4", 5", 6", 8", 10" and 12"

Several cars of DRY RED PINE in stock widths from 1" to 4" thick.

1920 SAWING

3" WHITE PINE DEALS 4ths & Better
A nice line of 3" White Pine MILL CULLS for Boxes,

Crossing Planks and Platforms—

3" x 7" & up	6/16'
3" x 11"	9/16'
3" x 12" & up	9/16'

For service and quality in White Pine write to

J. C. BARTRAM

JACKSON BLDG., OTTAWA

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HARDWOOD LUMBER DEALERS

Carry a Larger Stock and Greater Variety of Hardwoods Than Any Other Market in the World.

Atlantic Lumber Company
HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

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Taylor & Crate
Hardwoods of All Kinds

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years — Rail or Cargo Shipments

Standard Hardwood Lumber Co.
Hardwoods

Prompt Shipment { From Buffalo Yards or from Mill direct to you

8 Million Feet Dry Stock on Hand — 1333 Clinton St.

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HARDWOODS

We Specialize in Brown Ash and Elm

Car or Cargo Shipments — Cor. Niagara and Arthur Sts.

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Hardwoods of All Kinds

Our Specialties—QUARTERED WHITE OAK
SAP AND RED GUM

Established 25 Years — 940 Elk Street

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SPECIALTIES
Oak, Poplar, Ash, Maple

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Miller, Sturm & Miller
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Hardwoods of All Kinds

Buffalo Hardwood Lumber Co.
J. B. WALL, Pres. M. M. WALL, Treas. T. H. WALL, V.-Pres.
940 Seneca St.

We Specialize in—
WHITE ASH AND OAK

We also handle a complete stock of Quartered Oak, Maple, Poplar, Red Cedar, etc.

G. Elias & Bro., Inc.
Established 1881

All Kinds of Hardwood Lumber

And in addition we carry a full line of
White Pine, Yellow Pine, Spruce, Hemlock and Fir Timber, Lumber, Millwork and Boxes—Maple and Oak Flooring

CAREFUL ATTENTION TO MIXED CAR ORDERS

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain and Quartered Oak, Poplar and Walnut.

1100 Seneca Street

TRANSIT

Transit C. P. 6998, shipped Aug. 23rd, 250 M. Slokans—B. C. Shingles, 6/2-16″ packed 8″ & Better Clear Butts.

Transit C. P. 83314, shipped Aug. 23rd, 215 M. Selkirks—B. C. Cedar Shingles 5/2-16″ packed 8′ & Better Clear Butts.

Transit C. P. 25470, shipped Aug. 23rd, 218 M. Selkirks—B. C. Cedar Shingles 5/2-16′ packed 8″ & Better Clear Butts.

Car 44912, straight car XXX B. C. Cedar Shingles.

R. G. CHESBRO

Lumber Manufacturer's Agent
PHONE MAIN 5345
Bank of Hamilton Bldg., TORONTO

Keewatin Lumber Co., Ltd.

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2 x 4 AND WIDER IN RED PINE AND SPRUCE DIMENSIONS.

Dry White Pine Common Boards

Also BOX and CRATING STOCK in PINE, SPRUCE and POPLAR

We Manufacture White and Red Pine, Spruce and Poplar Lumber, Boxes, Shooks, Lath and Ties.

Saw Mills, Planing Mills and Box Factories at Keewatin and Kenora, Ont.

General Office: KEEWATIN, ONT.

LATH

1920 Cut, White Pine and Spruce, 4′ x 1½″ x ⅜″—50 to pack

Quebec Province Spruce and Red Pine

1918 and 1919 Cut—1″, 2″ and 3″

Ottawa Valley White Spruce

1918, 1919 and 1920 Cut—Mill Run—1″ to 2″ x 4/12 x 12/16

Box and Mill Cull White and Red Pine

1″, 2″ and 3″ x 4 up x 6/16

BLAIR BROTHERS, Limited

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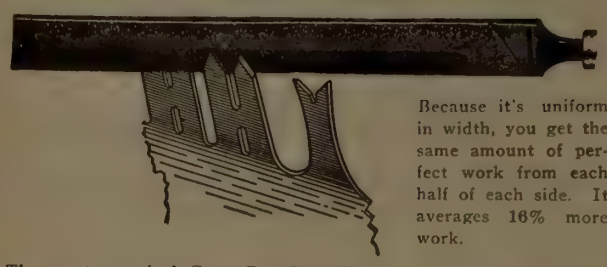

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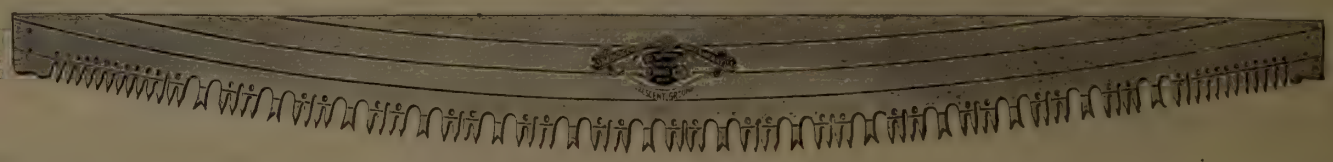

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Canada Lumberman and Wood-Worker

The National Lumber Journal for Forty Years

Issued on the 1st and 15th of every month by

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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Playing the Part in National Expansion

Canada is looming larger than ever in the eyes of the world and, in the development of the country and placing it in the forefront, industrially and commercially, the lumbermen of the Dominion have always played an important role. The lumber manufacturer has for many years been the pioneer of expansion and national upbuild. He has gone far beyond the bounds of civilization in days gone by and starting operations, has built up numerous prosperous and progressive centres. These men have had faith, vision, confidence and optimism and their names are too widely known to require specific reference.

Communities have been settled, land cleared, local markets established, railways built and business houses and factories launched as a result of the splendid work inaugurated by these forerunners of prosperity. They have been more than mere hewers of wood and drawers of water. Closely allied with and following in their wake has been the tremendous impetus given to the pulp and paper activities of the country, until today that enterprise ranks second among Canadian manufacturing industries in capitalization and first in value of exports, exclusive of farm and kindred productions.

The prestige gained by the Dominion from the heroic and self sacrificing efforts made in the great war is a household word throughout the great British Empire, and now Canada is being advertised as the land of opportunity and advancement in a way that is arresting the attention and commanding the admiration of the whole English speaking peoples.

Recent events and those to come speak louder than any paragraphs of praise. An outstanding event is the forthcoming Congress of the Chambers of Commerce of the British Empire which will be held in Toronto. Leaders in every movement will be present and many vital problems will come up for consideration and discussion.

Another significant event, advertising the Dominion in a manner never previously witnessed, is the recent tour of the delegates of the Imperial Press party, and also the unparalleled sucess of the great Canadian National Exhibition, which is the largest and most representative institution of its kind on the globe, attracting an attendance well over the million mark.

Blessed with a bountiful harvest, and unrivalled resources of mine, forest, field and stream, there is every reason to look forward to the future with assurance and cheerfulness. As one of the Imperial press delegates remarked "Canada is not half discovered—not half developed yet, and you need have no doubts regarding your future."

With the spirit of unity and cohesion, a deeper appreciation and larger conception of what we possess, there are no obstacles in the pathway of national progress and expansion which may not be overcome. Canadians require more pride and self esteem, both collectively and individually, and this thought was driven home pointedly and forcibly by the press delegates at various public functions.

Public spirit and broad ideals count for much. Patriotism and industry are not lacking, but in other matters, there should be no faltering at a time when there is a tendency to suspend and curtail both in output and operation. There may be flurries on the surface, but courage and confidence will tide over the present period of uncertainty and unrest and result in greater strides and bigger achievements than have ever recorded in the upbuild and welfare of the populace. Production, economy and thrift, are qualities which all should exercise and practice during the present juncture to the fullest extent.

In spite of predictions heard in some quarters that the bottom is dropping out of things, that chaos and revolution are in the air and various "isms" being spread which will eventually upset our whole social and industrial structure, there is, in the mind of sane, conservative men, no fear regarding the future. They have not lost their grip on things, nor their faith in mankind.

It is easy to decry and demolish but to create and construct is a vastly different proposition. The final purpose and plan must not be obscured by any temporary disarrangement or misgivings. The lumbermen of Canada are doing their bit and doing it fairly and calmly. They are acting the part of the square man. In every line of endeavor the world needs the "square man" whom the late Josh Billings described as "wun who mezzures the same each way and hain't got any winny edges nor cheap lumber in him. He is free from knots and sap and won't warp. He is klear stuff and I dunno care what you work him up into. He won't swell and he won't shrink. He is amongst men what good kiln-dried boards are amongst carpenters; he won't season-crack! It does not make any difference which side of him you come up to, he is the same bigness each way and the only way to get at him anyhow, is to face him. He knows he is square and he never spends any time trying to prove it."

Canada's Display at Empire Timber Exhibition

Varied and Impressive Showing of Leading Canadian Woods—Interest Aroused in Specific Uses of the Forest Products of the Dominion

By W. B. Stokes, Canadian Forest Products Laboratories, Montreal

Although it is hardly necessary to advertise the fact that Canada is the largest timber-producing country within the British Empire, it by no means follows that Canadian timbers are as well known throughout the Empire as they should be. One of the reasons for holding the Empire Timber Exhibition was to make timber-users familiar with the products obtainable within the borders of the King's dominions and that purpose applied as usefully to Canadian timbers as to any others.

Users of wood are very conservative in their choice of material. Different woods have such widely different properties that, once a wood is found suitable for a certain purpose, it is seeking for trouble to substitute another. In other days any change of material would be avoided, but to-day the shortage of supplies and the high cost of available timbers has effected a change in the psychology of the builder and manufacturer. As a result there appears a new spirit of inquiry and a willingness to experiment.

The problem of presenting Canadian timbers to the notice of prospective buyers from other parts of the Empire was therefore twofold. The questions were "what timbers should be shown?" and "what could be said about them?"

After consultation with the officers of the lumber associations of Canada it was decided that twenty-five kinds of lumber should be exhibited. These species were as follows:—

White Pine	Balsam Fir
Western White Pine	Cedar
Red Pine	Western Cedar
Jack Pine	Aspen
Western Yellow Pine	Beech
Tamarack	Basswood
Western Larch	Sugar Maple
Hemlock	Paper Birch
Western Hemlock	Yellow Birch
Douglas Fir	White Elm
White Spruce	Rock Elm
Englemann Spruce	White Ash
Sitka Spruce	

Not every one of these species could be considered of great importance as lumber, but all are available in reasonably large quantities and some only require to have their particular properties appreciated in order to become commercially important.

Rough and Smooth Boards Shown.

In order that visitors to the Exhibition should gain a useful and correct impression of these woods the latter were represented both by clear boards and by boards containing such defects as would place them in a lower but merchantable grade. Moreover, each quality was represented by both rough and smooth boards. No one can suggest that Canada showed at this exhibition anything but a fair and correct display of her timbers.

Canada had little to offer in competition with the beautiful tropical woods which were shown in some other parts of the exhibition in the form of interior finish, furniture and artistic objects. Canada's exhibit was necessarily less aesthetic and more severely technical. However, by using columns and cornices of Douglas fir and other Canadian woods and by placing the boards against a background of not too obtrusive green material a certain amount of distinction was given to what was, after all, only lumber.

As regards information concerning the mechanical and physical properties of these woods, Canada has the advantage over other parts of the Empire in possessing a government institution in which these are matters of experiment and study. It was possible to include in the catalogue exact figures concerning the weight, strength and hardness of each of the twenty-five kinds exhibited. In several cases these figures were arrived at from experimental work done by the staff of the Forest Products Laboratories of Canada, and it is not unlikely that the methods adopted by these laboratories will become the standard methods in similar institutions now being developed in India and Australia.

The question of the names of timbers is evidently one which demands the attention of the lumber and wood-using industries. The Empire Timber Exhibition will have been justified if it has done something to reduce the confusion which now exists in the nomenclature of timbers.

Model Houses of Canadian Woods.

Canadian white pine is commonly known as yellow pine in Great Britain and it is certainly annoying to refer to an English book on timber and to find—Douglas fir, see Oregon pine. Many other instances of differences of name were betrayed by inquiring visitors at the Canadian Exhibit. It must not be thought, however, that the English user is a greater sinner than the Canadian lumberman in this respect. The custom in the west of giving the name of "larch" to a white fir is only one example which might be quoted.

The labels on the exhibits and the entries in the catalogue of the Canadian species gave the standard name of each species and also the local and trade names, and it is hoped that some confusion may be saved thereby in the future.

Besides an exhibit of boards the Canadian stand displayed objects illustrating specific uses for Canadian woods. Two large models of houses made from Douglas fir offered one solution of the housing problem. The timbers for such houses are sent from British Columbia

The attractive and artistic exhibit of Canadian woods at the recent Empire Timber Exhibition held in London, England.

cut to size and for houses that are not made in sections they are probably the most rapidly built at present available.

Such useful words as white pine, white spruce, Sitka spruce, sugar maple and yellow birch were represented by a variety of manufactured products, such as foundry patterns, shoe lasts, parts of musical instruments and aeroplanes, mangle rollers, dowels, veneers, etc. Large baulks of timber were exhibited to show the form and size in which certain woods are available.

To illustrate the beauty of some of Canada's more ornamental woods a number of large polished panels were displayed.

A raised platform of hardwood flooring occupied the centre of the exhibit. It was composed of birch, beech and maple of the finest quality. This platform supported two small tables of original design, with tops of elm and ash respectively, which served to display small specimens and a supply of pamphlets, bulletins and other sources of information concerning Canadian timbers. The centre of the platform was occupied by a specially designed case containing an exhibit illustrating the manufacture of wood pulp by the groundwood, sulphite and Kraft processes. This case contained raw materials, illuminated photographs of plant and machinery, products and manufacturers derived therefrom. The possibility of obtaining such a product as the brightly-colored artificial silk stockings, which were shown, from the substance of a spruce log called forth a certain amount of surprise and comment.

To show that Canada's forest resources were not limited to the above-mentioned twenty-five species a set of hand-specimens of sixty-nine species was displayed. This set was found useful by many who were making a serious study of Canadian woods.

To provide a correct impression of the relative importance of different commercial woods a graphic chart was exhibited, showing the amount of each kind cut in 1918. Each specie was represented by a piece of the wood in a length proportional to the amount cut. Such a method of showing statistics is more impressive than the printing of figures. Many visitors found the chart interesting on this account as well as a valuable collection to their impressions concerning the relative amounts of Canadian timbers at present exploited.

During the exhibition numerous trade enquiries were made at the Canadian stand, and such as could not be answered from the information to hand were dealt with by the Chief Trade Commissioner for Canada in London.

The provision of the Canadian Exhibit was arranged for by the Department of Trade and Commerce and the arrangement and preparation of the exhibits was in the hands of the Forest Products Laboratories of Canada of the Forestry Branch, Department of the Interior, whose exhibit specialist, Mr. W. B. Stokes, supervised the work in Montreal and London and attended the exhibition as Canadian representative. Mr. Stokes has already acknowledged the support which he has received from the lumber associations of Canada and their members in providing materials and information for this exhibit, and expresses the belief that their efforts will be followed by an increased enquiry for Canadian timbers from all parts of the Empire.

Drying End of Lumber Industry is Important

More Attention Should be Given to This Department – How Demand for Kiln Dried Stock has Increased in Recent Years—Proper Methods of Drying.

By H. L. Henderson, New York City

The demand for better kiln drying of lumber is due to several economic factors which were not present just a few years ago. The cost of lumber has increased greatly in the last three years until it behooves the manufacturer to take more interest in the care of his raw product, the price of which has bounded upward. Just to cite an instance or two we might consider white ash of good grade which sold for around $85 in 1917 and is now bringing upward of $300 per thousand feet, an increase of 250% in three years. White oak and yellow birch have jumped 280% in the last three years and practically every other species of wood has soared in price.

It does not take a great deal of figuring then to show that a kiln load of lumber worth from $5,000 to $6,000 with a loss due to improper drying as high as 10% would make lumber decrease in value from $500 to $600 by just running it through the kiln. If only 1% or 2% of this loss could be saved in the drying it would more than pay for a good kiln operator and would soon pay the cost of a good kiln.

Another reason why the spotlight is being turned upon the dry kiln situation is the scarcity of air dried lumber. This means the greener lumber must be dried with the consequent extension of time required to evaporate the greater amount of water from the wood. In other words, kilns that were serving an industry and giving excellent results while using air dried lumber were found to have only half the capacity or in some cases less when green or partially air seasoned lumber had to be dried. This necessitated not only the addition of more kilns but required that a better kiln be used for drying green lumber.

Kiln Drying vs. Air Drying.

As the price of lumber jumps upward, we find it more profitable to kiln dry lumber directly from the sawmill. Again considering a good grade of lumber worth in the neighborhood of $200 per thousand, that has been on the sticks for a period of two years in order to dry it down to 12% moisture content, the interest on the money tied up would be close to $25. On the other hand, if this same material were put directly in a dry kiln, (assuming that it was a well-constructed kiln and operated properly) in four to six weeks' time it would be dried down to 5% or 6% moisture content at a cost of not over $20 per thousand. It is very likely that if this lumber were properly handled in the dry kiln there would be very much less loss due to warping or surface checking than would be acquired by the air seasoning method.

There are various types of dry kilns in service and it might be well to enumerate them. The first type of kiln might be called the tight heated box in which the lumber is placed and practically baked dry. In the blower type of dry kiln, heated air is forced through the piles of lumber by means of fans or blowers. In the ventilated type of kiln the circulation of air through the kiln is induced by heating coils placed underneath the lumber causing the air to rise and pass through it. The moist air escapes to the atmosphere by means of raising its temperature by heating coils while the condenser coils placed along the walls cool and condense the moisture from the air causing it to settle along the walls. This air again is heated by the coils and circulates through the lumber. I have not time to go into the methods of maintaining humidities within these various types of kilns, but in passing would say that in many cases no attempt is made to regulate the humidity or circulation, depending largely on the amount of heat that can be applied to the lumber.

Many kinds of all these various types are now in service and many of them are giving excellent satisfaction. There are also many others that are not giving good service. Some were installed for redrying lumber of a low moisture content and when attempts were made to dry green or partially air dried stock the lumber was very seriously injured. Some of the kilns seem to be drying lumber successfully but the time required is from three to five times the necessary period that it would take to dry the same amount of lumber in a properly constructed kiln.

Basic Principles of Drying.

In order to dry lumber properly basic principles of drying should be understood. When lumber comes from the log it may contain anywhere from 35% to 100% and in some cases more of water, depending on the species, etc. This is made up of two kinds, namely, the water which saturates the cell walls of the wood and is called Hydroscopic water. This makes up about 25% of the dry weight of the wood. The free water is the water which fills the cell cavities and makes up the remainder. This moisture must be driven off before the lumber can be used. There are many reasons why this lumber should be dried before using, and among them are: reduction of its weight, preventing decay, increasing its strength, and giving it a fixed dimension. Generally speaking, when lumber dries there is very little shrinkage until after all the free water is evaporated. From the 25% moisture content downward, the greatest amount of shrinkage takes place and continues right down to a very low moisture content. This factor of shrinkage then is the one that does the greatest amount of damage to lumber during the drying process.

Danger of Case Hardening.

In the process of kiln drying, the lumber is heated artificially and the moisture is evaporated at the surface of the boards. The air surrounding the lumber absorbs this moisture until it becomes saturated, after which it must be displaced by drier air in order to keep up the process. In other words, temperature and circulation are very important factors in the drying of lumber. The rate of evaporation of

the moisture from the surface of the boards, however, must not be faster than the rate at which the water comes from the centre of the board to the surface. Should this be the case, the surface will dry off quickly and the outer cell of the board will become drier than the centre. Accompanying this rapid drying of the surface we get shrinkage and when the shrinkage power becomes greater than the strength of the wood, checks appear. If this process is continued the outer shell of the lumber becomes dried and sets in an expended condition which we term case hardened. As the centre dries down to a low moisture content, these surface checks which were started in the early part of the kiln run, extend on to the centre of the board and result finally in honeycombing of the centre. To prevent the too rapid drying of the surface, the air surrounding the lumber is kept at such a state of relative humidity that it absorbs moisture from the surface of the lumber only as fast as it can come to the surface from the centre.

From the foregoing discussion it is evident that conditions of temperature humidity and circulation of the air passing through the pile must be maintained at the proper points in order to properly dry the lumber. After the moisture content of the lumber has dropped below the fibre saturation point then it is safe to gradually raise the temperature of the air and lower the relative humidities until the lumber is dried down to 5% or 8% moisture content as the case might be.

Steam is used almost entirely for obtaining the necessary temperature in the kiln, but it also plays another very important part in drying lumber. Either live or exhaust steam is mixed with the air of the kiln to maintain humidity. At the beginning of the kiln run, lumber should be thoroughly steamed. This preliminary steaming heats up the lumber to the temperature at which the drying is to start, without any evaporation taking place and furthermore tends to neutralize the stresses that were set up during the air seasoning. It does not open the pores or dissolve the saps, sugars and tannins as is commonly supposed. During the drying process it is quite often found that the lumber has become case hardened or the surface has become over dry and by steaming for about an hour at a temperature of from 10 degrees to 20 degrees higher than the drying temperature these stresses are relieved. At the end of the run should the lumber be found to be case hardened it is possible to again steam it and relieve the case hardening. The length of the steaming period and the temperatures at which it is steamed, depends largely on the thickness and the species of the lumber. If the lumber is steamed too often or too long, however, during the run or at the end, the stresses are very likely to be reversed. Quite often we get discoloration of the lumber and in some cases brashy or weak lumber results.

Essentials to Good Drying

How is it possible, now, to obtain good drying? The first essential is a well constructed and properly operated dry kiln. By this is meant a kiln in which the temperature can be regulated, and the humidity controlled, and where the circulation can be maintained at the proper rate. The kiln building should be well constructed so that there will not be leakage of heat around the doors or through the walls and should be well insulated so as to be as little disturbed by outside temperature as possible. A good workman cannot work without good tools to work with and the same is true of a dry kiln operator. He should have good instruments which will show him what conditions of temperature and humidity he is obtaining in the kiln at any particular time and he should have a complete record of the temperatures and humidities that the lumber was subjected to during the run. Another point in the proper drying of lumber is to see that the lumber is piled properly on the kiln trucks. Properly piled lumber will come out with a minimum of end checks and warping while improperly piled lumber will cause a great deal of loss in the best kiln made. It is very essential also that the operator, who is called upon to run the kiln understands the fundamental principles of drying. He should know something about the structure of the different kinds of wood. He should be able to test the lumber for case hardening, moisture content, etc., and should know how to handle his kiln in order to get the best results. He should keep records of the temperatures and humidities in each kiln and know how fast the lumber is drying under these conditions. These records should be filed for future reference. If anything goes wrong in the drying of the lumber and no records are kept it is impossible to locate the cause. If, on the other hand, the record of the drying was plotted in graphic form it would be very easy for him to glance over the curves and note the cause of the poor or slow drying.

Should Get More Attention.

The drying end of the lumber industry has not received the attention it deserves. If the metal working industries paid as little attention to their heat treating furnaces as the lumber industries do to their lumber treating kilns, it is safe to say that they would be many years behind the times. Better kilns handled more efficiently will help to solve many of the production problems. A good dry kiln is just as necessary in the preparation of lumber for manufacture as the heat treating furnaces are to the metal industries and should receive the same consideration from the management. Upon its proper functioning depends not only the quantity produced but also the quality. Just like a high grade costly machine in a factory, it requires continued attention by a skilled operator. It is also safe to say that if more brain work were used in an operation in which many thousands of dollars are involved, the loss commonly resulting in the artificial seasoning process would be many times reduced and the saving would greatly exceed the cost of this service and in addition would help to conserve our fast disappearing supply of lumber.

Waney white pine timber cut in the township of Notman by Wm. Milne & Sons of North Bay. The picture shows the timber on the dump at Tomiko Lakes. It was shipped to a Quebec firm for export to the Old Country

British Imperial Forest Policy

At the recent British Empire Forestry Conference in London, attended by delegates from all parts of the Empire, it was emphasized that "the foundation of a stable forest policy for the Empire and for its component parts must be the collection, co-ordination and dissemination of facts as to the existing state of the forests and the current and prospective demands on them. To this end it is of the first importance that a systematic survey be undertaken in each part of the Empire which will not only serve as the basis of the forest policy in that part, but also provide a means for reviewing the forestry position of the Empire as a whole."

The destruction of forests in the United Kingdom during the war for military purposes, says the U. S. Consul at London in Daily Commerce Reports, and the dependence upon overseas supplies have led to extensive reforestation plans and given stimulus to governmental action toward securing a scientific forest policy based on the economic principles of annual cutting of surplus timber as a crop and provision for automatic reproduction, as well as the afforestation of large unused areas.

It is urged that each of the governments of the Empire should lay down a definite forest policy to be administered by a properly constituted and adequate forest service, and a central Forestry Bureau in London is recommended for study, research and reference.

Housing as an International Question

Not until comparatively recent times has housing been considered a national question. It has been regarded as a private matter and each housing measure, for instance in Great Britain, has had to combat that conviction in securing the passage of any public measure and in keeping it in force after passage. The housing shortage resulting from the war, has, however, now made this a matter of first importance.

Although such a congress as the recent Inter-Allied Congress on Housing and Town Planning, held in London, can be only advisory and deliberative, the large numbers in attendance, representing 25 different countries and the formulation of definite housing programmes with plans for their possible acceptance by the various governments, gives prestige and publicity to this vital international question.

Timber Wealth of Canada Seen at Great Fair

Much Interest Aroused in Splendid Displays—Enterprising Firms Present Artistic Showing in Woodworking Line—Pulp Products Appear

The Canadian National Exhibition, Toronto, has just closed another successful year in its history and the exhibits were more representative in character, wider in variety and more attractively arranged than ever. Each new season sees some old firms dropping out, but their place is rapidly taken by new organizations, and this year, notwithstanding the highly-increased rents for booths, the number of applications was unparalleled.

The huge national institution is one of the best mediums and greatest agencies for making known the manufactured products of the world. Manufacturers in all lines admit this, and each year the big institution draws more widely than ever. This was particularly true on Manufacturers' Day. The need of new buildings is being pressed upon the management, and it is probable that next year there will be a second Transportation Building, a Pure Food Building, a Temple of Music and an Electric Building. Never were so many motor trucks displayed as this year, and the accommodation was painfully inadequate. Many exhibits were housed in tents and the Demobilization Building, which was used, is altogether out of the beaten path. Then no special efforts were made to direct attention to this or to the Automobile Accessories Building. More accommodation is urgently needed in the transportation line in connection with this modern means of locomotion, for the truck has come to play an important part in the life, upbuild and service of the lumberman, whether he be manufacturer or retailer.

Last year the Canadian Forestry Association had an important display in the Railway Building, and allied with it was an exhibit made by the Forest Products Laboratories of Montreal. The reason that no display was made this year was that Wm. B. Stokes, who had charge of the exhibit in 1919, is still in England, where he has been attending the Empire Timber Exhibition, and Robson Black of Ottawa, secretary of the Canadian Forestry Association, only recently returned after spending some weeks in the Old Land, where he was present at the Imperial Forestry gathering.

B. C. Forest Products to Toronto

One of the most attractive and imposing exhibits was that made by the Forest Branch of the Department of Lands in British Columbia under the direction of Loren L. Brown, B. C. Lumber Commissioner for the East. The space occupied in the Government Building was 12 x 65 feet and the walls were of natural finish, western pine, western spruce, western red cedar, Douglas fir, cottonwood, western hemlock and western larch. The panelling in these various woods was particularly effective and striking, and there were also shown pilasters, cornices, plate rails and newels. Another interesting feature of the exhibit was that of the various woods in cherry, walnut, light and dark mahogany, fumed oak, antique oak, golden oak and other finishes. The exhibit was largely the same as presented last year with some new additions in the way of a hand-carved chair in Douglas fir and a beautiful library table, both finished in driftwood effect. This effect is obtained by applying torches to the pieces when completed and then brushing out the softwood with a wire brush. The chair and table were the centre of much interest and those in charge had to answer many questions.

At the rear of the booth were two fine specimens of deals of clear Douglas fir and Sitka spruce, the former being 3 x 15 x 32 and the latter 3½ x 12 x 30. The clear, even texture, nice grain and fine, smooth surface of these deals attracted favorable notice. Other features of the exhibit were tight and slack cooperage in fir and spruce, wound wire pipes made of Douglas fir; tin-tipped spruce berry baskets; raspberry baskets of spruce, enclosed in a spruce crate; fir heading; cottonwood egg cases; collapsible berry boxes, as well as many other allied lines, not forgetting doors of many unique patterns, as well as a large red cedar chest; a Douglas fir settee, finished in oak, and centre table of an ornate pattern, finished in mahogany, walnut and oak. Fir doors were finished in old English, golden oak, cherry and natural. There was a double panel of B. C. dimension shingles of diamond, octagonal, and other shapes, as well as Perfection shingles, along with pails, tubs, boxes, etc. Another new feature was a display of hemlock and cedar bevel siding.

Pulp Possibilities of Province.

This year more attention was paid to the pulp and paper products of B. C., as that province is rapidly coming to the front in this line. In framed cases there were shown the manufacture of wood-pulp by the sulphite process and also this production by the groundwood method. Each stage of manufacture from the spruce log to lapped sheets of pulp was clearly presented, as well as rolls of newsprint and kraft paper from B. C. mills. Large photographs of representative industries in this line adorned the walls. Huge printed signs proclaimed the fact that British Columbia in 1918 had an output in pulp and paper products of $4,062,724 and last year $12,554,257. These statistics are striking in this, not only when compared with the output in other provinces, but they reveal that production in the pulp and paper line has within one year trebled itself so far as British Columbia is concerned.

A splendid exhibit of an allied character is that of the Abitibi Power & Paper Co. of Iroquois Falls, who have a large space in the Dominion Government Building and display not only samples of newsprint but various photographs, showing every operation in the manufacture of chemical and mechanical pulp, newsprint, etc. Some idea of the picturesque and inviting character of the town of Iroquois Falls may be gained by a glance at the views, showing the streets, parks, boulevards, houses of the workmen and public buildings. T. H. Wilkes, superintendent of the Fire Protection Department of the company, is in charge of the exhibit. Several logging scenes are also presented, showing the method by which pulpwood is cut and driven to the mills. There are also shown specimens of the block spruce, Norway spruce and white spruce. The company have about 50 acres cleared and devoted to a nursery, and everything is being done in the way of devoting attention to the reforestration problems. Some interesting figures, which were shown, tell better than anything else the rapid development of the Abitibi Company. In the Woods & Forest Branch the wages paid out annually are $1,536,198; men employed, 1,200; number of cords of wood cut, 163,000; number of camp operations, 27. In the mill the annual output of newsprint is 75,000 tons, groundwood pulp, 35,000 tons; sulphite, 25,000 tons, and number of men employed 2,500, with an annual wage bill of $3,085,518. The company is increasing production as follows: For 1921 newsprint from 250 tons daily to 500 tons, groundwood pulp from 320 tons to 550 tons, sulphite pulp 137 tons to 175 tons.

Interesting Wood-working Displays.

The R. Laidlaw Lumber Co. of Toronto, have a very attractive exhibit of various lines in the Process Building. Doors, flooring, newels, verandah and interior columns are shown, and the walls of the booth were adorned with beaver board. Newel posts, and pedestals, both fluted and plain, were exhibited. The front entrance of a pretentious dwelling-house was displayed, showing some very attractive pillars, and among other things, which interested the ladies, were several Tennessee aromatic red cedar chests. The newest designs in doors were exhibited in mahogany, quartered cut oak, plain oak, chestnut and birch, while oak, maple and birch flooring were also features of the display. A miniature dwelling-house and a miniature silo attracted considerable attention. The former was completely furnished and fitted up with electric light and other conveniences.

Kent Ockley, Limited, Toronto, who are specialists in planing mill products, including doors and hardwood flooring, were showing a nice line of interior and exterior doors in fir, chestnut and oak, both slab and panel designs. An interesting feature was a chestnut and fir door stained to match. The resemblance was so close that many of the visitors were unable to distinguish one from another. This goes to show that these two woods may be used together in the same room or building. A few samples of hardwood flooring in different woods were also on display.

Batts Limited, Toronto, who have a space of some 60 feet frontage in the Process Building, are once more to the front with a varied and impressive exhibit. On one side is a pergola with Grecian columns, while oak, Georgia pine and chestnut columns and pedestals were shown for interior decoration. The exterior columns were of white pine, in both fluted and plain effects, and a number of artistic-appearing doors were displayed in Georgia pine, chestnut, B. C. fir and oak. Newel posts, particularly those in chestnut and quartered cut oak, attracted much attention, while other lines were stairwork, balustrades of various types, fluted and plain columns, newel posts of different designs and two sections of attractive oak colonades.

How White Pine Blister is Being Combatted

Protective Measures Adopted for Exterminating Pest—Need of Arousing Public in United Action Against Disease Which is Creating Havoc

It is interesting to note what has been done in connection with the white pine blister rust campaign as conducted by the division of botany of the forestry department, Ottawa. An instructive memorandum has been sent out by the Canadian Lumbermen's Association, Ottawa, in regard to what has been carried out and is in part as follows:

1. A limited amount of scouting for the presence of the blister rust fungus on currants and gooseberries was done in Timiskaming and Kenora districts, Province of Ontario, and in the Province of Alberta. The fact that the fungus was not found in these localities is not to be taken as evidence that it does not exist there. The territory covered was too limited to substantiate any definite conclusions.

2. Surveys in Simcoe, Haliburton, Hastings and Renfrew Counties and Muskoka district, Province of Ontario, showed that the fungus was commonly present in Renfrew county, sparingly present in Hastings, Simcoe and Muskoka, but was not found in northern Haliburton county, although currants and gooseberries were examined in 21 localities in that country.

3. Five central areas, planned to be kept under observation for at least 15 years have been established. These areas should furnish data in time upon the effectiveness of the removal of currants and gooseberries from within and around a pine woodlot for a distance of 500 yards.

4. The surveys of 35 pine woodland areas in the Niagara Peninsula, around Oakville and in Somcoe county conducted in 1918 and checked in 1919, showed that:

(a) While an average of about 2% of the trees examined were infected, in a few cases as high as 20% and 30% of the trees in some woodlots are infected.

(b) No increase in the number of diseased trees was found in 1919 over the number found in 1918.

5. The Destructive Insect and Pest Act was amended (1) to permit the importation of currants and gooseberries into the Province of Ontario from the State of New York, and (2) to prohibit the shipment of five-leaved pines, and currant and gooseberries (not including their fruit) from east of the western border of Saskatchewan into Alberta and British Columbia.

6. At a meeting of persons interested in the white pine blister rust, held in Portland, Oregon, April 23-24, 1919, under the auspices of the Advisory Board of the American Phytopathological Society, the Division of Botany was represented by Mr. W. A. McCubbin. A copy of the report submitted by Mr. McCubbin on this meeting is quoted at the meeting is appended.

Field Work On White Pine Blister Rust.

Surveys.

1. An inspector was sent to the Province of Alberta to determine if the blister rust fungus was present in that province. He arrived there on August 20th, which was unfortunately too late to make an adequate survey and furthermore he saw fit to resign on September 1st, thus nullifying any results worth while. He examined a total of 1,600 currants in five districts but found no rust.

2. An inspector was sent to make a survey of Timiskaming and Kenora districts. Only 17 properties were examined in six townships and thus the fact that the fungus was not found is not evidence that it has not spread into these districts.

3. Inspectors were sent into Simcoe, Haliburton, Hastings and Renfrew counties and Muskoka district in the Province of Ontario. The following is a summarization of their work:

Control Areas Established.

County of District	No. of Tps. where exam. were made	No. of properties inspected	No. of properties showing fungus
Simcoe	8	41	3
Muskoka	3	11	3
Haliburton	9	21	0
Hastings	10	32	3
Renfrew	17	91	25

The four control areas established in 1918 at (1) Lincoln county, Ontario, (2) Bowmanville, Ontario, (3) Carillon, P.Q., and (4) Berthierville, P.Q., were re-inspected this season.

1. On control areas No. 1, a count made, showed 1,378 white pines in the area; none were diseased. Three currant bushes were found within 500 zone and eradicated. The area was well mapped for future reference.

2. On control area No. 2, there are 1,125 white pines, 50 of which are already diseased. Thirteen wild gooseberry bushes and four black currant bushes were found and eradicated within 500 yard zone. This area is yet to be mapped.

3. On control area No. 3 there are 1,556 pines, none of which are diseased. Nine Ribes plants were eradicated in the 500 yard zone. Area mapped.

5. A new control area (No. 5) was laid at Lachute, P.Q. The area contains 900 white pines, and 79 wild and 30 cultivated Ribes plants were removed in making the 500 yard zone. This area is yet to be mapped.

Pine Woodlot Surveys to Determine Destructiveness.

The 35 white pine woodlots in the Niagara Peninsula around Oakville and in Somcoe county that were examined in 1918 for prevalence of the disease were re-inspected this year. Last year's record showed that an average of 2 per cent. of the pines examined in these areas were infected, with a maximum of 20 per cent. to 30 per cent. of the trees infected in three or four of the 35 areas. The records this season show no increase over last year's. It should be remembered, however, that any new infection accomplished in 1916 or previously; thus records for any one season are not conclusive, and useful data on the real importance of this disease in pine woodlands can only be obtained after five or ten years' accumulation of data on such areas.

New Legislation.

The Destructive Insect and Pest Act was amended as follows:

1. The former regulation, sub-section "f" of section 7 prohibiting the importation of currants and gooseberries into Canada from any point east of the western boundaries of Minnesota, Iowa, Missouri, Arkansas and Louisiana was amended by adding: "Provided further, that the importation of said vegetation shall be permitted without any restriction into the Province of Ontario from the State of New York."

2. Section 12 was amended by adding thereto the following subsection (b).

(B) "The movement of all five-leaved species of the Genus Pinus and their horticultural varieties, as well as all species and varieties of currants and gooseberries (Ribes and Grossularia) but not including the fruits of these latter, is prohibited from the area of the Dominion of Canada to the east of the border line between Saskachewan and Alberta, to the west of this line."

Meetings to Consider Blister Rust Question.

A meeting of persons interested in the attempt being made to keep the blister rust out of the western parts of Canada and the United States was held April 23-24, 1919, in Portland, Oregon. This meeting was held under the auspices of the Advisory Board of the American Phytopathological Society, and the Division of Botany was represented by Mr. W. A. McCubbin. Mr. D. Roy Cameron, Dominion Forest Service, Kamloops, B.C., and Mr. J. W. Bastham, Provincial Plant Pathologist, Vancouver, B.C., were also in attendance from Canada. Fifty persons representing the United States Department of Agriculture and the various western states were present. A copy of the recommendations adopted at this meeting is appended. The following report of these meetings prepared by Mr. McCubbin explains the trend of opinion on blister rust as expressed at this conference:

"At the beginning of the conference Dr. Haven Metcalf outlined the general situation, including the introduction of the disease, the early attempts to deal with it, and the present situation in the east. He also gave the more recent results attained by Dr. Spaulding, showing conclusively that the blister rust will winter on currant leaves. His report stated that Dr. Spaulding has obtained this spring very complete confirmation of the work announced last year, wherein he was able to secure infection of greenhouse Ribes from spores overwintering on old Ribes, leaves outside. In this same connection Dr. Ellsworth Bethel explained the nature of the pinion pine rust which has a stage almost indistinguishable from Cronartium ribicola on Ribes. He states, however, that the two are quite distinct and can be recognized microscopically.

In continuation, Dr. Metcalfe outlined the measures that have been taken in the east, especially those concerned with the quarantine

regulations. The similar precautions that were being taken in Canada against the spread of the disease were obtained by your representative.

Reports were then received by the men who had been surveying for the disease in the western region; Dr. Long from Colorado, Dr. Meinecke from California, Dr. Weir from Idaho, Mr. Dean from Seattle, J. W. Eastham from British Columbia, and your representative for the Prairie Provinces. The summary of all their reports indicates that after a considerable amount of survey work they have carried on not a single case of the disease has been found in the west. The record is a very hopeful sign.

The most important question for the west was recognized to be that of quarantine against the introduction of the disease, and this matter was discussed at great length. Dr. Metcalfe explained the quarantine regulations of the United States Federal Department and our Canadian quarantines were also dealt with. The state quarantines were then taken up and after much discussion the conference unanimously agreed on the several points which are covered (see appendix). The general feeling of the meeting was that there were not sufficient state and provincial quarantine regulations, and that in many cases the machinery for making these quarantine regulations effective was so deficient that the laws themselves were practically ineffective. It was also clearly emphasized that these state and provincial quarantines are needed not only for the blister rust disease, but in order to enable us to quickly meet any emergency that might in future arise in connection wtih other diseases. Hence one of the most important recommendations of the conference was for an effective state or provincial quarantine with the necessary machinery for carrying it out, and with emergency funds that might be devoted to sudden outbreaks of disease.

Getting the Public Interested.

A considerable amount of discussion was entered about the question of publications, such as bulletins, circulars, news articles, etc., and other means of getting the public interested in the disease so that the public opinion would be at the back of the movement. In this connection also it was suggested, as pointed out in resolution No. 3, that the U. S. Circular Board circularize their express and shipping agents asking them to receive no shipments of either white pines or currants from the east across the federal quarantine line. The experience of the quarantine authorities in California leads us to think that this will be a very practical means of preventing shipments which might otherwise escape the notice of the quarantine officers.

The above report taken in connection with the accompanying report of the meeting will indicate practically all the questions dealt with. I would say in conclusion that while there was considerable hesitation on the part of the U. S. delegates to make any resolutions or statements which could be construed as interference in the conduct of the matter on this side of the line, yet there is a strong feeling that unless we can make our common fight against this disease uniform and effective on both sides of the line, the situation is likely to be most dangerous.

Suggested Lines of Action.

I would therefore bring to your attention the desirability of action along the following lines:—

(1) The necessity of making a quarantine on the eastern border of Alberta against all pines and Ribes thoroughly effective. The experience of quarantine officers here as well as elsewhere indicates that many of our quarantine measures are merely sieves which hold back the larger shipments, but allow countless smaller shipments to trickle through in various ways.

(2) I would consider it advisable that those provinces which have not yet provided themselves with quarantine acts be encouraged and advised to do so at the earliest opportunity, so that they may be able to protect themselves not alone against foreign importations but against the introduction of diseases from sister provinces, and, as already pointed out, it is very necessary that enabling acts passed for this purpose should be accompanied by an adequate organization and an emergency fund, which need not be spent unless occasion arises.

(3) I would further urge the adoption of a policy of publicity. I would favor the publication of bulletins, circulars, and press articles which would reach at least the greatest proportion of the public-spirited and intelligent members of the various provinces, and thus create a body of public opinion which would be in sympathy with any action that the department might be compelled to take.

(4) In further reference to resolution No. 8, which endorses the measures of protection already taken by the Dominion, I would suggest that the western situation be given every attention possible, even at the expense of work in the east if necessary, since at the present time the centre of interest in this disease from the federal point of view lies in the Province of British Columbia and the adjoining Prairie Provinces. The work to be done involves besides a strict establishment of the quarantine already mentioned, as careful a survey of the western pine district as possible to see whether the disease has yet become established there. If it is, all future work may be dropped, and if it is not, then we may continue to hope that it can be kept from spreading from our eastern districts.

Respectfully submitted,

(Sgd.) W. H. Rankin.

Grading Lumber in Various Parts of Country

Uses to Which Product is Put Determine Number, Size and Position of Defects That It May Contain and Still be Satisfactory—Rules of Association

Under the title, "How Lumber is Graded," H. S. Betts, engineer in forest products of the U. S. Forest Service, writes a very interesting and instructive booklet describing the various methods of grading lumber in use in different parts of the country, and gives a resume of the rules adopted by various associations. In introducing the subject, Mr. Betts begins at the beginning and explains very clearly the basis of lumber grading. He says:

The boards cut in a sawmill from logs of various kinds vary widely in quality. Some boards are very knotty, others have a few knots, and still others are clear. Some contain checks or splits and others have bark on the edges or are somewhat decayed in places. The clear boards are more valuable for most purposes than those with knots, so it becomes necessary to separate the lumber as it comes from the mill into classes or grades. The lumber in these grades varies in quality from practically clear boards in the highest grade to lumber in the lowest grade containing so many knots, checks, and other defects that it is unfit for anything except perhaps temporary construction or for cutting up so as to obtain small, clear pieces, the defective parts being discarded.

"The use to which lumber is to be put determines the number, size and position of the defects it may contain and still be satisfactory. In siding, for example, a reasonable number of knots on the edges which are covered when the siding is in place may evidently be allowed. In flooring some knots and other defects on the under side are allowable, since they will not show when the flooring is in use. Sheathing and subflooring may have a considerable number of defects, since both kinds of lumber are entirely covered by finishing material. Covered lumber such as sheathing, should, of course, be free from decay, even if it does not show, as the decay is quite likely to spread rapidly. Door panels are an example of very high-grade lumber that should be clear on both sides.

Rules Deal With Defects

"The location of defects in a piece of lumber determines the length and width of clean pieces that can be cut from it and the waste that will occur when the cuttings are made. Furniture requires comparatively short, wide pieces of clear lumber, while rails for porches and stairs require long narrow clear lengths. Lumber from which a large proportion of furniture stock could be cut might yield very little rail stock. The condition of defects may also influence the grade of a piece of lumber. Tight knots in certain grades of siding or ceiling may be allowed, while loose knots likely to drop out would be objectionable.

"The grading rules in general use at present with very few exceptions have to do only with defects and do not take into account the quality of the wood itself. That is, if two boards of the same species are clear or if they have similar defects, both boards are placed in the same grade regardless of the quality of the wood itself. As a matter of fact, the wood in one board may be dense, heavy, and strong, and the wood in the other light and weak. For some purposes, such as siding, ceiling, or finish, it may not matter whether dense or light wood is used; but for other purposes such as vehicle parts, structural timber, or flooring, where strength or hardness is

a prime requisite, the wood must be dense to give satisfactory service.

"The rules at present used for grading lumber were prepared largely by lumber associations. The members of these associations are made up of manufacturers and dealers who handle lumber of one or more species that grow in a certain region or are naturally grouped together. For example, the grading rules of the Northern Pine Manufacturers' Association cover four woods—white pine, Norway pine, spruce, and tamarack—all of which grow in the Lake States region. On the other hand, the National Hardwood Lumber Association, as its name implies, includes all hardwoods. Its members are made up of wholesalers and manufacturers located largely in or near the hardwood forest regions of the Eastern States.

Softwood Lumber Grading

"Softwood lumber, unlike hardwood lumber, is graded under a considerable number of different rules. Not only are the different kinds of softwoods graded under different rules, but the same kinds are, in a number of cases, graded under different rules in different parts of the country and even in the same regions. Such a condition causes frequent misunderstandings between buyer and seller and is confusing to one not familiar with the grading situation.

"The various mills originally made their own rules to suit their special conditions. While such a condition might be satisfactory where a mill supplied practically all the lumber used in its vicinity, as soon as mills with different rules for the same timber began to sell in the same territory, confusion and dissatisfaction were bound to result. As means of transportation grew easier and cheaper and lumber was shipped greater distances from its sources, organizations of manufacturers and dealers in different regions drew up rules to enable them to handle lumber of standard sizes and with less misunderstanding as to quality. By the use of such rules manufacturers could tell more satisfactorily the quality of lumber wanted by dealers and the dealers in turn could be surer that their orders would be correctly filled. These rules first classified the various kinds of lumber products, as siding, boards, ceiling, flooring, finishing, dimensions, etc., and then specified the size and number of defects, such as knots and checks, allowed in the various grades of each product. At first the rules were camparatively simple, but they have been expanded, and new ones added to cover special products, and the rules for any one product further subdivided until pamphlets of 50 or more printed pages may be required to describe the different grades, sizes and shapes of the various standard lumber products of one kind of wood.

"The most common defects specified in softwood-grading rules are knots, stained sap, shake, wane, rot, pitch, splits, and seasoning checks. Insepection is usually specified on the better or dressed side. However, factory lumber used for the manufacture of doors, sash, etc., which must show on both sides, is graded from the poorer side. There is a tendency to avoid definite detailed specifications for the different grades, especially in certain of the white pine grading rules, where only a general description of each grade and numerous examples of pieces that should be admitted are given. Consequently the grade of each piece may be left largely to the judgment of the inspector.

"Standard lengths, widths, and thicknesses of softwoods differ somewhat in the various rules and also in different classes of material and grades in the same rules. In some sets of rules standard sizes are not listed completely.

Standard Lengths, Widths and Thicknesses

"The various lumber products to which grades are given by the different lumber associations generally include finish, flooring, siding, ceiling, boards, timbers, fencing, etc.; and the numbers 1, 2, 3 and 4 usually with the term "Common" are used for grades of common lumber, boards, dimensions, etc. Other rules designate their highest grades of finish as 1, 2, and 3 clear, either with or without lower grades of finish material designated A, B. C. and D.

"Douglas fir is commonly graded under three sets of rules, one for rail shipments, one for domestic-cargo shipments, and one for export. The rules are issued by the West Coast Lumbermen's Association and the Pacific Lumber Inspection Bureau.

"These are separate organizations which co-operate closely. The Pacific Lumber Inspetcion Bureau is in effect the inspection department of the West Coast Lumbermen's Association. The West Coast Lumbermen's Association "Rail A" rules cover Douglas fir and Western hemlock, which are graded together, and also Sitka spruce and Western red cedar, both of which are graded separately. In the "Rail A" rules for Douglas fir and Western hemlock there is first a division made into a large number of classes of lumber, as flooring, ceiling, finish, common, dimension, timbers, etc.; and a number of grades are given under each class. The principal grades are Nos. 1, 2, 3, and 4 Clear Selected Common, and Nos. 1, 2, and 3 Common. The grade No. 1 Clear, however, is given only in vertical grain flooring and is practically free from all defects. Nos. 2 Clear admits a few small defects varying with the class of material. The "Clear" grades are finish material, while the "Common" grades are intended for other purposes, while the "Common" grades are intended for other purposes, such as common boards and timbers. Defects allowable in "Common" grades are naturally more serious than those in the "Clear" grades. Grades of the same name under different classes of material are somewhat similar as to defects allowed; there are sometimes wide differences, however, both as to sizes and kinds of defects allowed, due to the requirements of a particular class of material.

"Douglas fir timber varies widely in the quality of the wood itself, aside from defects. The West Coast Lumbermen's Association has very recently adopted the Forest Service density rule for securing high-grade structural material.

"The West Coast Lumbermen's Association also insures separate standard specifications for Douglas fir car material. The products and grades listed in these rules are as follows:

Siding, lining, roofing.....No. 2 Clear and Better, Edge Grained
Siding, lining, roofing.....No. 2 Clear and Better, Flat Grained
Decking, sills, framing.....Select Common
Decking, sills, framing.....No. 1 Common

Pacific Lumber Inspection Bureau Rules

"Two sets of rules, Export and Domestic, are issued by the Pacific Lumber Inspection Bureau for the use of cargo shippers:

"Export Rules.—Several classes of lumber are given, as Clears, Ship Plank, Deck Plant, Flooring, Ceiling, Siding, etc. Some of these classes have several grades and some but one. Boards are graded as No. 2 Clear and Better (Edge and Flat Grain), Merchantable, and Common. Flooring grades are Nos. 1, 2 and 3 Clear Edge Grain and No. 2 Clear and Better and No. 3 Clear Flat Grain. Stave grades are No. 1 and No. 2. Other products are manufactured in one grade only.

"Domestic Rules.—A classification is made into rough clears, common, factory lumber, flooring, ceiling, siding, etc.; and under each class several grades are given, as Nos. 1, 2, 3, and 4 Clear, No. 2 Clear and Better. Selected Common and Nos. 1, 2, and 3 Common. These grades usually differ considerably under each of the different classes. No. 2 Clear and Better in general allows a small number of small tight knots and pitch pockets; No. 3 Clear allows a large number of larger knots and pitch pockets. In the "Common" grades larger knots, pitch pockets, colored sap, and other defects allowable in construction material are omitted. Specifications are given for quite a number of products, such as tanks, cross arms, silo and pipe stock, ship planks and decking, mining timber, and railroad ties.

"Two sets of rules of the Pacific Lumber Inspection Bureau differ both as to classes of material and grades. There are a few grades, however, such as ship plank and flooring, which are practically the same in both sets of rules.

Western Hemlock

"In the Pacific Northwest, Western hemlock is graded under the Rail A rules of the West Coast Lumbermen's Association and the Domestic and Export rules of the Pacific Lumber Inspection Bureau. In each rule the grades are practically the same as the Douglas fir grades, although hemlock products are limited to flooring, ceiling, partition, different kinds of siding, finish, boards, shiplap, and dimension. In a number of the lower grades a certain percentage of hemlock is allowed mixed with an order for Douglas fir. In fact, in the grade of No. 3 Common for Douglas fir boards, dimension, plank, and small timbers any proportion or all hemlock is allowed. Douglas fir mining timber may be 15 per cent. hemlock. In No. 3 Clear flat flooring and in No. 3 and 4 Clear ceiling, partition, and siding hemlock in any quantity is permitted.

Englemann and Sitka Spruce

"Sitka spruce is graded under the Rail A rules of the West Coast Lumber Manufacturers' Association and both the Domestic and the Export rules of the Pacific Lumber Inspection Bureau. The Rail A and Domestic rules have identical grades for spruce—finish, factory, lumber, and box lumber. The Rail A rules give some 22 products in all, with one to four grades for each. The Domestic rules contain only the products previously mentioned. The Export rules of the Inspection Bureau have four products: Rough clear, rough shelving, round merchantable, and merchantable box, with one or two grades each. Englemann spruce is graded under the rules of the Western Pine Manufacturers' Association.

"Western red cedar is graded underthe rules of the West Coast Lumber Manufacturers' Association and the Pacific Lumber Inspection Bureau Domestic Rules. The rules covering Western red cedar in these two sets of rules are nearly the same. The Bevel Siding grades in both rules are Clear, A, and B, while finish and boards are graded as No. 2 Clear and Better, and Nos. 1 and 2 Common, respectively. Bungalow or colonial siding and porch decking have but one grade in both rules. In the Inland Empire, a few grades of the Western Pine Manufacturers' Association are used for Western red cedar to a very small extent."

A panoramic view of a camp crew of the Indian Lake Lumber Co. at Osaquan, Ontario

Progressive Northern Mill Has Many Features

Plant of Indian Lake Lumber Co. is Fast-Cutting One and Possess Thoroughly Modern Equipment—How Various Departments are Operated

In the more or less unknown regions of New Ontario several lumber companies have been operating quietly but effectively for a number of years. The sawmill owned by the Indian Lake Lumber Company situated at Osaquan, Ontario, is a fast-cutting plant manufacturing not only lumber but a considerable quantity of railway ties every year. The operations are directed by Mr. D. L. Mather of Winnipeg, who has been a progressive lumberman in this district for over a decade. The mill was designed for and built by Mr. T. F. Wilson of Kenora, who is also the superintendent, and has constructed six different mills for the same people at various locations.

This plant cuts during a ten-hour day about 3,000 railway ties, 20,000 ft. b. m. lumber and 20 cords slabs for snow fences. The season's cut is usually about 250,000 logs, pine, spruce, and tamarack, from which approximately 900,000 railway ties are made. The mill is linked up with the main line C. P. R by means of a two-mile, standard guage, spur track, so that the company's products are quickly transported to the various distributing centres.

Perfect Alignment of Machinery.

The building is of timber construction throughout except that the boiler house has corrugated roofing and sheathing, also a brick wall separating it from the engine room. One of the outstanding features in the construction is the great care with which the foundations and footings were designed and put in place, thus ensuring perfect alignment of the machinery at all times. This alone eliminates many hot bearings and other ailments peculiar to saw mills of flimsy construction.

The power plant is equipped with a Waterous 200 horse power rocker valve engine, a John Doty horse power Corliss and Robb-Armstrong 15 K. W. lighting set. Steam is supplied to these engines and the log handling appliances from two Waterous horizontal fir tube boilers of 175 B.H.P each, at 100 lbs. pressure. These boilers have dutch oven settings and are fired with sawdust conveyed directly from the saws. In the boiler house is installed a 15 horse power vertical engine operating a return conveyor from the fuel house to the furnaces. In the fuel house is stored all the surplus sawdust from the mill and shavings from the planing mill. The feed water from with the exhaust pipe from the 200 horse power engine. Two duplex 6" by 4" by 6" feed pumps, interchangeably connected are used, one to supply water to the boilers, the other for fire purposes and water works throughout the mill.

Modern Equipment of the Plant.

The machinery on the sawing floor comprises a Waterous heavy circular saw equipment, steel carriage with 10-inch gunshot feed, oscillating steam nigger, steam loader, kicker and bunt block. The cylinders of these latter appliances are, of course, placed on the ground floor. The lumber passes through a Waterous double edger with bull edger attachment feeding to a trimmer of the same manufacture. One special feature of the equipment is a larger horizontal band resaw, 10 in saw on 7 ft. wheels, built by the Diamond Iron Works. The machine is so placed that all large slabs from the circulars are passed through it, forming one-inch lumber. The slabs are returned until every available board is extracted. Smaller slabs and those rejected from the resaw are led into a pocket for loading as snow the pumps is heated up to about 200 degrees F. by passing it, first through an exhaust tunnel, then into a heater connected in series fence material.

The tie slasher is of the overhead type consisting of three saws spaced eight feet apart on a single drive. These saws also cut the snow fence slabs into eight foot lengths. From the slasher the ties of different grades are conveyed into their respective cars at the loading platform by means of a special arrangement of transfer chains and live rolls. Tie and slab ends fall into a refuse conveyor from which they are further removed and piled out for use as house fuel. The remaining useless material, such as thin slabs and edgings, are cut up by a four saw slab slasher from which they are conveyed to a cylindrical steelplate burner, twenty feet in diameter and seventy-five feet high.

The filing room is equipped with a separate steam engine for power, a Cavel automatic band saw grinder, two Waterous automatic grinders for circular saws, hammering and rolling table, brazing table, lap grinder and power forge, as well as the usual complement of swaging and hammering tools.

The boom is equipped with a 15 horse power steam winch for warping in logs and a Waterous marine saw for cutting up long timber into sixteen-foot lengths and crooked logs into eight-foot pieces. The use of this machinery is an innovation with the company in the present mill and has proved to be a decided success.

The lumber cut during the summer, amounting to about 1,250,000

View of the sawmill of the Indian Lake Lumber Co., Osaquan, Ont.

feet B M. is run through the planer in the late fall and shipped chiefly to the western trade. The planing mill is driven by a forty horse power Nagle engine supplied with steam from the main boilers. The machinery includes a Berlin 108 planer and a steam hoist for unloading lumber from the wagons and placing it on rolls leading to the machines.

How All Logs Are Handled.

Logging operations are carried on by the same company in the areas surrounding several lakes and rivers near Osaquan. The work is facilitated by the use of three West and Peachey alligator and an Adams gasoline pointer. In several places logs are driven

Typical camp of the Indian Lake Lumber Co. at Osaquan, Ont.

short distances necessitating the construction of three timber crib dams and two log flumes. The logging is supervised by Mr. Geo. Leach, ably assisted by Mr. R. G. White, who is also the night foreman of the sawmill during the summer months

In connection with the mill, mention might be made of the office building, sleeping camp and boarding house also designed and built by Mr. Wilson. These are two-storied frame structures, with plenty of windows and finished inside with V-joint material. The sleeping quarters are fitted out with steel frame bunks of the most approved pattern, and in all the buildings is a continuous supply of fresh water furnished by means of an Ericcson hot-air pump drawing from a well under the boarding house. The buildings are well heated in the winter by furnaces in the basements. Having clean and attractive quarters and boarding house seems to aid largely in the retention of satisfactory labor, for, considering the present difficulties in employment, this company was successful in keeping without much trouble, two shifts operating steadily all summer.

Forestry Car is Splendidly Equipped

In speaking of the Dominion Forestry Exhibit car which has been touring the Maritime provinces, a St. John, N.B., paper makes the following appreciative reference:

Perhaps the most interesting thing shown is the number of things, all made from wood. This includes samples of threaded pipe, sacks, twine, telescope cable, combs, shirtwaists, stockings, and bandages, besides the usual matches, jails and other well-known articles of commerce. Another phase of the same thing is the exhibit of chemicals obtained from the distillation of wood, acetene, acetic acid, chloroform, methyl alcohol and others.

A very clever model illustrates the different methods of making maple sugar and shows on one side an old-fashioned sugar camp and on the other an up-to-date one, fitted with the modern evaporators and syrup buckets. In front of this model is a bust of King George made entirely of maple sugar.

Another fine model is that of a fire ranger's station and shows the lookout towers and the portable telephones used to connect the rangers with headquarters when a fire is observed.

All the harmful insects are shown and samples of their work on the different kinds of trees are also given. It is estimated that these insects do $70,000,000 damage every year.

A small model of a tree nursery occupies a prominent place in one end of the car. These nurseries are now being used to restore forests in all parts of Canada, in many cases by the lumber companies.

A good many rather startling statistics have been prepared to show the amount of wood necessary to the country and to give striking examples of the care needed in the preservation of our forests and the restoration of parts already cleaned out. It takes a pile of spruce logs four feet high, four feet wide and 9,000 miles long to supply the newspapers of the United States for a year. One Canadian newspaper alone uses 200 trees every day, 10,000,000 ties are necessary every year to keep the railways of Canada in repair, and one company turns out 80,000,000 matches every day.

G. G. Blyth, assistant secretary of the association, who is in charge of this car, reports that they have had large crowds in all the places where they have stopped and that everyone has co-operated to make the trip a success.

What Standard Lumber Sizes Mean

Representative Conference Will be Held in Chicago Shortly to Consider Progressive Step

The need of standard sizes for all the different lumber products has been felt for some time, due to the exceedingly numerous and constantly changing sizes, and the action of prominent lumbermen in promoting standardization presages another prograssive step in the lumber industry. The United States Forest Products Industrial Research Laboratory at Madison, Wisconsin, has been co-operating during the past year with the National Lumber Manufacturers' Association in working out an equitable basis for standardizing softwood lumber sizes. Some of the benefits to be derived from the standardization of sizes are as follows:

1. It makes possible a common language for all. The consumer can substitute one species for another with assurance of getting material of the same size. Similarly, if a contractor starts to build several houses and orders his millwork, sash, doors ,etc., based on certain lumber sizes as to stock around which the casing fits, the kind of wood can be varied as he desires.

2. Architects and purchasers can order more rapidly with one set of sizes,—looking for sizes scattered throughout different grading rule books is eliminated.

3. Material of standard sizes is more salable and by increasing the consumer's goodwill creates and adds value to the products.

4. Building design is simplified, since fewer sizes can be used.

5. Uniformity in construction results, regardless of the grading rules under which the material is purchased. Manufacturers now can not standardize millwork, etc., because it is dependent upon the sizes of the lumber used in building.

6. Remanufacture of larger sizes to match smaller sizes will be reduced and greater utilization with less labor and expense result. The architect frequently designs a building in accordance with the minimum sizes of lumber which may be furnished rather than on a species that can be procured in larger sizes.

7. Standardization of sizes eliminates local legislation on lumber sizes which confuse manufacture and distribution. Such legislation has been already suggested.

8. Standardization makes for fewer sizes and hence greater efficiency, ease and accuracy in lumber grading.

9. It equalizes competition between manufacturers, because present differences in overrun and freight charges are important factors in determining price.

10. It makes possible uniform practice and sizes in re-sawing.

11. It makes possible a fewer number of drying schedules in the kiln drying of lumber. At present the actual thickness of lumber of the same and different kinds cut under the rules of different associations often varies several per cent.

The National Lumber Manufacturers' Association has issued a call for all manufacturers, consumers, and others interested to meet September 28 and 29 at the Congress Hotel in Chicago, at which time action will be taken on the standardization of sizes for all softwood lumber.

Eastern Cut May be much Reduced

According to a well-informed lumberman, who operates on the upper tributaries of the St. John River, there will be a considerable falling off in the lumber cut in New Brunswick the coming season, as compared with last. There being practically no demand for manufactured lumber, the mill men will be obliged to carry over a large part of this season's products, and will not be in the market, to any heavy extent, for "season" logs. There is no call from Boston or New York centres, which have always taken a large part of the St. John product.

The cause for slackened demand is attributed to the fact that builders are unable to secure other essentials entering into construction work, more especially cement.

At a recent meeting of the Surrey Council a letter was read from the White Rock Tie and Lumber Company, per George Thrift, offering $1.75 per thousand stumpage, or a lump sum of $450 for timber on the N. E. and S. E. quarter of Sec. 15, Tp. 1. This land has reverted to the council from tax sale, and the company are logging adjoining property. It is situated between White Rock and the Johnston road, and comprises some 200 acres.

Clerk Lemax explained that the council had not got the deeds to the land, and the matter accordingly dropped.

Delegates See Forest Monarchs Felled

Visit to Capilano Timber Company's Plant—Journalists Take Trip on Western Logging Train

With his spiked shoes gripping the sides of the giant Douglas fir and the weight of his person held by a strap around the trunk and his body, Nick Nickson, crack toprigger of the Capilano Timber Company, freely swung his axe, 150 feet above the ground. Powerful blows quickly made their impression through the thick bark and into the heart of the forest giant. Presently forty feet of tree top leaned over slightly away from the trunk and suddenly it hurtled far out into the air and crashed to the ground. Another spar was ready for logging operations for a thousand feet in area.

The feat of the Russian woodsman, his sang froid manner in the midst of such a spectacular accomplishment, was a sight that a few months ago created the wildest enthusiasm among the members of the American Editorial Association who witnessed it. Recently the visiting members of the Imperial Press Conference and their wives, forming a party of nearly 150, were treated to the same experience. The result formed an interesting comparison between the temperaments of the Englishman and the American. Both were undoubtedly impressed with the scene, which to the great majority was a novel one, but they showed their appreciation in widely divergent ways. A startled expression and a surreptitious movement towards pencil and notebook, so that he could relate in realistic manner, this splendid sight to his fellow countrymen, was the Imperial pressman's way.

Then the Imperial visitors were given another thrill. A crew of loggers attacked another great sentinel of Crown mountains. Experts upon whom, in the first instance, depend the lumbering industry of British Columbia, with axe and saw, soon brought the monster tree to earth with a crash that resounded throughout the surrounding hills.

"It will be 300 years before another tree like this grows to take its place," said one of the newspapermen, when the noise and dust had subsided.

"There were 20,000 feet of lumber in the tree," observed a writer for a trade journal.

Others were deeply impressed with the significance of the scene, but they were not newspapermen and made no comment.

Thus in their various characteristic ways the distinguished visitors enjoyed the many thrills provided for their entertainment by Mr. G. G. Johnston, manager of the Capilano Timber Company.

To the majority of the members of the Imperial Press Conference, the day's outing on the North Shore was an unique experience. They had heard much of the great lumbering industry of British Columbia and had been prepared to expect much and if their comments on the conclusion of the day were a true commentary, the realization was equal to their expectations.

They were given a close-up picture of interesting stages in the logging industry, not the least of which was the final passage to the water of the trees they had seen felled on the mountain side, ready for shipment to the sawmill.

In a logging train the guests followed a long line of great logs along the company's track to Burrard Inlet, and it was a revelation to them to observe the expeditious manner in which cars of logs, many feet in girth, were so easily tipped by a steel cable, operated by a donkey engine, into the sea, with a great splash, sending the water many feet in the air. On one occasion the steel cable broke and here the visitors were given a striking illustration of the efficiency of Canadian lumber jacks, for it seemed but a minute or two before one of the employees of the company had spliced the cable and immediately afterwards more carloads were being thrust into the sea.

The visit to the Capilano Canyon was another unforgetable experience. Joyously Lord Burnham and his associates walked the swaying bridge and like the thousands who have preceded them, speculated on what might happen should the cable break. True, it may have been that His Lordship inadvertently referred to the canyon as a "gien," but he was not then selecting his words for the story he will relate to his friends when he returns home.

The climb on the train up the steep side of the mountain was a novel experience, the powerful engine overcoming the seemingly impossible grade after a struggle and great clouds of steam and smoke. The scene at the point where the loggers were working loading the cars with logs brought numerous cameras into action.

It was a fitting climax to a day replete with such new experiences that another surprise awaited the party when a logger's meal was served at the bunkhouses of the timber company. It was a meal not soon to be forgotten by the excursionists, whose appetites had been whetted by the mountain and an unusual exercise, climbing over fallen trees and through underbrush. Piping hot soup and tasty veal with dressing, new potatoes, bread that invited another slice, fresh tomatoes, cucumbers, green onions, with a tang, sausage roll, jelly rolls, cake, peaches, coffee, the aroma of which filled the room, butter that had no equal, sauces and pickles of many varieties and other palatable delicacies added zest to appetites that required no coaxing.

It was explained that it was an average meal served in the camp, with the addition only of paper napkins.

The women in the party inspected the spotlessly clean kitchens and were flattering in their praise. Everyone showered compliments on the cooks, and, after visiting the bunkhouses of the employees, the management of the company received flattering words of commendation for the manner in which the men were accommodated. The sleeping quarters, with their white, clean walls, comfortable beds with white sheets, and the beautiful flower boxes at every window in the camp, every box with half a dozen varieties of flowers in full bloom, caught the favorable attention of every member of the party.

At the conclusion of the day's trip on the North Shore, Lord Burnham's comment that, it was an experience and pleasure that would stand unique among the many wonderful entertainments that have been provided for his party in Canada, was one that it was quite evident from the general conversation, expressed the sentiment of each member of the party.

New McGibbon Mill is Fire Proof

The new sawmill of the McGibbon Lumber Co., Penetanguishene, which has been in full operation for some time past, replaces the old one which was burned down last October. Although last winter was a very severe one, the company managed to build the mill and start cutting on July 3rd. It was erected under the supervision of James Warnock, a Scot of the old school, who is an expert millwright and mechanic. The foundation is concrete on piles. The lower storey is built on 12 in. x 12 in. pine, and the upper storey, 8 in. x 8 in timbers, with a filing room on the third floor. The mill is as fireproof as it is possible to have it, and is whitewashed throughout, with

The new fireproof mill of the McGibbon Lumber Co. recently completed and put in operation at Penetanguishene, Ont. The mill is covered with sheet metal and represents the latest ideas in construction.

hydrants upstairs and downstairs. The whole structure is metal-sheeted and with equipment cost $100,000.

The mill has a heavy double-cutting Waterous band saw, Waterous carriage and Mershon resaw. The installations are up-to-date in every respect with slash table, modern trimmers and lath mill. The capacity is about 60,000 ft. of long lumber per day, and 40,000 pieces of lath in ten hours. The power house consists of three 72 in. x 18 in. Goldie & McCulloch boilers, carrying 125 lbs. of steam. Dutch ovens are installed and the power is supplied by a 28 x 38 slide valve engine. The boiler house is constructed of concrete and brick. The lumber is taken out on cars 12 ft. high and requires three gangs of pilers.

The McGibbon Lumber Co. have a stock of logs amounting to 150,000 pieces, which they will not be able to finish cutting this season, but they look for an early start next spring. The production of the mill this year has been sold to the R. Laidlaw Lumber Co., Toronto.

Paper Salvage From City Rubbish

Thirty per cent. of the total weight of city rubbish, exclusive of ashes and garbage, as proved by a recent test by a Continuous Beater Company of Ohio, was a fiber suitable for making the coarser grades of paper. The Bureau of Standards at Washington describe this test. For it 70 bales of rubbish weighing about 37,570 pounds were sent from Pittsburgh. The rubbish was not sorted except to take out.

Specialist in Hardwood Lumber

J. A. R. Racicot, Sherbrooke, Que.

J. A. R. Racicot is a member of Boisse & Racicot, wholesale lumber dealers, Sherbrooke, Que., which firm was organized about a year ago. They have a sawmill at Bonally Lake, P. Q., and have recently moved into new offices in the Olivier Building, King and Wellington Streets, Sherbrooke.

Boisse & Racicot specialize in hardwoods, in logs or sawn lumber, and deal in pine, spruce, hemlock, beech, birch, maple, ash, elm, basswood, as well as ties, posts, shingles, lath, etc. The senior partner of the firm, H. Boisse, resides at North Stukeley, and has been operating a saw mill at Lake Bonally for twenty years. He has a wide insight into the manufacture of lumber with which he is thoroughly familiar.

Mr. Racicot was formerly manager of the Elmitt Lumber Co., Limited, and also managed the business of A. Trudeau of Sherbrooke, wholesale lumber dealer, and six years ago Mr. Trudeau presented him with a half interest in the business in appreciation of his faithful service and valued work. The year following Mr. Racicot, owing to ill-health, had to discontinue business for three or four years, and it was not until last fall that he joined Mr. Boisse to operate mills and conduct a wholesale lumber business.

The firm report that trade with them has been steadily increasing and it is their intention to erect another mill during the coming season. A large portion of their trade is in Ontario and the U. S. A. They consider that they are fortunate in having their head office in Sherbrooke, which is the centre of the best hardwood district in the Province of Quebec.

Will New Brunswick Minister Step Down?

Hon. Dr. E. A. Smith, Minister of Crown Lands, is said by an eastern newspaper to be about to retire from the provincial government of New Brunswick.

Pressure of private business is being given as the reason for his impending retirement, by his colleagues in the cabinet. The journal in question says, however, that rates of stumpage for lumber cut upon the Crown lands and matters connected with the location of New Brunswick's first game preserve are the questions over which the differences have occurred, causing the first resignation that has taken place in the Foster Cabinet. One of the Government caucuses last season was the occasion when the row over the game preserve was staged, says the newspaper. "The location which had been approved by Dr. Smith for the sanctuary interfered with hunting grounds and other interests in Victoria county, and Hon. J. F. Tweedale, Minister of Agriculture, after the matter had been often discussed at cabinet meetings, took the question to the caucus as a court of last resort. The result was a sizzling row before all the government supporters, which caused a lot of talk about the lobbies. When the stumpage question came up, it is said Dr. Smith personally favored a rate of not less than $7 a thousand and it is even declared that, supported by his deputy minister, he thus recommended to the Government as Minister of Lands and Mines. The Government's decision was a $5 rate and Dr. Smith's impending retirement is said to be the direct result."

When Premier Foster was asked if Hon. Dr. Smith had resigned, he declined to either confirm or deny the report, and said he had nothing to say in the matter at this time.

Working Out Plan to Settle Disputes

At the Annual Meeting of the National Wholesale Lumber Dealers' Association, held in March, Mr. J. B. Montgomery, Pittsburgh, Pa., Chairman of the Arbitration Committee, submitted a recommendation which was unanimously adopted by the convention, authorizing the committee to approach other lumber associations with a view to working out a plan to arbitrate disputes between a member of one lumber association and a member of another association. The by-laws of most lumber associations cover the question of arbitration disputes between their own members, but there is no arbitration method covering disputes between a member of one association with a member of another association.

Mr. Montgomery and Mr. E. F. Perry, secretary of the National Wholesale Lumber Dealers' Association, have since been in correspondence with a number of lumber associations and the replies received indicate a strong desire to attempt to work out some inter-association arbitration plan on a practical basis, and it was planned to hold a conference of association representatives during September, to discuss this important subject. The Yellow Pine Wholesalers' Association has called a conference of association representatives to meet in Cincinnati, Ohio, October 7th and 8th, for the purpose of taking up a number of subjects, including arbitration, and in view of the enactment already existing in favor of a more extended application of the principle of arbitration, the proposed conference in October will afford an excellent means for a full discussion of this subject. The National Wholesale Lumber Dealers' Association is very much encouraged with the prospect of formulating some method that will avoid unnecessary litigation on lumber disputes, and it seems now that the way is open so that the various lumber associations may get together on a satisfactory plan which will accomplish the end sought for.

Press Delegates Visit Big Sawmill

Speaking of the recent visit of the Imperial Press delegates to Vancouver, B. C., a press despatch says: At Hastings Mills Lord Burnham and his colleagues were met by Mr. Eric Hamber, Mr. J. A. Hendry and Mr. A. J. Hendry. They welcomed the press party and saw that each visitor was presented with a handsome memorial of the visit in the shape of an illustrated card, containing an official welcome, a splendid reproduction of photograph of lumber stored on the docks and a brief detailed history of the mills. Then the tour of the plant commenced. The dry kilns were opened, the planing department seen, and the log pond visited. Here the great timbers were being snaked upon the iron carriers and turned over to the saws. One particularly large stock was just going up when the party arrived. It was stopped and every one mounted it to pose for still and active pictures. Then on through the whine of the great saws, the thunder of flowing timbers, the whirr of pulleys and belts.

Arriving on the other side of the plant they found the big log on which they had stood at the pond was again waiting them. But this time it had been trimmed down to the form of a gigantic squared timber sixty or seventy feet long. Again the entire crowd mounted the stick and smiled at the photographers.

Claim for $54,000 Was Dismissed

Mr. Justice Guerin of Montreal, has non-suited in the Superior Court the Canadian Last Block Company Limited, whose instance was taken up by Alexandre Desmarteau, liquidator for plaintiff company, in an action against Narcisse Lord and Pierre Trahan of St. Johns, Que., for $54,346 damages alleged to have been suffered through seizures being placed upon plaintiff's goods and salaries by defendants.

Messrs. Lord and Trahan were the principal proprietors of the St. Johns' Improved Last Block Company, and they sold their business to the plaintiff company, receiving payment in debentures. The seizures were made through alleged failure of the plaintiff company to meet the interest dues, but they could not be sustained because the plaintiffs had given the Royal Bank of Canada a prior privilege claim on their properties.

The court found the plaintiffs had reason to believe that the plaintiff company had not honored its obligations towards them, and to believe that they had a right to seize the effects on which they considered they had a privileged claim under their contract of sale.

The action was dismissed, with costs.

Mr. Grainger Returns From Conference

Members of the forestry branch welcomed Chief Forester M. A. Grainger recently in Vancouver. He arrived with the Imperial Press Conference delegates, having attended the British Empire Forestry Conference in London. He spent the day at the Vancouver office, going over affairs affecting this district.

The London conference was the initial event of its kind, at which co-ordinating machinery to conserve the timber properties of the entire Empire was set in motion, said Mr. Grainger. Eighty delegates were in attendance, representing every outpost of Tmpire. The next conference will probably be in Canada, in 1923, after two years of the outlined policies have been in operation.

Throughout Britain large areas of Douglas fir and Sitka spruce are being grown from cones supplied by British Columbia. It rained every day Mr. Grainger was in England and he is convinced that the moist climate will materially aid the experiment to create timber reserves.

Getting Foothold in Retail Lumber Arena

How Enterprising Dealer Surcharged with Public Spirit Captured Trade and Brought About Numerous Improvements on Main Business Street

By W. Arthur Lynn

Jefferson attracted me from the outset. It was when I was passing through the southwest part of the State of Indiana looking over the possibilities of the farm trade in the lumber line early in the fall of 1918, soon after Armistice was signed, that the future of this town appealed to me.

A prettier little place I had never seen among the rich and rolling farming country on the banks of the Wabash. The rural lumber requirements looked good to me and a blind man could have visioned the rapid growth of the town situated as it was in the heart of so prosperous a countryside.

I moved into Jefferson and opened my lumber yard early the following spring and only a month had elapsed when I knew my move would cause me no regret. True, building was by no means in a healthy condition in those dark days, but I managed to take a part of the business that offered as the farmers and town people were forced to do a certain amount of building and repairing to keep things going till the silver lining appeared a little brighter.

Playing the Game Aggressively.

My competitor was well established and prosperous, his grandfather owning the business before him and was the only retail lumber merchant in the town before I opened up on the opposite side of the place. A good future was before me and in that town and section lay my bread and butter if I played the game right and placed my propositions and business in a more attractive style than my competitor. I was a stranger to be sure, having only a few casual acquaintances, but I was young and sure of prosperity if I chose to promote my business along the right avenues. Everybody was prosperous and money was being made as it was never earned before , and I argued if people could afford to pay ten dollars for a few minutes ride in an aeroplane, why I decided it was up to me to show them a better way to invest their money and yet have something to show for it in time to come which they would be not only be proud of, but which would lead them to recognize the higher objects in life,, of which better homes and dwellings are among the foremost.

That summer brought me many friends and my family became as much attached to the town as I was myself. Many an evening I spent turning over new methods in my mind for the extension of the business and the most cherishing thought that passes through my mind today is the fact that it was not all without reward. As I mentioned before, Jefferson was really an attractive and budding little city. One of the most pleasing characteristics was the presence of the cosy bungalow style of domicile which was very popular in that section of the country. A large percentage of the residents of Jefferson had moved in from larger cities with the opening up of several plants and factories and with this new element came a wider view, a better taste, and a new awakening which gradually manifested itself in the older residents of the town. In describing this new life of Jefferson which of course came about in a gradual manner, would say, it showed most brilliantly in the middle classes. The grass in front of the houses was kept tidier, and on one street as I passed along one spring evening there were no less than ten houses within a single block being repainted by the dweller as if in competition to his neighbor.

Got More Favorable Impression.

It was these little surface improvements to the already pleasing residential sections which gave me my idea as I walked down our main street one Saturday evening in company with my wife. There was something about that street that puzzled me. After strolling through other parts of the town which were already taking on that up-to-dateness which is so pleasing to the first glance of the stranger, this street was different not only because it was purely a business thoroughfare, but it was not at all in keeping with the rest of the town.

At the corner my wife spied a neighbor friend and crossed the sidewalk to speak for a moment. I stood and looked down the opposite side of the street, and as the thought had just entered my mind I took this chance to exploit it. The general lines of the street were those which could be found in any of the larger cities of the country, but the store fronts looked old-fashioned and shabby against the background of the other more modern parts of the town. The stores were of that old, country store type, square, boxlike, with panels crossing the window area converting the glass into several sections. The platforms just off the sidewalk were badly worn in many cases, while wooden pillars, which were entirely out of place, often adorned the entrance, which is a typical feature of small town stores. The interiors of others could be made much more convenient both for customer and merchant in the rearrangement of counters, showcases, etc., allowing for more floor space which would facilitate better display.

I went home that evening fully convinced that the storeowners could not only improve the appearance of our main thoroughfare, but could also attract more business and increase their bank account with an up-to-date store front. I realized from the first the necessity of showing these men where it would directly benefit their interests, and would unconsciously attract the public because of its openness and bright appearance as compared to the old style front.

Good Front Brings Business.

My first step was to send away for some modern plans of store fronts showing attractive color designs for the painting and decorating and illustrating the completed structure. My next move was the taking into confidence a contractor with whom I had had several previous dealings, and of whom I could depend upon to see the actual building end through to the best of satisfaction. Our next problem was to pick the right prospect for a start, as a bad beginning has often wrecked the most promising business chances. We spent considerable time on this point, and at length agreed upon one of the larger grocers to whom we would place the proposition first, Armed with bright plans suitable for grocery stores and fully convinced ourselves of the mutual benefit to be derived from the alterations, we called upon our choice, believing that if we could land this first man who was well known as an honest and practical business man, no more than the usual trouble would be encountered with the rest. We placed our proposition with this man in a business-like manner, suggesting the benefits which could be the only possible outcome of such an improvement and giving him a good idea as to the ultimate cost, at the same time visualizing for him the completed store front, modern and attractive, increasing his window space which meant better displaying, an opportunity he could not afford to lose in the advertisement of his merchandise.

The doors, illustrated in the designs, proved to be a good drawing card, as they allowed more light into the interior of the store and were a decided improvement upon the old warped entrance which was passed the period when paint would cover the multitude of sins.

The tasteful colors, which the illustrations brought out to good advantage, afforded an excellent idea of how much more attractive the new front would be to the public eye, in comparison to the dull, prison-like appearance of the present one which was defeating the purpose of the business it was supposed to be in harmony. Of course at first thought, as we anticipated, the merchant considered the suggestion as entirely foreign to his interests, but after listening to our further explanations in a broad-minded way, he assured us he would give the proposition every consideration.

The first contract was secured a week later from the grocer. Construction was started immediately, my yard supplying the lumber, nails, paint, etc., of which I carried a side line of the latter, while friend contractor did himself particular credit by turning out a first-class job. Our first store front completed, certainly looked all we had prophesied, and to help it along we suggested a big advertisement campaign to be launched by the grocer, aided by a snappy window display. The merchant recognizing the timeliness of the suggestion, spared no pains in the preparation of his window and distribution of circulars, etc., at the same instant advertising our interests in a model way.

Business Rolled in Rapidly.

The following month we secured eight more orders for remodelling store fronts, giving voluntary suggestions such as slanting windows for the gents' furnishers, encouraging the passer-by to step off the sidewalk to obtain a closer view of the window display, and consequently bringing the public nearer the actual entrance where a complete view of the store itself could be obtained. To the Chinese restaurant, when securing their desire for the improvement, we suggested a fern plant to be placed in the window instead of the ugly flypaper to which it had previously been decorated. Little suggestions given in an entirely modest manner not only helped the sale along,

but left a feeling of confidence that we had their best interests at heart which could only do one thing for our business—boost it.

At the termination of three months' time practically every store owner on the street had made the alteration to his front, while many had the interiors completely done over. Those who could not see their way clear, acknowledged the advantage of the improvement and voiced their intention of taking the step forward in the very near future.

The growth of Jefferson after the revolutionizing of the main street has been remarkable. Capital and labor were attracted by the new and prosperous appearance of the town.

We turned our main street inside out and today it stands out in complete harmony with the rest of the town. Old boys returning home for a visit and people who have not been in Jefferson for several years all comment upon the up-to-date and modern appearance which greets them at every turn, and it is with no small degree of pride that I view our main street of today with the satisfaction that my suggestion, which was, after all, only a small part of the programme of the day, placed me on my feet in my new surroundings and advertised my business, putting me in line for the trade that is now offering with the gradual increase of building, which we one and all sincerely hope will continue to thrive.

Manouan Pulp and Paper Company

Atlas Bond and Security Corporation announce that they have recently underwritten the entire issue of $2,400,000 of bonds and debentures of Manouan Pulp & Paper, Limited, carrying a bonus of common stock.

This company, which was organized about ten years ago as a holding company, is now developing a power on the St. Maurice River just below the confluence of the Manouan and St. Maurice Rivers. They have also owned for many years extensive pulp limits adjoining Laurentide, Belgo-Canadian and St. Maurice Paper Company limits.

It is proposed to build a 100-ton ground pulp mill immediately, with the ultimate idea of adding large sulphite and news print mills later, the power now being developed being more than sufficient for that purpose, consisting as it does of about 38,000 h.p. The power which is known as Allard Falls, is one of the last remaining large power sites on the St. Maurice.

The Atlas Bond Company state that they have already placed by private offering the major portion of the issue, and expect to make a public offering of the remainder during September.

The vice-president of the company, J. S. Rigby, announces that following the recent death of Frederick Abraham, the late president of the Atlas Bond Company, arrangements have been made whereby a well-known Montreal financier will shortly join their company in an official capacity.

Service and Personal Touch Will Win

What happened? Just two things could happen. If the dealer is on to his job and keeps busy at it, he not only furnishes the plan but sells the material; but if he is one of the other kind and his prospect has read all the good reading sent him by a high salaried man kept just for that purpose, then the mail order house gets the business, says J. W. Lamm of Danville, Ill., in the "American Lumberman."

We have been in the retail business for thirty years and for the last eight years were in a small town of less than two thousand and out of this town went every month more than $50,000 to the mail order house. In that time not one house job in our territory was shipped in by the mail order house, although we naturally had them to compete with at times.

How did we do it? First by using the brain given us for that purpose. We know architecture and could draw plans, which every retail dealer should know. Right here, if you do not know how to draw and read plans, take that spare time you have, get into a good correspondence school if you are too old to go to college, and work until you know how.

In all our experience there has never been a published plan that just suited the one who wanted something like it. Always a room changed, one added on, this or that moved around or something that did not exactly meet the likes of the prospect. Right here is where architecture comes in. You can easily convince your prospects that you can and will draw them plans just as they want them, give them as many sets of blueprints as they want, and all free, gratis, for nothing. At the same time let them know that when they have your plan they will have one that their neighbor, or the entire neighborhood for that matter, cannot have. When you get to draw the plan you have the battle won.

If you cannot draw plans, get a line of good planbooks and work on them until you can draw yourself. Keep your contractors on your side and you have made another friend who will send the business to you.

The American Lumberman has been full of the following for years, but it is worth repeating. Keep in touch with your trade. After your day's work is finished, get in your little gas wagon, take your wife if you have one. If not get one or your best girl and drive out to see some of your farmer friends. While she is helping the wife clear up the dishes, playing with the kids or "kidding" the wife along as any woman knows how to do, you get busy on John. If you do not know the farm let him do most of the talking. More than likely he belongs to the same lodge you do. Talk to him about the last third degree. But do not talk shop unless he mentions it. It is not a bad idea to look around at his buildings, and if a roof needs repairs, or a new barn is required, stop and look, let the subject you are on lag a little and he will bring up the subject that is near your heart. Then you can finish it.

There are a number of ways to keep it from happening, and we believe that by knowing plans, keeping a smile on your face, studying the handshake and remembering to use it, learning to read human nature and above all things using the brain matter given you, there will be very little mail order business coming into your territory.

Active Experience in Lumber Game

H. R. Van, Quebec, P.Q.

H. R. Van of the Louise Lumber Co., Limited, wholesale lumber dealers, Quebec, was one of the most active members of the reception committee at the last annual convention of the Canadian Lumbermen's Association, held in the ancient capital, and was met by a large number of gentlemen from Ontario and the West. He is vice-president of the Louise Lumber Co. and in the vocation of lumbering has had a quarter of a century's active and varied experience, from the stump to the manufactured article.

Mr. Van started as a boy with his father, who was in the lumber business in the townships of the Lake Megantic district, and continued with him until 1907, at which time he bought out his interests in that vicinity and conducted the same under his own name until the fall of 1917, when he disposed of his holdings. He then started in the wholesale game and has since been associated with the Louise Lumber Co., which has built up a large business.

Our strongest competitor is our old friend "Cancelled," says the house organ of a western lumber firm. We have lost more business to him this year than to all our other competitors combined. Almost half of the estimates we have figured this year have been cancelled. We do not know whether this is a greater or lesser amount than in previous year as we have no comparative figures, but we do know that the proportion is entirely too great. It ranges all the way from nothing at some of our yards to as high as 80 per cent. of the total business figured at others.

It Isn't the Town—It's You

"If you want to live in the kind of a town
Like the kind of a town you like,
You needn't slip your clothes in a grip,
And start on a long, long hike.
You'll only find what you left behind,
For there's nothing that's really new,
It's a knock at yourself when you knock your town;
It isn't the town—it's you.

Real towns are not made by men afraid
Lest somebody else gets ahead,
When everyone works and nobody shirks,
You can raise a town from the dead.
And if while you make your personal stake,
Your neighbors can make one, too;
Your town will be what you want to see,
It isn't the town—it's you.

Lumber Firms Unite Their Forces

An amalgamation of the Canadian interests of the Export Lumber Company, which for forty years, has been well and favorably known to the Ottawa lumber market and the Canadian lumber trade in general, has taken place and among the Ottawa changes, in connection with the newly incorporated company, to be known as the Taft-Davis Lumber Company, the extensive piling grounds of the organization covering thirteen acres on Preston Street and south of the G. T. R. tracks have been taken over. The grounds are assessed at over $25,000.

The amalgamation of forces of the Export Lumber Co. which has its head office at Boston, Mass., and the selection of Mr. A. Mayno Davis, president of the McAuliffe Davis Lumber Co. (who occupies the same position in the new company) is a concerted step on behalf of the export interests toward the abolition of the previous offices of the company in Canada, and the bringing of the Canadian business under the one head at Ottawa.

The capitalization of the new company, which in certain circles of the lumber trade is regarded as being extremely low in comparison with the scope of the new concern, is $600,000. This capitalization, however, is explained somewhat by the fact that the principal shareholders, of which the Export Lumber Co. is chief, is a close corporation. The officers of the new company are: President A. Mayno Davis, who is also head of the McAuliffe Davis Lumber Company. Mr. W. Allen Taft, president of the Export Lumber Company, Boston, is vice-president, and Mr. Gilbert Allen, formerly of the Export Company is secretary-treasurer.

Mr. Davis came to Ottawa in 1896 and first engaged with the Export Lumber Company with which firm he remained for ten years, then forming the Chaudiere Lumber Co. which was situated on Chamberlain Ave., and after three years of operation in 1909 was absorbed in the amalagamation leading to the formation of the McAuliffe Davis Lumber Co.

Mr. W. Allen Taft, the vice-president, is a son of the late Waterman A. Taft, former president of the Export Lumber Company, who died about two years ago. Up to the time of his death Mr. Taft, Sr., was one of the best known lumber salesmen and buyers in both the American and eastern Canadian lumber markets. His son succeeded him to the position of president of the company.

Mr. Gilbert Allen, secretary-treasurer of the company, has for over the past twenty-five years been a valued member of the Canadian branch of the Export Lumber Company. Mr. George I. Dewar, a well known Ottawa citizen, was formerly the Canadian manager of the Export Lumber Company.

The Export Lumber Company did a business of around fifty million feet per year, which was largely distributed between the Canadian trade and the forwarding of the remainder to the headquarters of the company at Boston for sale on the American market.

The chief business of the new company will be that of wholesalers, and will be principally confined to buying and sorting. The company, which has its head offices in the Jackson Booth Building, intends to carry on both an export and domestic trade and will principally pay attention to white pine stocks. It is announced that it intends to keep on hand around 20,000,000 ft. of dry and semi-dry stock of various grades. The new company operates under a Dominion charter.

The interests of the McAuliffe Davis Company which are largely of a retail nature, are, the "Canada Lumberman" is given to understand, not going to be affected. Mr. Davis will remain as the president of the new companies.

General Survey of Lumber Field

The Labor Gazette, Ottawa, in its last issue presents the following interesting review of the lumber industry in Canada from Coast to Coast:

Charlottetown reported quiet conditions in the lumbering industry during July. At St. John and Fredericton the saw and shingle mills run steadily. Two lumber camps at Bathurst were opened up during the month, and full operations in eight or nine camps were to start as soon as men could be secured. In Quebec district the saw mills worked to capacity on the season's cut, and at Sherbrooke the saw and shingle mills were also very busy. The saw and shingle mills at Ottawa and Hull had a busy month. At Pembroke the mills ran steadily, but shipping was hampered by shortage of cars; men were in demand early in the month for shipping pulpwood; the low water holding up one or two drives may curtail operations later in the season. Saw and shingle mills at Peterborough continued very busy. Timmins reported some demand for sawyers, setters and trimmers, all the mills being busy. At Owen Sound, saw mill workers had an active month. At Sault Ste. Marie men were in demand for the pulp and pine woods, and also to cut cordwoods; men were required for the sawmills at Port Arthur. Sawmill workers were in demand at Prince Albert. Edmonton reported a shortage of mill workers and bushmen. At Fernie all the mills worked fairly steadily in spite of unsettled market conditions; occasional shortage of labor was felt, and there was some difficulty in transporting logs to the mills; about 700 feet of flume used for this purpose, was destroyed at Boulder Creek in a bush fire, which also burned 2,000 newly cut logs. Nelson and Trail reported the lumbering industry fairly active, some mills having sufficient men and others running short handed; a new sawmill on Porcupine Creek was working to capacity. Experienced millmen and bushmen were in demand at Cranbrook, Kamloops and Chase. At Vancouver the coast lumber and shingle mills and camps were reported still fairly busy, though conditions were somewhat unsettled; small tie camps scattered through the country were generally busy. New Westminster reported activity in the saw and shingle mills, but some large mills were temporarily closed for repairs or stocktaking. Loggers and bushmen were in demand at Prince Rupert. Victoria reported activity in the lumbering industry, excepting shingle mills. Nanaimo also reported lumbering rather less active on Vancouver Island; the logging camp and sawmills at Port Alberni closed down early in the month, but re-opened later.

Lightning Causes Many Forest Fires

Of a total of 102 fires handled so far this season in Washington, forty were caused by lightning. Losses of timber and logs aggregated about $12,000 and logging equipment loss has been slightly more than this, says "The Forest Patrolman" of Portland. In the territory covered by the Potlatch Timber Protective Association, Iaho, out of 23 fires the last half of July, 20 were caught by lightning, and during the same period 30 out of 31 fires reported by the Clearwater Association, Idaho, were lightning fires. There have been no serious fires so far this season in Oregon.

The average annual loss in the United States from forest fires is about $28,000,000.

Oregon, with 1/5 of the timber in the United States, and the third state in lumber production, expends $27,000 to maintain a State Forester and his assistants and carry on protection in the field; Washington, the leading state in lumber production, spends only $40.000, while Maine, most of whose forests have been cut over several times, expends more than $100,000 yearly for forest protection, and Minnesota, about $125,000.

Acquires New Tract of Timber

The Emporium Forestry Company of Utica, N.Y., which owns a large tract of about 90,000 acres of timber between Cranberry Lake and Tupper Lake, which it has been lumbering for the past several years, has just acquired a tract of 8,000 acres from the International Paper Company in the region south of the Brandy Brook country.

The tract has already been lumbered to some extent for the pulpwood by the International, but a large amount of mercantile timber, including hardwood, is still standing and this will be taken off by the new owners.

The tract was in the region which for some time was under lease as a game preserve by the Indian Mountain Club before it went out of existence.

The Emporium Forestry Company, which owns and operates a large saw mill at Cranberry Lake, produces from 75,000 to 100,000 feet of lumber daily and employs a large force of men.

Matches Not Fit Food for Rats

The theory of the rat and the match as a cause of fire has been presented to Fire Commissioner Latulippe, in a communication from Chicago, where some extraordinary experiments have been made, with the view of deciding whether the origin of fire can truthfully be traced to this cause. The substance of the report on these investigations, which were made by the engineers of the Underwriters' Laboratories, working in conjunction with the match manufacturers, is that the rat and match theory is a myth, and that rats and mice would rather starve to death than eat the modern match heads.

Looks for Still Higher Prices

"The price of paper will be higher than ever next year," says E. W. Backus, of Minneapolis, the American millionaire, who is interested in many pulp and paper companies with Canadian holdings. "The reserve stock of wood is gone, and that will mean taking on more men. The condition of the labor market is uncertain, and men want bigger wages than ever. The coal situation is a serious one, and with the increased prices of haulage the price of paper must necessarily go up."

Personal Paragraphs of Interest

H. T. Wright, shingle manufacturer, of Nanaimo, B.C., was in Toronto recently on a business trip.

Hugh A. Rose, of Rose, McLaurin, Limited, Toronto, left recently on an extended business trip to the coast.

O. E. Fortune of Gill & Fortune, lumber dealers, Trenton, and wife, spent a few days in Toronto recently on a visit.

L. C. Stafford, assistant manager of the Chicago office of the Vancouver Lumber Co., Vancouver, was a recent visitor to Toronto on business.

John B. Reid, of Toronto, president of the Ontario Retail Lumber Dealers' Association, and Mrs. Reid, are spending a few weeks at Atlantic City.

George A. Gall of the Piercy Lumber Co., Vancouver, B.C., spent a few days recently in Toronto and Montreal, calling upon the members of the trade.

Maurice Welsh, of Campbell, Welsh & Paynes, and family, have returned to Toronto after an enjoyable holiday at their summer home at Bobcaygeon.

R. H. Spencer of Gill & Fortune, retail lumber dealers, Trenton, has returned from an extended visit to Calgary, Vancouver and other points in the west.

C. W. Wilkinson, of the Union Lumber Company, Toronto, has gone on an extended business and pleasure trip to the Old Country. He is accompanied by Mrs. Wilkinson.

Hon. E. H. Armstrong, Commissioner of Works and Mines in the Nova Scotia Government, defeated Mr. Z. F. Bower, lumberman, in a by-election for Shelburne County. Mr. Bower was an independent candidate.

P. D. Gordon, of Mason, Gordon & Co., has returned to Montreal, after a visit to the Pacifice Coast. He reports that the domestic demand for B. C. forest products is dull, but that a large business is being done in exports.

S. H. Lindsay, of Collingwood, Ont., has resigned the treasureship of the Collingwood Shipbuilding Co., and intends removing to Toronto. He still retains the position of secretary and will have his headquarters in the latter city.

Dan McLachlin, of McLachlin Bros., Arnprior, Ont., who is president of the Canadian Lumbermen's Association, has been elected a director of the new company which has taken over the plant of the Dryden Pulp and Paper Company at Dryden, Ont.

With the death of Joseph Williams, of Sunnyside Avenue, Toronto, Ontario loses one of its pioneers. Mr. Williams, who was seventy-six years old when he died, was a grandson of Benejah Williams, the first settler of Glen Williams, and a son of Charles Williams. His father founded the lumber, flour and woollen mills of the flourishing community. The family were United Empire Loyalists.

D. M. Allan, late of Victoria, B. C., has been appointed representative in Ontario for the Canadian Puget Sound Lumber & Timber Co., Victoria, B. C., and has opened an office in Stratford, Ont., of which city he is a former resident. Mr. Allan, who served three years overseas, has been calling upon the trade lately in Ontario in the interest of the new firm. He has had a thorough experience in both the mill and yard and has already created a favorable impression.

W. B. Tomlinson, of Tomlinson & Mitchell, wholesale lumber dealers, of Winnipeg, spent a few days in Toronto recently with A. E. Masuret, Ontario representative of the firm. Mr. Tomlinson reports that business is rather quiet in the west and that there is a great scarcity of cars for shipments of lumber, the bulk of rolling stock being taken for the conveyance of coal and grain. He looks forward to a fairly active business this fall in the lumber line, although there is no doubt that the increased freight rates will tend to hold trade back for some time.

Canada's Position in Pulp Arena

The total capital investment of 94 Canadian paper and pulp mills for the calendar year 1918, just published by the Dominion Bureau of Statistics and quoted by the Bureau of Foreign and Domestic Commerce, is $241,344,704; of which British Columbia's share is $42,705,988; Ontario's, $88,576,807; Quebec's, $101,456,296; New Brunswick's, $7,852,225, and Nova Scotia, $753,388. Of these 94 mills, 37 are pulp, 31 paper and 26 pulp and paper.

At a recent convention of forestry experts and paper manufacturers held in New Hampshire, a conference between representatives of the United States and Canada to settle the controversy over pulpwood from the Crown lands of the Eastern Canadian provinces was urged by Col. Henry S. Graves, former chief of the U. S. Forest Service, and approved by the president of the American Paper and Pulp Association.

Ellwood Wilson, chief forester for the Laurentide Co., Grand Mere, Que., defended the Canadian policy, asserting that the situation had been misrepresented for the purpose of forcing Canada into withdrawing or modifying her pulpwood embargo. He said that the State of New York had forbidden cutting on state timber lands and argued that if this was permissible in the United States, the Canadian provinces had the right to regulate the cutting and manufacture of wood from the crown lands.

The secretary of the Canadian Pulp and Paper Association said that the shortage of printing paper in the United States was due not to Canadian timber regulations but to world-wide conditions aggravated by the excessive use of paper by both American and Canadian publishers.

Col. Graves urges the development of the existing available pulpwood in the western United States, which he says would make this country independent in supplies for newsprint material.

Leading Exponent of Hardwoods

George G. Goodfellow, of Montreal, wholesale lumberman, has made remarkable headway in the lumber trade, and in a very few years he has extended his business in many directions. He has a large trade in hardwoods and also in B. C. products, keeping large stocks of lumber in two Montreal yards. At the last annual meeting of the National Hardwood Lumber Association, in Chicago, Mr. Goodfellow was elected a director until 1923, being the only Canadian representative elected at that meeting.

George C. Goodfellow, Montreal

New Barkers at Iroquois Falls

The Abitibi Power & Paper Co., Ltd., is installing four drum barkers, which will double the capacity of the drum barking plant at Iroquois Falls, Ont. This is but one step in the direction of improving the efficiency of the plant and increasing the output. Like the other newsprint mills, this company has contracted for its whole output for the balance of the year, and if the present market continues, it seems likely to secure a price somewhere in the neighborhood of $130 a ton for newsprint for the first half of next year as compared with $100 a ton for the last half of the present year, and $90 a ton for the first six months. The production of the company is being steadily increased.

Not Party to Canadian Merger

Philip T. Dodge, of New York, president of the International Paper Company, authorized a statement denying reports that his company was a party to a "giant merger of paper and pulp interests in Canada." In his statement, Mr. Dodge said further:

"The International Paper Company is not proposing to part with its mills, their control or the sale of its products.

"In addition to its various newsprint mills in the United States, it is now pushing to completion at Three Rivers, Canada, a mill with a capacity of 240 tons per day. It is expected that this mill will be in operation some time during the summer or fall of 1921."

Timber Berths Bring Good Prices

There was a representative atendance at the sale of New Brunswick timber berths at the crown land office in Fredericton recently. One hundred and nine berths were put up, but for some twenty-five there were no bids. In the majority of cases the berths were sold at upset price, $7 in some cases and more on others. For some berths there was lively competition. Forty-one dollars was the highest buy. It was made by H. M. Young, of Fredericton, for three square miles.

The result of the sale follows:

George W. Upham, Woodstock—No. 2, ten square miles, east of McGivney, $9.50; No. 10, six and a half square miles, east of Covered Bridge, $7.50; No. 7, seven square miles at head of Young's Brook, $7; No. 3, ten square miles, seven miles southeast of McGivney, $7; No. 17, two square miles near Cross Creek, $7.

H. M. Young, Fredericton—No. 5, four square miles on Cain's River, $7; No. 6, five and a half square miles on Cain's River, $7; No. 9, six square miles on Cain's River, $7; No. 12, four square miles on McKenzie Creek, $7; No. 18, two square miles head of Six Mile Brook, Cain's River, $7; No. 19, two square miles, Six Mile Brook, $7; No. 27, two and a half square miles, White Rapids, $7; No. 22, two and a half square miles, south of Dungarvon River, $7.25; No. 23, three square miles, east branch Sabbies River, $41; No. 101, three square miles, Cain's River, near Doaktown road, $15.75.

A. C. Chapman, Moncton—No. 32, four and a half square miles, west of South Forks of Coal Branch, $7; No. 33, two and a half square miles, South Forks, Coal Branch, $7; No. 34, two square miles, head of Coal Branch, $7; No. 36, two and a half square miles, head of Coal Branch, $7.

W. S. Anderson, Burnt Church—No. 4, six and a half square miles, head of Young's Brook, $7.75; No. 13, ten square miles, head north branch Cain's River, $7; No. 15, five square miles, east of McGivney, $7; No. 14, four square miles east of McGivney Junction, $7.

Tenton McCormack, Blackville—No. 20, three square miles, south branch Six Mile Brook, Cain't River, $13.75.

E. A. Blackmoor, Ellington—No. 24, four square miles, south of Crocker's Lake, $7; No. 25, two and a half square miles, northwest of Crocker's Lake, $7.

J. M. Burns, Rexton—No. 29, five square miles, North Forks River, Kent county, $7; No. 30, three square miles, St. Nicholas River, $7.

E. D. Williams, Ford's Mills—No. 31, eight and a half square miles, parishes of St. Marys and Welford, Kent county, $7; No. 37, two and a half square miles, North Forks, Coal Branch, $7; No. 40, two square miles, parish of St. Marys, Kent county, $7; No. 35, eight and a half square miles, Ottis Brook, $7.

B. L. Keswick, Harcourt—No. 38, three square miles, head of Salmon River, $7.

Ernest Vail, Brockway—No. 59, two square miles, western side of Magaguadavic River, $8.

Fraser Companies, Limited, Edmundston—No. 60, six and a half square miles, east of Big Magaguadavic Lake, $8; No. 83, two square miles, south of Southwest Russiagornis River, $9.50; No. 84, two and a half square miles south branch of Hussiagornis River, $7; No. 86, two square miles, Rockwell stream, Oromocto River, $7; No. 87, two and a half square miles, Big Shogomac Lake, $7; No. 97, two square miles, west of Madawaska River, $10.50; No. 63, two square miles, Mud Lake, $8; No. 64, two square miles, Blaney Ridge, $8.

Charles Anderson, McAdam—No. 61, two and a half square miles, Lower Trout Brook, Magaguadavic, $14.50.

L. B. Smith, St. John—No. 62, eight and a half square miles, parish of Dunbarton, Charlotte county, $8; No. 68, two and a half square miles, Digdeguash River, $8.

Bonny River Lumber Co.—No. 65, two square miles, east of Teyon Settlement, Digdeguash River, $8.

Grandville Chase Company—No. 69, eight and a half square miles, Canous River, $8; No. 76, three and a half square miles, St. Croix River, $12,25.

H. F. Dickson, Little Ridgeton—No. 70, four square miles, Canous River, $10.25.

Patrick McMahon, St. Stephen—No. 72, six square miles, Canous River, $8.

Eastern Pulp Company—No. 73, three and a half square miles, St. James, Charlotte county, $8.

Fraser Waugh, Russiagornis—No. 81, two square miles, Three Tree Creek, Sunbury county, $7.

George Mott, Tracey Station—No. 85, five square miles, Porcupine Brook, north branch of Oromocto River, $7.

S. E. Darling, Canterbury—No. 88, two square miles, Eel River, York and Carleton counties, $7.

Horatio Grant, Southampton—No. 89, five and a half square miles, northwest branch of Nackiwick, $7; No. 91, two square miles Little Northwest Nackiwick, $10; No. 92, two square miles, parish of Southampton, $7; No. 94, three and a half square miles, Connell Settlement, $12.50.

H. W. Schofield Co.—No. 93, two square miles, parish of Southampton, $15.

W. C. Albert, Edmundston—No. 96, two square miles, Enoch Baker Lake, $7; No. 105, three square miles, Nadeau Lake, Madawaska county, $7; No. 106, two and a half square miles, Nadeau Lake, Marawaska county, $7; No. 107, three and a half square miles, Nadeau Lake, Madawaska county, $7; No. 107, three and a half square miles, Nadeau Lake, $7; No. 108, two and a half square miles, Nadeau Lake, Madawaska county, $7.

Bamford Brothers—No. 98, three square miles, north of Cains River, $7; No. 99, six square miles, Cains River, $7; No. 100, four and a half square miles, south of Cains River, $7.

United Lumber Company—No. 12, $7.

Charles G. Baird, Chipman—No. 103 and No. 104, $7.

James Taylor, St. John—No. 109, New River, Charlotte county, $7.

Aerial Survey of Timber Wealth

Irvin Proctor of Toronto, president of the Canadian Aero Film Co., Limited, has returned from an extended aerial journey through the northern part of the province. The trip by airplane was made at the request of the Ontario Government in order to get photographs of various parts of the province for forestry and agricultural purposes. The photographs are being displayed at the Canadian National Exhibition. In the journey northward Mr. Proctor, who was accompanied by six men, travelled over Algonquin Park north to the Hudson's Bay and speaks glowingly of the splendid timber which Ontario possesses, particularly in the matter of spruce pulpwood.

Woodworking Plant Making Toys

The Burr Mfg. Co., Orillia, Ont., are working up a nice toy business. This industry was commenced a short while ago on a small scale and is developing fast and gives promises of growing to considerable proportions. The idea behind this new industry is dependable toys for children, that is, toys that will stand up under rough usage. The line consists of rocking horses, see-saws, kindergarten tables and other similar toys, and in addition staple articles like the wooden drums for electric washing machines, and various forms of woodenware are produced. The orders already booked will keep the plant going until next spring. Mr. Burr states that the present quarters are much too small and that he is contemplating moving his plant to another town.

Export Mill on Chilliwack Bench

Situate on Chilliwack Bench, B. C., at an elevation of some 700 feet above the Valley is located one of the most active and up-to-date industrial plants to be found in the district. This, is the National Shingle Mill, operated by Mr. N. G. Blanchfield. As the mill does not market its product locally comparatively little is known of its operations in the district, but by reaching out for and shipping its product to the best markets in America, it is advertising the Chilliwack Valley in Pennsylvania, Southern California and many other distant points in the States where only the finest quality and grade of shingle can demand the market and price.

Erecting his mill only a year ago this month, Mr. Blanchfield has today a model plant employing some 30 odd hand and running to capacity night and day. Situate in the centre of some of the very finest standing cedar obtainable and with some five or six years cut in sight and easily accessible, the mill has been established on a permanent basis. A complete system of skid roads has been constructed to all parts of the timber and, adjoining the mill, a large yarding pond has been created by damming a stream into which the bolts are automatically dumped upon arrival, saving handling and speeding up the work.

The mill itself has three machines and adjoining is a double section dry kiln with a one million capacity and storage and shipping sheds adjoining. The various mill buildings are grouped around with a view to convenience and comfort for the men and safety in case of fire. Electric light, generated in the mill, is carried to every bulding.

Joint Rates Have Gone Into Effect

The order of the Railway Commission authorizing increases in the joint rates on traffic across the international boundary, has gone into effect. This order was made on the application of the American Railway Association, which represented to the Railway Commission that increases had been authorized by the Inter-state Commerce Commission on the United States roads, and that the rates authorized by that body should be made applicable to international joint rates. The order applies to all rates and charges which were increased under the order of the Inter-state Commerce Commission.

Live Wire in the Lumber Arena

U. E. Germain, Bromptonville, Que.

U. E. Germain, managing director of the Brompton Lumber & Mfg. Co., is an aggressive member of the lumber industry of the Province of Quebec. The Brompton Co., although not a year old, has now one of the best-equipped plants of its kind in eastern Canada and employs in its woodworking department at Bromptonville 150 men.

Mr. Germain was educated at Levis College and also took a Forestry course at Harvard and an architectural course in Montreal. He started in the lumber game in 1904 with the Lotbiniere Lumber Co., of which E. W. Tobin is president, as a junior clerk and was transferred to the Duchene mill later on, where he did almost all the light work about the mill from piling shingles to scaling lumber off the trimmers. After filling other important positions with this company, he was transferred to the office of the president at Bromptonville as his private secretary. For some years he was looking after the buying and jobbing end of the business.

In 1907-8 Mr. Germain was cruising with a survey party along the St. Maurice River and Hudson Bay and later on took charge of the making and delivery of a railroad tie contract for the G. T. P. Ten years ago he was called back to headquarters at Bromptonville and joining the staff of the Tobin Mfg. Co. ably discharged the duties of assistant manager. In 1912 he left to inaugurate a business of his own in Montreal, where he was until last fall. He represented Timms, Phillips & Co. for many years and is known as the first lumber salesman to introduce B. C. fir doors, mouldings and finish in Quebec. Mr. Germain's Montreal business is still in full swing under the supervision of Mr. J. Villeneuve.

The subject of this reference devotes all his time to the Brompton Lumber & Mfg. Co., and in his leisure periods—which are few—he is very fond of fishing and hunting, being an angler whom few can surpass. He has captured several prizes for large fish caught at different times. Mr. Germain is a breeder and fancier of hunting dogs and a good wing and trap shot.

Forest Fire Problem in New Brunswick

Writing to a leading paper in the East on the New Brunswick forest fire problem and the difficulty of enforcing laws and regulations, a "Lumberman" says:

The forest fire problem in New Brunswick will always be a most serious and difficult one to deal with. With more than one-half the country in forest or wild lands, traversed by 1,900 miles of railways, with hundreds of portable or small stationary saw mills, with sporting parties traversing game regions, with settlers burning slash without proper care, and with occasional dry seasons, when the dry limbs and fallen timber are as inflamable as tinder and spread fire when ignited with incredible rapidity—these causes combined make the government administration of Crown lands continuously complex and embarrassing. When to these be added the never-relaxing efforts of the combine of lumber operators to force by political influence concessions and secure all they can for the least compensation, it must be conceded the minister who honestly protects the public interests has no sinecure.

The present enactments are the result of long experience and are probably the most perfect the province has ever possessed. Outside authorities claim they are the most up-to-date and efficient of any in any state or province in America. Whether or not that be the case, they are administered with a good deal of energy and with a faithfulness that defies the lumber rings. They were subjected to a severe test during the early part of this season. There was practically no rain-fall from May 15th to June 10th, and the weather was very hot.

The rainfall in May in New Brunswick was less than one-third the average of the past fifteen years. The debris on the ground became dry as tinder, and fires once started spread with great rapidity, and were difficult to control. From enquiries at the Crown Land Office, the writer learns that over five hundred fires occurred; ten very serious fires were caused by carelessness of river drivers, thirteen by smokers, twenty-six by neglectful fishermen, fifty-one by uncontrolled slash fires, and over three hundred from railroads, and the balance from various other preventible causes. The most serious fire was the one which burned the village of St. Quentin, which resulted through the carelessness of one settler who neglected his slash fire. The residents of this settlement lost about $400,000 in this fire. The period was one of extreme fire hazard and the department had crews of men on more than one hundred and fifty fires at one time, and a great deal of damage was avoided by prompt action and by splendid co-operation of the licenses and lumbermen throughout New Brunswick with the Forest Service.

There are over three hundred locomotives operating in the Province of New Brunswick. These locomotives are owned by six different railroads and are repaired at thirty-four different round-houses. All these locomotives must have proper wire nettings in the front end and have tight-closing ash pans, but the nettings have to be frequently renewed, as they are destroyed by the acid in the smoke. The Forest Service, by authority given the inspectors by the Railway Commission, makes periodical inspection to see that the locomotives are kept up to the standard required in this respect. During May one hundred and ten inspections were made and sixty-eight locomotives found with defects, which were promptly remedied when brought to the railway officials' attention.

The railroads, the Deputy Minister of Lands states, never failed to co-operate especially in regard to maintaining fire patrols and extinguishing fires set by them. Over sixty railway patrolmen were maintained following train on either hand speeders or power speeders, or on foot.

During the early part of May over one hundred portable mills were investigated by the forest rangers and thirty-two were found to be operating without taking the necessary precautions required by the fire law. These mills were required to do so, and in five instances the surrounding conditions were so dangerous that these mills were forbidden to operate during the fire season. In most cases the owners took the proper precautions when the danger was pointed out to them.

The licensees of Crown lands, the Minister, Mr. Smith, states, lent splendid aid, they having volunteered the services of about one hundred of their woods superintendents and the wardens and many others as foremen on the large gangs of fire-fighting crews employed.

The staff of nearly five hundred road supervisors employed by Public Works throughout the province again rendered invaluable assistance in acting as fire wardens and foremen on fires.

About one hundred and fifty voluntary fire wardens were appointed and rendered splendid assistance, which was especially appreciated during the very dry period of extreme danger.

The writer learned that the regular staff of the Department, during the fire period, consists of about fifty forest rangers and inspectors and fifty temporary fire wardens, besides lookout men and special patrolmen, making in all about eight hundred men actively interested in fire protection. Admitting that great losses occurred this season, one can speculate as to how much greater would have been the loss if the measures adopted by the government had not been carried out with foresight and energy. The Province of Quebec suffered very severely during the dry spell, and an enormous amount of property was destroyed, notwithstanding all the efforts of the Crown land organization of that province.

Says Lumber Trade is Promising

A recent despatch from Vancouver says: Although the demand upon the lumber industry is not very brisk at present, resulting from the very evident inclination of prospective builders in all parts of the world to hold back until prices and costs come down again, with stocks in practically every part very low and shortage of houses and need of all kinds of buildings becoming very pronounced, the future of the industry is particularly promising, in the opinion of Mr. H. R. MacMillan, of MacMillan & Co., who has just returned from a trip that circled the globe.

Mr. MacMillan left Vancouver and visited Australia and New Zealand, afterwards going to India, where he succeeded in securing an order for British Columbia creosoted ties, to be sent to India somewhat as an experiment. From there he visited Egypt, France and Belgium and afterwards went to England.

"When the demand does open up there will be enormous business offerings," he said. "From the present outlook this demand will make itself evident early next year, for the requirements in many of the large centres for all kinds of large buildings cannot be put off much longer than that. As far as the market opportunities are concerned, they are in almost every country I visited but the same tendency at present to hold back also exists in every country, more particularly so in Great Britain, where all kinds of lumber and other products of the mills are very scarce indeed.

"Once we in this province start out to meet the demand that is coming I believe we will have to work hard to fill the requirements that will pour in from everywhere. This demand is not being felt yet but when it does come it will be very pronounced."

Camp Supplies Still Ascend in Prices

Cost of Logging Keeps Climbing, Wages Go Higher and Men are Restless and Far from Being Efficient

It is always interesting to study the rise and fall of prices, particularly in the supply markets. The variations since the war have been rapid and frequent. In some cases figures have shot up to unprecedented heights and then receded, only to make an upward climb again. In certain other lines values are more stabilized. Just why sugar, potatoes and other allied lines should jump to unheard of altitudes, has been accounted for on many different bases. To enter into an explanation of the contributing causes would be too long a story.

The lumbermen, who have to equip four or five or even more camps each season know how much it costs to feed men today as compared with the moderate outlay before the war. Supplies are not only scarce in many lines but are extremely high. In a few commodities there has been a decrease during the past year, but the number of such items is relatively small.

In each "Camp Number" it has been usual for the "Canada Lumberman" to publish some comparative figures of the cost of leading commodities used in the bush from year to year. A glance over the subjoined table will show that on many articles of food the advance has been 100% and in some cases runs as high as 200% and 300%, since the outbreak of the war in August, 1914. The quotations supplied are those taken from the records of a well-known camp supply firm in Toronto and are approximately what prevail at other eastern centres. Of course, there will be a variation on some items, but a fair average has been taken. With the cost of supplies so high and the wages in the woods at the top-most notch,—and men not nearly as efficient or contented as they were before the war—it is little wonder that lumber has aviated in price.

There are other considerations in the way of the extremely heavy advances in hardware, blankets, graniteware and allied lines. Much more might be said on this question, but the story is one that is realized only too painfully by the operator whether he conducts logging on a large or small scale.

An eastern manager summed up the situation succinctly when he remarked recently to the "Canada Lumberman": "I have long since ceased to be surprised at any advances. I now take them as a matter of course. Every time we buy a few pounds of this or that we are told that it costs so much more and we pay it without complaint or cavil. How long this state of affairs will continue, no one can tell. In these days predictions are practically worth nothing. All prophecies have been upset by the cold logic of events and the force of circumstances. The only thing the lumberman can do is to pay as he goes along and keep smiling. There is no use denouncing things in general, as one is apt to create dissension and discouragement on every side."

Indications are that wages will be higher in the camps this season than they were last year. The prevailing figure in Ontario and Quebec for men of the ordinary type was $60.00 to $65.00 a month and board while a few top-notchers received $70.00. This schedule held all the season. This year the majority of firms are paying $70.00 and $75.00 for woods' labor, and in a few cases $80.00 is handed out to efficient men.

Hay is higher than at this time last year, but some of the lumbermen expect that the price will fall. A recent quotation furnished by a Toronto supply firm is $36.00 per ton, f.o.b. Sudbury, for new hay, while last year at this time the rate was $30.00, but it afterwards went up somewhat. Western oats, bulk, f.o.b. Sudbury, are now $1.00 per bushel, bulk, bags, $1.10; Ontario oats, bulk, 95c; bag, $1.05. At this time last year western oats, bulk, f.o.b. Sudbury, were 96c a bushel and bags $1.06; Ontario oats 95c, bags $1.05. The prices, therefore, are practically the same as a year ago. No new oats are on the market as yet.

Here is a comparative list of the cost of camp supplies in August, 1920, August, 1919, and August, 1914, the latter figures prevailing at the outbreak of the war.

		August 1914	August 1919	August 1920
Barrelled Pork Reg. Mess		26.00	55.00	42.00
Short Cut Back		28.50	64.00	56.00
Clear Fat Back	85/100	24.00	65.00	47.00
	70/85	25.00	67.00	48.00
	50/70	26.00	69.00	49.00
	40/50	26.50	69.00	50.00
	30/40	26 50	70.00	51.00
Bean Pork		24 00	49.00	43.00
S. P. Rolls		26.00	70.00	66.00
Barrelled Beef		28.00	36.00	37.00
		28 00	32.00	32.00
		18.00	30.00	26.00
Smoked Hams	12/18	.18½	.48½	.49
	18/25	.17½	.46	.44½
	25/35	.16½	.43½	.39½
	35/up	.16	.40½	.36½
Bacon	8/10	.18½	.56	.50
	10/12	.18½	.56	.50
	12/14	.18	.55½	.47½
	14/20	.16½	.55½	.47½
Pure Lard		.12½	.36½	.27½
Eggs		.26	.55	.63
Cheese		.14½	.29	.30
Shortening		.10¼	.31	.26
Butter, Creamery Prints		.26	.56	.61
	Creamery Solids	.25	.55	.60
	Dairy Prints	.22	.48½	.52
	Dairy Solids	.21	.47½	.50
Mince Meat		9	.15	.16
Sausage		.9	.17	.17
Beef, Medium Steed Heifers, 450/550		.13½	.21	.21
Medium Cows, 450/550		.12½	.17	.17
Medium Bulls, 600/900		.12	.16½	.16½
Sugar (No. 1 standard granulated)		$4.51	10 50	24.21
Coffee (Rio)		17-18	37-39	35-37
Tea (Indian Pekoe Souchong)		19-20	45-47	40-54
Oatmeal (Standard 98 lb. bags)		$2.50-$2 65	$6.00-$6.30	7.25
Beans (Canadian Whites)		$2 10-$2.25	$5.40-$5.70	6.50
Flour (Manitoba White, sec. pats.)		5.10	11.00	15.00
New Potatoes (N. .B, per bag)		1.75	2.60	3.00
Prunes (60 to 70 to the lb., 50 lb. boxes)		10½-11	.25	.21
Apples, (Evaporated)		9-10	.22	.21
Rice (Rangoon)		3-4	.13	.14
Corn Syrup (barrels)		.3½	.8¼	.10

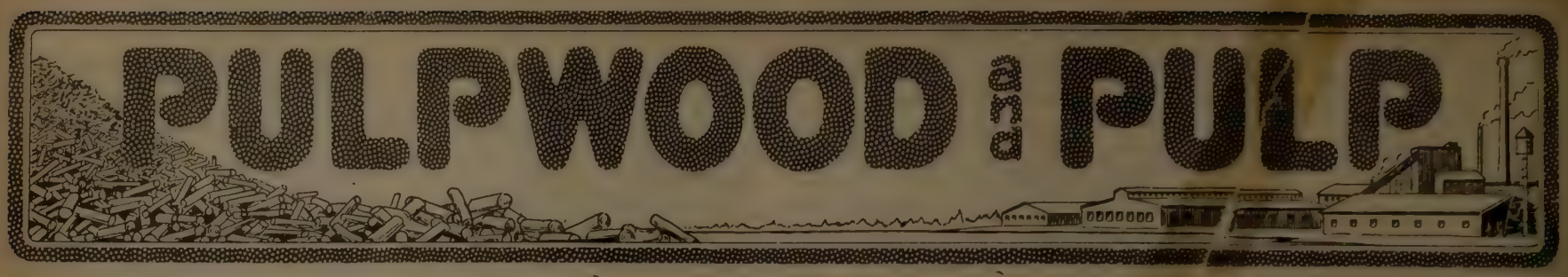
Home Owning Versus Divorces

The contention that home owning makes for good citizenship and higher living ideals is corroborated by a recent study of divorce cases in Chicago, where out of 3577 suits for divorce filed in a recent year only seventy couples owned their homes. In 2,171 cases there were no children.

Records show that in Chicago in 1919 there were 37,583 marriages and between 5,000 and 6,000 divorces, an increase in divorces of 20 per cent. since 1911. The growth of the apartment habit and extravagance are given as two prominent causes for this increase.

The Supreme Value of Time

The International Time Recording Co., Ltd., 57, City Road, Finsbury, London, E.I., Eng., have just issued an informative and profusely illustrated brochure, upon the value of time and time recording.. The old days of long hours and low wages, says the booklet, are gone, probably for ever, and the new era of shorter hours and higher wages must lead in the natural course of events to greater efficiency. And most certainly it means, if employers of labor are to compete in home and foreign markets, they cannot afford to pay for time not received; on the contrary, it is of paramount importance that they check to the minute the times of arrival and departure of their employees.. Never before in history did Time mean so much all the world over as it does today, when nations are striving to balance the economies of the world by production.. The thought of every employer today is how to increase production in spite of the reduced working hours; how to keep costs down with wages ever increasing. The solution to each of these problems is the same, and that is Time—full time for each worker and payment only for time worked. If the hours be 47 per week, let them be 47, and nothing short of 47, and full time for the factory, works, or establishment, of whatever description; if 4,700 hours are the limit of the establishment, let 4,700 be worked, and so keep overhead charges at the lowest. The only way to ensure punctuality is to record automatically the time of employees —check their ingoings and outgoings, so that there is no question of paying for time not received, no question of allowing irregular time-keeping to play havoc with production and cost of production. It makes no difference how employees may be paid—by piecework, on the bonus system, or simply by the hour—the basis of payment first and last is Time.. A man or woman can only do a certain amount of work in a given time; some can do more and some less, and payment by piecework or on the bonus system is a means of encouraging a worker to do the best possible. Such methods are splendid stimulants to production if, and only when, based on Time. It will not profit a manufacturer to help production to fix a piecework rate unless the workers put in full time, and in practice such systems, if worked without count of time, are as liable to reduce the output as to increase it.



Mr. Backus Wants Big Limit

"We came to see the Government about the entire general development of the Kenora district," said Edward Wellington Backus, of the Fort Frances Pulp & Paper Co., Fort Frances, Ont., who was at the Ontario Parliament Buildings recently. "This embraces the municipal power plant and the additional forest products area to justify developments."

Mr. Backus is at the head of large lumber, pulp, paper, power and development companies in the Rainy River section.

"What about the English River timber limit that you want to secure?" Mr. Backus was asked, the question referring to the application for limits of about 2,500 square miles.

"When the Lake of the Woods limit was offered by the Government, we tendered in 1913. We were going to put up a 100-ton pulp mill, and but for the delays due to the then Government, that mill would have been built. The Government told us there were at least 50 years' supply of pulp wood on it, but when our cruisers went through, we found of the 16,000 sq. miles there were less than 500 sq. miles of timber, and only 600,000 to 700,000 cords of pulp on it. Now they want us to put up a 300-ton mill, and the pulp on it will only run it for four years at the most. We are now asking that the English River limit be added to it, and we think that is only fair."

"How much pulp is on that limit?"

"On part of it long stretches have been burned over, but there is enough to last us 30 or 40 years."

"Why do you think you should get that instead of having it put up for tender?"

"It was put up for tender for three months once, and no bids were made for it."

New Pulp Mill at East Angus

The Brompton Pulp & Paper Co. are erecting a new groundwood mill at East Angus, Que., and are installing three Voith grinders. The equipment will be motor-driven throughout and modern in every respect, and it is expected the new plant will be in operation by the middle of February. It will increase the total production of mechanical pulp by 70 tons per day, making the entire output of the company 400 tons daily. The Brompton Pulp & Paper Co. also turn out 120 tons of news a day, 70 tons of boxboard, 90 tons of sulphate pulp and 60 tons of kraft pulp. They report that the markets are being well maintained both in pulpwood and paper and do not expect any material decline in price for raw material for some time to come.

Dryden Pulp Co. Changes Hands

The Dryden Pulp & Paper Co., whose plant is located at Dryden, Ont., has changed hands. It is understood that the new owners will carry out an extensive policy of expansion. The plant has been established a number of years and has a daily capacity of 60 tons air-dry kraft pulp, 15 tons kraft sheathing paper, and 15 tons kraft wrapping paper.

J. B. Beveridge has been vice-president and general manager of the company ever since its conception, and F. N. Beveridge is the general superintendent. It is understood that securities will be placed upon the market by the Montreal interests, who have acquired the plant from the English owners, to the extent of $5,000,000. It is also learned that the English interests have not been ready to provide the necessary capital to develop the plant as it should be during the present activity in the pulp and paper arena, one cause for the delay being the exchange situation. The new Canadian interests will supply this capital, and it was on this assurance that the property changed hands at approximately its pre-war value. The English interests will retain their holding of the $1,500,000 6 per cent. bonds now outstanding.

The Dryden Company holds 1,157 square miles of timber limits adjacent to Lake Wabigoon and Eagle Lake, in the Kenora district of Ontario, between Winnipeg and Port Arthur, containing a large stand of accessible pulpwood. The company's history dates back to before the war, when it was originally formed as a lumber and power concern. It went into liquidation in 1913, at the time when the lumber business went into depression. Additional capital was secured and the company's sulphate mill which was under construction previous to liquidation, was completed.

Under the reorganization the company's capitalization was scaled down to a low figure. The pulp and paper plant was gradually developed out of earnings, and additional timber holdings and power sites secured. The additional powers have been partially developed and the mills, which are laid out for a much larger capacity, have been brought up to present production.

The company's timber limits are adjacent to two lakes of approximately 100 square miles each, which enables them to secure their pulp wood, it is said, at a very low per cord cost of the pulp wood delivered at the mill.

The Dryden output of sulphate pulp goes largely to the paper mills in the Fox River Valley region in Wisconsin and in Minnesota, which, in past years have been running very short of pulp supply. The building paper goes into the chief Western Canadian market, which is the chief market in this country for that product. Kraft paper is sold in Western Canada and throughout the world under the Dryden trade mark. The new company will add 40 tons of ground wood and 50 tons of board to the present output.

Among the directors of the reorganized Dryden enterprise will be included, it is understood: W. A. Black, vice-president and managing director of Ogilvie Flour Mills, and a member of the Abitibi Pulp and Paper Board; J. B. Beveridge, who has for some time been associated in the chief executive capacity of the company; J. N. Greenshields, K.C.; J. H. A. Acer, director of the Laurentide Power Company; Senator Lorne C. Webster and Dan McLachlin, President McLachlin Brothers, Ltd., of Arnprior, Ontario.

Will Develop Important Limits

Negotiations recently concluded in Toronto will result in the formation of the Western Canada Pulp and Paper Company, Limited, to develop important limits in British Columbia.

The new company has acquired a valuable asset in the water power on Rainy River and its holding include a pulp mill with a minimum capacity of 12,000 tons per annum, sawmills, freehold lands, provincial timber license areas, water powers and townsite properties.

The timber limits owned and acquired are estimated to contain over 1,500,000 cords of pulpwood, which should be sufficient to supply the mills for 60 years, operating at a capacity of 40 tons per day.

It is understood that the entire financing of the new company will be carried out in Canada.

The capitalization will include $1,200,000 of 6 p.c. mortgage debenture stock, due February 1st, 1950, and $1,000,000 7 p.m. first mortgage serial gold bonds and 25,000 shares of common stock of no par value.

New Rossing Plant in the North

The Continental Paper & Bag Co. are erecting at Agate, Ont., in the district of Algoma, under the name of the Continental Wood Products Co., Limited, a tumbling plant to look after 25,000 cords of 4 ft. pulpwood per year and a sawmill that will cut approximately 4,000,000 ft. of lumber during the season. The company expect to have the tumbling plant in operation by October 1st, and when completed it will be one of the most up-to-date of its kind in Canada, if not in America. T. G. McLaurin, 211 McGill St., Montreal, is the

Will Put Up Pulp Plant at Masset

Mr. F. L. Buckley of the Masset Timber Co. (1919) who returned from Masset, B. C., lately, states that water measurements are being taken and all plans laid at Masset by his company in preparation for the establishment of a modern pulp plant. English capitalists are behind the venture, Mr. Buckley stated, and without doubt actual building operations on the plant would start next year. He describes the limits at Masset as containing the best pulp wood in the province.

At present 450 men are employed by the company getting out logs, which are marketed with the Prince Rupert Lumber Mills and with the pulp mills in the province. The output is 9,000,000 to 10,000,000 feet per month. The mill at Masset has been closed and, according to Mr. Buckley, is not likely to be re-opened this year.

New Company Will Build Pulp Mill

The Manouan Pulp & Paper Co., Limited, Montreal, have secured control over areas immediately adjoining the Laurentide Co., the Belgo-Canadian Pulp & Paper Co., and the Brown Corporation. These limits are splendidly situated and constitute and make the company among the largest holders of pulpwood lands in the Province of Quebec. The island chutes on the St. Maurice River will be developed by the company, and it is expected the ultimate production will be 38,000 h.p. This point also offers nearly 2,000 acres for a mill site. The company will erect a 100-ton ground work mill and have this in operation by August, 1921.

The new company will have an authorized capital of $5,000,000, and an authorized bond issue of $2,500,000. Of the authorized capital $900,000 of 7% convertible debentures will be issued in the near future. Of the common stock 40,000 shares of a par value of $100,000 will now be issued and the bond issue will be 2,000,000 7% first mortgage gold bonds. A sinking fund sufficient to retire the debentures by maturity will be provided.

The prospective financial position of the company, after its financing has been arranged, would show as follows:

1,380,000 cords spruce and balsam pulpwood at $2.25	$3,105,000
17,000,000 ft. B. M. of pine, at $10	170,000
70,000 cords other pulpwood, at $1	70,000
Power and mill site (38,000 H.P.)	350,000
Mill, power dam and other developments	1,300,000
Cash working capital	316,000
	$5,311,000

A further source of revenue not included in the above, is the sale of surplus power, which can be disposed of as soon as it is installed. After the deduction of $2,000,00 of bonds and $900,000 of debentures, to be presently issued, this would leave a surplus at the above values of over $60 per share on the common stock issue.

Exports of Pulp and Paper Doubled

Exports of Canadian pulp and paper for July, 1920, according to figures compiled by the Dominion Bureau of Statistics, were valued at $16,014,747, as compared with $7,730,162 for the corresponding month a year ago, a gain of $8,284,585 or more than 100 per cent. They were made up as follows:

	1919	1920	Gain
Paper	$4,639,225	$6,877,014	$2,237,789
Chemical pulp	2,654,333	6,608,740	3,954,407
Mech. pulp	436,604	2,528,993	2,092,389
	$7,730,162	$16,014,747	$6,284,585

Paper exports during July included 9,789 cwts, of book paper, valued at $110,596, and 1,219,439 cwts. of newsprint, valued at $5,-727,193. Their destination was:

United Kingdom	$ 425,949
United States	5,535,386
Other countries	915,679

For the first four months of the fiscal year, pulp and paper reached a value of $52,494,052, in 1920, as compared with $27,067,236, in 1919, a gain of $25,426,816. They were greater by $5,972,160 than the total value of such exports in the year 1916-17, up till that time a record.

Details for the four months' period:

	1918	1919	1920
Paper	$14,487,110	$17,532,409	$26,423,454
Chemical pulp	10,518,919	7,903,626	20,118,759
Mech. pulp	1,701,773	1,631,201	5,951,839
Total	$26,707,802	$27,067,236	$52,494,052

For the four months' period of 1920 the paper exports included 24,751 swts. of book paper, valued at $259,886, and 4,906,188 cwts. of newsprint paper, valued at $21,916,549. Their destination was:

United Kingdom	$1,548,102
United States	20,998,774
Other countries	3,876,578

Exports of manufactured pulpwood show an increase in both volume and value both for the month of July and for the four months' period. They were:

July	1919	1920
Cords	122,069	144,741
Value	$1,234,527	$1,545,906

For four months:

	1918	1919	1920
Cords	645,723	328,386	368,851
Value	$6,232,254	$3,260,241	$4,061,376

Remarkable Comeback in Earnings

Spanish River Pulp & Paper Mills furnishes a good illustration of of the thriving condition of the industry in Canada by its annual report for the year ending June 30 last. This company, which was on the verge of a receivership six years ago, when it was reorganized on behalf of the bondholders, has made a remarkable recovery by reason of favorable conditions and management, resulting now in much the best showing of its history. More especially its standing has improved within the past two years, until now the arrears of dividends on preferred stock, amounting to 42 per cent., have been met in one year by an issue of new stock, other debts have been arranged, and the next expected proceeding is action on the common stock.

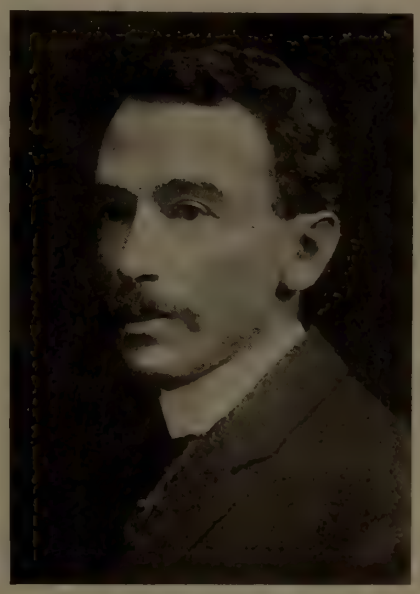
For months the stock market has been agitated over the expected distribution by Spanish and it is likely that the occasion of the annual meeting late this month will be marked by some news of future policy in this connection. The company dates back to 1911, and in the first year the dividend on preferred was 3½ per cent.; in 1912 payment of 8¾ was made, and in 1913, 3½, after which nothing was paid until the wiping out of arrears this year. No dividends have even been paid on common, of which $8,000,000 is outstanding. During the past three years the net income and working capital of the company have been as follows:—

	Net income.	Working cap.
1918	577,575	3,904,409
1919	1,456,921	5,793,884
1920	2,552,069	6.611,068

Quebec's Policy in Pulpwood Matters

Hon. Honore Mercier, Minister of Lands and Forests, in the Province of Quebec, in discussing the opinion expressed by the conference of paper manufacturers and forestry experts just held in New London, N. H., at which some criticism was expressed regarding the policy of Canada in governing the export of pulpwood, said in an interview here:—

"Everybody interested in the welfare of the Province understands the necessity for the Canadian restrictions upon the exportation of pulpwood cut on the public lands. These measures are amply justified and becoming more and more appreciated. I do not think it useful now to enter into a discussion of all that has been said against our policy here in Quebec, concerning pulpwood. But we have had to adopt measures for the conservation of our natural resources and to provide for the future.



Hon. L. A. Taschereau, the new Premier of Quebec

"Following the programme traced by the Hon. Mr. Taschereau, we have decided to send four forestry engineers over to Europe and to Norway and Sweden particularly to study and acquire whatever experience they can from those great forestry and lumbering centres. They will come back with information of the reforestation problems, where climatic conditions are about the same as here. Afterward, we will place them in the department here so that their researches may be of use to us.

"Three aeroplanes will be placed at work at once on our woods for patrolling and exploring work. Hitherto, exploring has been a tremendous expense and a slow process."

Veteran Manufacturer of Lumber

J. H. Dansereau, Montreal

Mr. Joseph Hercule Dansereau is one of the oldest lumber manufacturers in P. Q. He commenced his business career in the lumber trade in 1885 when he operated a sawmill at Vercheres, P. Q. In 1895, Mr. Dansereau built a floating mill, and for two years was located at Calumet, manufacturing lumber from logs purchased on the Red River. From there he transferred his operations to Liuseville, P. Q., where he was engaged for five years in manufacturing lumber in the same mill, the logs coming from the Riviere du Loup district.

Later Mr. Dansereau went to Three Rivers, where he built a sawmill at the mouth of the St. Maurice, the mill having a capacity of 12 million feet per annum. This mill is in operation today Mr. Dansereau also purchased limits upon the St. Maurice. In addition to these, he acquired large limits upon the Jacques Cartier River and built a sawmill with a capacity of 20 million feet per annum at Pont Rouge, County of Portneuf. Last year he disposed of this property to the Donnacona Paper Co., Ltd.

Industrial Alchohol From Wood Waste

The removal by the Government of most of the restrictions on the manufacture of denatured alcohol ought to lead to a great development of chemical and other industries dependent upon it. The Society of Chemical Industry claims that with duty-free alcohol Canada may undertake the manufacture of over 150 chemical compounds in common use here, and that completely denatured alcohol offers a cheap fuel for motors and automobiles.

Owing to Government restrictions which increased the cost the use of alcohol for industrial purposes in Canada hitherto has been limited. Last year the Inland Revenue Department manufactured 643,700 gallons, but Germany in 1917 used 120,000,000 gallons, and the United States in 1918 used over 90,000,000 gallons. The manufacturers of those countries had an enormous advantage, because industrial or denatured alcohol there was freed from thee restrictions which embarrassed Canadians.

So long as there is a world shortage of food the manufacture of alcohol from corn or potatoes will prove expensive to other countries, but Canada has the advantage of being able to use her forests for this purpose. It has been estimated that the sulphite liquor running to waste from the pulp mills on the St. Maurice River would produce annually about 64,000 gallons of alcohol, and that the pulp mills of the whole country would yield about 5,000,000 gallons annually. Moreover, it can be produced from wood waste of sawmills, such as slabs, strips and sawdust, and it is estimated that in British Columbia alone these sources would yield about 50,000,000 gallons a year. Canada is exceptionally favored with the raw material for this chemical product, and ought to be able to manufacture it at a price to compete with the greatest industrial nations of the world.

Retail Dealers May Form Club

There is some talk of forming a retail lumbermen's fishing club and establishing their headquarters on the French River near the Chaudiere Falls. This proposal has been brought about as a result of the visit of the Ontario retailers to that part of the country on their annual outing, and the splendid success with which they met in the angling line. Several ardent disciples of Izaac Walton have mooted the matter, which is now being discussed and may take definite shape before many weeks elapse. There are numerous eligible sites for a club house and headquarters for such an organization, and no more attractive spot could be found.

New Brunswick Yards Are Filled

All reports from the North Shore of New Brunswick and especially from the towns on the Miramichi indicate that the employment problem will be an acute one there this winter. Lumbering is the main industry of that section and offers the only employment to the bulk of the population,

The mill yards all along the river are piled high with lumber, and very little has been shipped this year. Ever since the latter years of the war, this congestion has been developing so that now the big lumber companies are faced with the double problem of getting rid of the surplus on their wharves and of finding piling space for their daily cut. One of the big companies have had only one boat consigned to them so far this year, and it took away 700,000 feet, and that means only three or four days' cut. All the companies are having the same experience, and the result is that the mills have to shut down very shortly.

A further result of the present situation will be that this winter's cut will only be a fraction of that of former years. Two of the largest lumber companies are wintering thousands of the logs cut last year, and one company operating three mills will have only four camps working, and their cut will amount to about ten million feet.

Three Generations in Lumbering Line

The name of Blair is synonymous with the lumber trade of the Province of Quebec. As far as 1831, Robert Blair came to Canada from North Berwick, Scotland, and became the pioneer of the lumber industry in the now famous Saguenay River district, his interest being in connection with what is now known as the firm of Price Brothers & Co., Limited, and other large pulp concerns. Sir William Price when a young man lived in the Blair home, and learned some of his lumber business in the Saguenay locality.

Some years later, (the Blair family having severed their connections on the Saguenay River) the younger members commenced operations on the St. Maurice River, and with old established family relations these operations lasted for about twenty-five years. A few years ago all the business connections there were discontinued so far as the Blairs were concerned. The limits now owned by the Wayagamack Pulp & Paper Co., of Three Rivers, P. Q., were the operating grounds of the firm of Blair Brothers, of Montreal—a name comparatively new to the present generation of lumber dealers, but very familiar to the older members of the trade. Some twenty years ago the firm—now consisting of Messrs. W. B., R. P., H. C., and O. T. Blair—operated under the name of Blair Brothers. The style was changed to Blair & Rolland, Limited, but this has now been again altered to the original form of Blair Brothers.

It is almost unique to find three generations of one family remaining in the same line of business, with the additional feature of the brothers being members of the same company.

Must Fence in Lumber Yards

The problem of lumber piles within the city limits was again to the fore in Ottawa in connection with fencing off the lumber yards of Shepard & Morse in the west end. Some time ago, following the disastrous fire in these yards, Commissioner of Works A. E. Macallum, requested the company to erect fences around the lumber piles. On the company's failure to comply with the request, a charge of non-compliance with the city by-laws was laid against it by the city engineer's department. On the date set for the hearing of the charge the case was adjourned.

Mr. P. C. Walker, of Shepard & Morse, informed the Board of Control that strict compliance with the by-law would put the company out of business as far as the piling of lumber was concerned. The company could not operate if compelled to erect fences in the piling ground area, which is traversed by different streets. Mr. Walker incidentally told the board that if the company was compelled to erect fences along all the streets crossing the piling ground area, it would secure yards elsewhere. The board informed Mr. Walker that the by-law must be observed. Mr. Walker finally assured the board that the company would erect fences.

Ask Him Why He Does Not Proceed

A man is quite interested in building before he takes the trouble to have an estimate figured and in the great majority of cases he is a "live" prospect. This being the case, are we not falling down on our salesmanship when we are unable to close with nearly half of our customers? We would like to know the exact reason why we failed to sell every estimate that was cancelled. This information would enable us to find the weak spot in our selling methods. We have sent out a letter to a number of our yards asking for full information on these estimates that were cancelled. If you received these, we hope you will take great care to answer them as fully as possible. If you are in doubt about any of them, ask the man for whom you figured the estimate, just why he did not go ahead with the building, and report the facts to us.

Having a definite "time of payment" is one arrangement that the yard manager often fails to arrange. He wouldn't forget his dinner, yet the former is by far the more important. Tend to both of them.

New Timber Tariff for Quebec

The Province of Quebec's new tariff for the cutting of timber on Crown lands, which was recently approved by an order-in-council has been made public:

1. On all square lumber or flats:
(a) White pine, oak, carya and walnut, 15 cents per cubic foot.
(b) Red pine, elm, ash, cedar, whitewood or linden, wild cherry, maple and tamarac, 12 cents per cubic foot.
(c) Fir and North American fir, grey pine or cypress, spruce, birch, aspen and poplar, 10 cents per cubic foot.
2. Sawed logs or bark and large timbers and rough, heavy timber:
(a) White pine, oak, carya and walnut, $5 per 1,000 feet.
(b) Red pine, elm, ash, whitewood or linden, wild cherry, maple and tamarac, $3.50 per 1,000 feet.
(c) Fir, North American fir, grey pine or cypress, spruce, birch, aspen, poplar or cedar, $2.70 per 1,000 feet.
3. Poles of more than 18 feet and not exceeding 10 inches in diameter at the thin end:
(a) 30 feet or less in length, 75 cents each.
(b) 30 to 40 feet, $1.50 each.
(c) 40 to 50 feet, $3 each.
4. Railway ties of not more than nine feet, 15 cents each.
5. Other articles of value, 15 per cent. ad valorem.

Mannchester Firm Opens Offices in Midland

Mr. G. Mason, of Manchester, England, accompanied by E. H. Cookson, his secretary, was in Montreal recently en route to Midland, Ont., in connection with a big deal put through by his company in March last, involving the purchase of 25 million feet of lumber from the Manley Chew saw mill, representing an investment of over one million dollars.

Mr. Mason intimated that the purpose of his present trip is to make forwarding arrangements to have the lumber, as it is put through the mill, forwarded to the company's distributing yards in Manchester, where they have large storing ground and shed space, adjacent to the ship canal, and possessing railway communication. During the past four years, through the war period, the company was debarred from purchasing timber in Canada, owing to an embargo of the British Government which sought to conserve tonnage. With a very large demand for timber supplies which is prevalent throughout Great Britain, for engineering and shipbuilding purposes, Mr. Mason was led to make the deal he is now marshalling, and as he put it, in conversation lately, his company is open to purchase all the white pine timber they can get in Quebec and Ontario and elsewhere in the Dominion of Canada.

The timber, as it is cut for the company's purposes, is fashioned into boards and deals and is sold in that way. The Midland mill has a capacity of about 50 million feet a year, and it is estimated that the timber supply that is tributary to it is good for about fifty years. Mr. Mason agreed that some adequate system of forest husbandry and re-forestation, was well worthy of scientific investigation in these provinces, and commented upon the move being made, in this connection by the Quebec provincial government, as being in line with statesmanship.

At Midland, the company, which is known as G. Mason and Co., Ltd., has established offices, with Major G. L. Main, of Galt, in charge, for the purpose of looking after their present investment, and to negotiate any further purchases of timber which they may be able to make in this part of the country. Mr. Main, who served in the air force in England during the war, has had a very considerable experience in Canadian lumber.

Speaking generally of Manchester, Mr.Mason said that it was the largest cotton spinning centre in the world, there being hundreds of mills in Lancashire. He says that, if labor troubles were eliminated, there is much work throughout Great Britain and that the country might witness an era of real prosperity.

New Western Door Company Formed

Canadian Western Door Co., Limited, Mission City, B.C., has been recently organized with a capital of $25,000, to manufacture sash and doors. The company will establish a large sash and door factory in Mission City, with a capacity of about 1,000 doors per day. The factory building will be 70 x 400'. Two dry kilns will be constructed with a drying capacity of 36,000' a day. The plant, when completed, is expected to cost in the neighborhood of $135,000, and employment will be given to about 75 hands, the monthly pay-roll amounting to $10,000. The site consists of 5½ acres and adjoins the C. P. R. on one side and the Fraser River on the other, thus giving both rail and water transportation. The officers of this company are: C C. Pierce, president; R. L. Gallinger, vice-president and manager, and R. B. Pirie, secretary-treasurer. Mr. Gallinger is thoroughly conversant with the sash and door business, having had about twenty years experience at the business. Mr. Pierce is vice-president and manager of the Home Savings & Loan Association of Seattle, while Mr. Pirie is a chartered accountant of wide experience. The company has been assured by several leading export companies of Vancouver of sufficient business to take care of their entire output.

Britain Getting More Western Timber

Britain is getting considerably more lumber from British Columbia, according to Sir Douglas Cameron, who recently spent a few days in Winnipeg. Larger shipments of Pacific Coast lumber are also being made to Japan and to Australia.

In earlier years, and especially in the war period, vessels were not always available for this export trade. This condition has now been improved and much lumber is going forward to these and other foreign countries.

Regarding the price of lumber, Sir Douglas said that it was about as it was a year ago. At one point during the year he said buyers from the United States were offering any price for lumber, but this condition did not last long, and the amount which was sold at these inflated quotations was not large. Two months ago a slump occurred but this condition had also passed.

With reference to the supply of lumber on the Canadian coast, Sir Douglas said that it was less than it was in January, and that it was not increasing. His own company has recently increased its logging facilities on limits on the lower mainland by building a railway and additional cutting will be done this fall and winter.

Wooden Steamer is Complete Wreck

The Mary Anne McGregor ran onto the Mississauga Reef coming into Blind River harbor lately and is a complete wreck. The entire bottom of the boat was ripped,, and a fire which resulted completely enveloped her upper works and interior. Captain Geo. Forrest and the crew of sixteen took to their own boats and landed at Meldrum Bay lighthouse, whence a tugboat brought them to Blind River. Forrest could assign no reason for the fire breaking out.

The McGregor was bound down from Duluth with a cargo of salt, and was coming into Blind River with her tow, the Thomas Gawn, for a cargo of lumber. The Gawn's line was parted when the McGregor ran on the reef.

The Mary Anne McGregor was a wooden boat of 1,000 tons capacity, 179 feet keel, 32 feet 6 inches beam, built in 1889, and owned by the Potter-Teare Transit Co. of Cleveland, Ohio.

Good Record of Laurentide Company

Much interest is being centred in the forthcoming annual meeting of the Laurentide Co., Grand Mere, when the annual statement for the past year ended June 30th, will be presented. It is understood that there will be a fair increase shown in the earnings and that shareholders should not look for any such profits as the company is making at the present time and will probably make for the next year. The price under which the mill was operated in newsprint for the twelve months included $80.00 a ton for the latter part of 1919 and $90.00 a ton for the export for the first half of 1920, with only $80.00 a ton for Canadian paper. This compares with the present price of $110.00 a ton for the quarter ending September 30th, 1920, and $130.00 a ton for the last quarter of the present year or $50.00 and $40.00 respectively more than was obtained during the portion of the year that will be included in the report. A good deal of buying of the stock for investment purposes is reported and there have been several rumors afloat, one to the effect that English capital was likely to acquire a large interest in the business. This should not be regarded as at all probable owing to the unfavorable exchange rate. While there is talk of an increased dividend being declared, it was pointed out that this is hardly likely this year owing to the company having to provide for heavy expenditures for its new paper machines. A high dividend is by no means assured this year.

Need Railways to Get Out Pulpwood

Pulp resources in northeastern Manitoba will remain undeveloped until means of transportation are established, F. H. Herchmer, inspector of Dominion forest reserves, said on his return from a forest inspection trip in the district northeast of Norway House. He reports a good quality of spruce is found which would make excellent pulp, but there is no outlet for the finished product, the rivers being unnavigable except by canoe.

Never argue with a customer. Discuss with him, if necessary, but never argue. You just rile him up by arguing. You never convince him, and you may lose his trade.

A Progressive Eastern Lumberman

C. B. Graddon, Montreal

Charles B. Graddon, president of the Graddon Lumber Co., Limited, Montreal, has been in business for himself for the past fourteen years and is well known to the industry. He was born in Quebec in May, 1858, and is a son of the late Charles Stuart Graddon. He was educated at the Quebec High School and secured his first acquaintance with the lumber business by entering the employ of W. & J. Sharples and later with Henry Fry & Co. of Quebec. From 1881 to 1883 he was engaged with a party in laying out townships in western Canada and then returned east. In 1884 he represented Bryant, Powis & Bryant and later McArthur Bros. He next went with E. H. Lemay, Montreal, with whom he remained eleven years, after which he organized the Graddon Lumber Co., Limited, 11 St. Sacrament Street.

Mr. Graddon resides at 6337 St. Claire Avenue, Ahuntsic, is a member of the Montreal Board of Trade, and his chief recreations are hunting and fishing. His son, Chas. P. Graddon, is vice-president of the company.

Who Will Get the Money

We were trying to figure up our sales the other day and on the theory that a sale is not made until the money is collected, we find that our sales for the year are pretty small, but we look for wonderful improvement in this respect the next three months, says an Eastern States lumber organization.

If you had to face the banker for a loan every few days, you would realize just how tight the money market is, and see the necessity for extraordinary collection efforts this fall. It is absolutely imperative that we get the money due us and get it early. The Federal Reserve Bank sent a letter to its member banks the first of August telling them not to make any more loans and to collect the money due them when the present loan matured.

The men who owe you money probably are indebted to the banks as well as to ourselves, and the banks are going after their money as hard as they can, and it is up to every one of us to see that the banks do not get all the money and leave us out in the cold. We must reduce our indebtedness. Our creditors are going to insist upon it and we must comply. We have never had to borrow as much money as we did this year, as it takes twice as much to operate a yard as it did four or five years ago, and not since 1907 has money been so hard to get or the interest rates so high.

Make your plans right now so you will be ready to begin an aggressive collection campaign about the middle of September and keep it up until every dollar outstanding has been collected. Go through your ledger and bills receivable book and make a notation after each man's name showing how his crop is, when he will thresh, whether he will be able to settle in full and if he has other means of paying besides his crop.

With this information in your possession, you will be able to handle every account in an intelligent manner and you will be sure that you are getting your full share of the money coming to you. You can't expect to keep this information correctly if you depend upon your memory for it, especially if you have one hundred or more notes and accounts due you. Whenever you get an opportunity to talk to your debtors, ask them about their crops and also about their neighbors' crops, make a note of this information on your ledger or in your bills receivable books as soon as you get an opportunity. We may ask you for this information a little later in the fall.

New Quarters for St. Louis Lumbermen

The Lumbermen's Exchange of St. Louis will remove in a few days to quarters in the Statler Hotel. The suite will be on the first floor, above the mezzanine floor.

Arrangements have also been made for all the privileges of the hotel to be extended to members and guests. Henceforth, the Statler Hotel will be a real community lumber centre and the fullest cooperation of all lumbermen is solicited in order that a great revival of interest in lumber matters, and in the Lumbermen's Exchange of St. Louis, may be the outgrowth of this plan of activity.

Members and visiting lumbermen from outside St. Louis, and all lumbermen in St. Louis, whether members of the Exchange or not, are cordially invited to avail themselves of this service.

Arrangements have been made for tables in the main dining room and also in the cafeteria as may be needed for groups that may desire such service at popular rates. Monthly meetings of the Exchange as a body will also be held with the finest speakers available. The social features of the old Lumbermen's Club will be revived.

Delightful Function Held at Kent House

The head office staff of Price Bros., Limited, Quebec, were recently entertained at Kent House, Montmorency Falls, by C. E. Kennedy, a widely-known lumberman of New York city. Mr. Kennedy proved to be an ideal host. The gathering was a highly enjoyable one and Mr Kennedy's chief regret was that it was not winter, in order that he might invite the various organizations, because anything that he undertakes is always carried out unusually well. He would have been much happier had all the "Price boys" been there instead of only the members of the Quebec office staff.

Kent House has been the scene of many delightful social functions and among them was the one last February tendered the delegates of the Canadian Lumbermen's Association and their wives by the lumbermen of Quebec city. The location of this quaint and historic hotel is an admirable one and the recent fete, under Mr. Kennedy's directions, was but another of the many brilliant social affairs for which this picturesque place of entertainment has proved a splendid setting.

Included in the party, which numbered between sixty or seventy, were Mr. and Mrs. Arthur Price, Mr. Fred Price, Mr. J. Leonard Apedaile, general manager of Price Bros., Ltd., Mr Alex. Morrison, Mr. Blair, Lieut.-Col. Ray, the latter acting as master of ceremonies, and Mr. C. E. Martin, of the firm of C. E. Kennedy.

A special car was provided for the guests, who included both ladies and gentlemen. On the arrival of the party they were immediately directed to the ball room, where dancing was indulged in, and between each dance a further musical entertainment was provided. Amongst those taking part being Miss Clara Amy, who rendered several pleasing vocal solos; Mr. Geo. Staton, accompanied by Mr. H. Gordon Perry, sang some well-known songs, and the host, Mr. Kennedy, proved a real artist in soft shoe dancing, as well as an elocutionist of the first class.

At the dance intermission the company adjourned to the supper room, where a delightful repast was served, under the supervision of the manager, Mr. Bertani, which was much enjoyed.

Before returning to the dance room, Mr. J. Leonard Apedaile, in the course of an appropriate, though short spech, proposed the health of Mr. Kennedy, and in so doing, referred to the part that that gentleman had proved himself a worthy son of the sod from which he had sprung, by the hospitality he had extended to the staff of Price Bros., Ltd. The toast was duly honored, and in reply Mr. Kennedy remarked that it afforded him great pleasure to see so many of the staff present and particularly so many ladies, and he would always look back on the event with pleasant recollections.

Pearce Company Saved Their Mill

As announced in the last edition of the "Canada Lumberman," fire last month destroyed the planing mill, dry kilns, lumber sheds, office and entire contents of the Pearce Co., Limited, of Marmora, Ont. The loss is between $20,000 and $25,000 above the insurance. F S. Pearce, manager of the company, states that by dint of hard work they managed to save the flour mill, lumber shed, stables and houses in the vicinity of the flames. Fortunately no damage was done to the lumber yards or the sawmill which is sawing steadily and will be kept running until cold weather sets in. The matter of installing new planing mill equipment will be decided upon by the company in the near future.

The Pearce Company report that they have had considerable difficulty this year in connection with the low water on the drives and also in obtaining an adequate supply of labor. They believe that if selling quotations are based on production costs, there is not much prospect of lower prices for lumber this season.

Peat, long used in Great Britain and Ireland as a substitute for coal, now gives considerable promise of taking the place of wood pulp for the manufacture of paper. Experiments recently conducted in Manchester, England, demonstrated the possibility of making a usable grade of newsprint from bleached peat, pulp, and the inventor displayed samples of other papers of various tints suitable for wall papers, wallboard, wrapping paper, etc. For better grades of stock, it is proposed to mix the peat pulp with wood pulp, thereby reducing the consumption of the latter. The coarse roots removed from the peat have a by-product value for brush making.—Popular Mechanics.

Review of Current Trade Conditions

Ontario and the East

The chief topic of conversation in lumber circles has been the jump in freight rates which has been authorized by the Board of Railway Commissioners of Canada. This theme has taken precedence over all others and many expressions of opinion are heard regarding the wisdom and justice of such a move. The conservative, middle-course lumberman, who quietly views things, looks seriously as he remarks "When is all this going to end? Are railway employees to be given an advance every time they ask for one, and are operating companies going to be allowed to pass on all extra levies to the consuming public, add constantly to the cost of living, and incidentally disrupt the general business of the country?"

Business in the lumber line is quiet at the present time in practically every kind of wood. Buyers are holding aloof, mills are viewing the future with some degree of uncertainty, operating concerns intend to cut down the number of their camps, and there is a sort of mark time feeling existing in all ranks, from the logger right through to the retailer. It was expected with the gratifying yield in the agricultural districts, in both eastern and western Canada that a good deal of fall building would be done and that the dull period of the last two months would be superceded by one of considerable activity and expansion. Now an increase of 40 per cent. in freight rates has gone into effect in the east and 35 per cent. in the west, with the result that if there was a tendency on the part of the lumber industry to revive, a move in this direction has been retarded by the new exactions on the part of the transportation companies.

Many concerns in the east, and more particularly those in the west, are complaining of shortage of cars and inability to make shipments. It is predicted that after September 13th there will be more cars available as when a sharp advance in carrying charges goes into force, as soon as the date of the increase arrives, cars seem to appear from many unexpected quarters. Until the new rates are applicable, there is always a dearth of rolling stock.

The sky-rocket rates will add considerably to the cost of western stock delivered at Ontario points. Heretofore the rate from Vancouver to Toronto has been 77c per 100 lbs., and under the new schedule the charge will be 1.05.05 or an elevation of 28c. The extra imposition means in round numbers that all purchasers of Coast stock will have to pay 50c per M. for carrying charges on shingles, $10.00 on timbers, $7.00 per M on boards, shiplap and dimension, and $5.00 to $6.00 per M on ceiling, flooring and interior trim. Under the old tariff, the carrying charge on forest products from Vancouver to Port Arthur was 55 cents. This has been augmented by 35 per cent., which makes the new figure over 74c. The old charge from Port Arthur to Toronto was 22c and the advance 40 per cent. means nearly 31c per 100 lbs. The combined levy is, therefore, $1.05.05 as against 77c. It is true that many protests are being entered against the mandate of the Railway Board but whether these will have any perceptible effect, remains to be seen.

The judgment of the Commission is not yet fully realized, and it is stated that the increase granted is only effective to December 31st, after which in eastern Canada the increase will be reduced from 40 per cent. to 35 per cent. and in western Canada from 35 per cent. to 30 per cent. A reduction of 5 per cent., however, will make but little difference in the ultimate cost of lumber.

Now the question arises,—who is going to assume the fresh burden? The wholesaler says he cannot afford to do so at the present prices of lumber, and in connection with western stuff where the new toll will be felt the heaviest, lumber manufacturers assert that owing to the high cost of logs, labor and general operating expenses, they cannot take any less money for their output, keep their plants in operation and at the same time make ends meet. Naturally the new rates fall heaviest upon large products, such as cars of lumber, and it looks as if building operations, which have been temporarily halted in several centres, will not gain any momentum this fall. Lumber operators are putting in camps but in view of the general situation, there is a tendency toward cutting down the number of men in the bush.

Wholesale firms report business as quiet, and many travellers find it difficult to interest customers in stocks. There is a disposition to play the part of a looker-on, as far as the retail trade is concerned, in the belief that lumber values have about reached their peak. Any buying that is under way is for immediate requirements. Probably after the harvest, there will be some stir in various centres as housing accommodation was never so limited as at the present juncture, and the scarcity of dwellings is being accentuated on all sides with the return of families from summer resorts and the country to reside in the towns and cities for the winter.

White pine is fairly active and is holding its own, but hemlock is weaker and quotations have softened somewhat. Spruce is fairly firm. White pine lath are scarce and in good demand, but hemlock lath are plentiful and difficult to dispose of. There are very few cars of shingles in transit and prices are quite uniform. A steady business is being done in the shingle line.

The whole lumber situation at the present period may be described as being in a transitory condition. This not only applies to Ontario but all parts of the Dominion, and while there is no note of pessimism or alarm, there is a tendency on the part of mills,, wholesalers and retailers to wonder what will happen next, and not to enter upon any large expenditures or incur greater obligations than seem advisable during the present period. Industries in all other lines are reducing the extent of their output and seeking to keep stocks as low as possible. The lumber arena is no exception to this rule. Shipments in the east across seas have been slow and the demand from over the border has fallen off considerably. Owing to these deterrent factors and the abnormal jump in freight rates, there is every indication that the quietness which has prevailed for the past two months will not be materially altered during September, at any rate.

United States

General conditions in the lumber line remain practically unchanged with the exception that prices have softened in a good many instances. The recent increase in freight rates has also been a disturbing factor and has tended to restrict business. Hardwoods continue in slack demand with wide ranges in prices and a tendency towards further decline. The industry on the whole is feeling the adverse effects of the recent jump in the cost of transportation. Even in the south, which it was expected would profit greatly by the much higher delivery costs of western lumber, the number of new orders received by the southern pine mills was way below the figures of the weeks before the new rates became effective. The west coast manufacturers are feeling the advance still more keenly. They are booking only a fraction of the normal amount of new business, and there is no way of knowing when there will be a turn for the better. Mill men are convinced that there must come a readjustment of rates which will put the western mills back on the relative basis which existed before the freight rate advance, or nearly so. Just now their business affairs are in chaos. They seem to be debating whether they shall endeavor to retain their old markets by absorbing the increased freight, or pass the whole of it along to the buyers. The former course involves a sacrifice of profits. If the demand should develop to such proportions as to enable them to maintain recent prices they might be able to absorb a part of the freight increase; but the market tendency has been downward for some time, and if anything like normal times return, they will be up against a wall which they cannot penetrate beyond limits which will not admit of an output for all their products. And, with demand at the present low ebb and the prospects none too good for a revival of business this fall, there is no chance for them to pass the increased delivery cost along.

Following a pronounced lull that accompanied the effective date of increased freight rates, demand for yellow pine has recovered somewhat, but the market remains quiet with the volume of business only fair. The barometer reflects the sharp falling off in orders incident to the freight advance the booking of new orders being smaller than in any weekly period this year. Shipments also declined, as compared with recent weeks. On the whole, though, a good basis for stability in the market is evident in the heavy file of unshipped orders, the car shortage remaining as a check on any tendency to flood the market.

Generally, manufacturers and wholesalers have added the freight advance to their prices and it is probable that 80 to 90 per cent. of the new business booked for mill shipment includes the freight advances.

The hemlock market is slow, though broadly speaking prices hold firm. There are exceptions to the general statement, but they are

(Continued on page 62)

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

Hemlock Bark Wanted in Large Quantities

Quote price and state amount you can supply. Address Box 356, Canada Lumberman, Toronto, Ontario. 17-18

Wanted

A few cars of Birch No. 1 Common and Better, 4/4 to 16/4. Name us your best price delivered here, on grades.

WARREN ROSS LUMBER CO.,
18tf Jamestown, N.Y.

Wanted

We need immense quantity piling, Oak, Tamarack, Fir, Spruce and Long Leaf Yellow Pine, usual quality 12 in. to 14 in. at butt, 6 in. to 10 in. at top; 62 to 70 ft. long, averaging 65. Advise quickly what can furnish, when can ship and price delivered Buffalo, N. Y. All bills discounted. Address Drawer 507, Cumberland, Md. 17-18

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request. Also Deal ends.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Wanted

We want to buy 2 x 2 20" Clear Birch squares. If you can cut Maple and Birch furniture dimension stock we should like to communicate with you.

MARK CUMMINGS LUMBER Co.
388 Ellicott Square,
17-18 Buffalo, N. Y.

WANTED

White Pine Spruce

ALL GRADES.

Also LATH of all grades

JOHN F. BURKE,
2-t.f. Aeolian Bldg., New York City.

White Pine Wanted

One car or more each of:

1 x 10" x 16'
1¼" x 10" x 12 to 16'
2" x 12" x 16'
1¼" x 8" x 12 to 16'
1¼" x 12" x 12 to 16'
1" x 12" x 16'

in best grade you can furnish, which please describe in your offer.

G. ELIAS & BRO. INC.,
15-18 Buffalo, N. Y.

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

Lumber For Sale

For Sale—Birch Lumber

About 750,000 ft. of Birch Lumber 4/4; 8/4; 12/4 and 16/4. This year's cut. Apply Box 343 Canada Lumberman. 16-19

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

For Immediate Shipment

One car of 1 in. Elm, one car of 2 in. Oak, one car of Maple, Pine and Ash. Price right. For particulars apply to

EDGAR SWICK,
18 Canfield, Ont.

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

Dry Merchantable Spruce For Sale

400,000 feet 1, 2 and 3 in. Widths separate in the 2 and 3 in. Also a few car culls 1, 2 and 3 in. Write

D. G. RHEAULT,
17-18 Mont Joli, P.Q.

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

Swing Carriage Heading and Shingle Machine wanted. Box 351, Canada Lumberman. 16-19

Wanted

Marine Engine 10 in. x 10 in. or 12 in. x 12 in. or thereabouts.
Marine Boiler, high pressure to suit engine.
Line of live Rolls for Saw Mill (gear driven) 9 in. or 10 in. x 30 in.
Edger—one heavy edger.
Slab slashers, two set.

State price and when available. All must be in first class condition.

W. F. HAMLYN,
17-18 Belmont, Ont.

Automatic Slat Cutter Wanted

Particulars to

Papineauville Lumber Co., Ltd.,
8-21 Papineauville, Que.

Wanted—Power Pointer

26 or 30 ft. long, equipped with 10 or 12 H.P., 4 cycle engine. Boat and engine to be in good condition.

FIRSTBROOK BROS., Ltd.,
17-20 Thessalon, Ontario.

Machinery For Sale

For Sale

Hay press, good strong machine, in No. 1 shape.

REID BROTHERS,
17tf Bothwell, Ont.

For Sale

Guaranteed re-built saw filing machinery at half price. Send for monthly mailing list.

Ge Bott Manufacturing Company,
18-19 Big Rapids, Mich.

Six Circular Saws For Sale

ranging between 52 and 60 in. All in first class shape. Prices very reasonable. Write us for particulars.

MUSKOKA WOOD MFG. CO. LTD.
17-18 Huntsville, Ontario.

Covel Automatic Bandsaw Sharpener for sale, for 12 in. double cut saws. This machine is in first class condition, and can be shipped immediately. THE MUSKOKA WOOD MFG. CO. LIMITED, Huntsville, Ontario. 17-18

For Sale

Excelsior Machine and Press. Can be seen running. Good reasons.

REID BROS.,
16tf Bothwell, Ont.

For Sale

4 Phoenix Steam Log Haulers.
57 set Logging Sleighs for same. Second hand—good condition—right price.

PRINCE ALBERT LUMBER CO.,
16-20 Prince Albert, Sask.

Contents of Wagon Manufacturing Plant For Sale

The undersigned are asking for tenders for any or all the machinery formerly in the plant of the Port Arthur Wagons Ltd. at Port Arthur. This machinery is in good condition and can be examined at any time.

Machinery is mostly the product of the Defiance Manufacturing Co. but also includes that made by other well known manufacturers.

For information on any machine or complete lists of all equipment write

J. STIRRETT & SONS,
18tf Port Arthur, Ont.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

Equipment For Sale

Diamond Horizontal Band Resaw.
Outfit Dovetail Box Machinery.
54 in. Vertical Band Resaw.
Wicks Gang.
American "Boss" Timber Sizer.
Triple Drum Sander.

Box 370, Canada Lumberman, Toronto, Ont. 18-19

Truck For Sale

Four-ton Acason Truck for sale, run 18 months, good as new, new tires throughout and in best of condition. If interested see this at once. Price $4,040, $2,500 cash, or will take amount in lumber. Terms on balance arranged. Apply

HALL BROS., LTD.,
12-t.f. Toronto, Ont.

Logging Outfit For Sale

Surplus logging equipment, in good order, at Bolger, Ontario. Prompt delivery. Blankets, tools, and camp equipment. Sleighs, snowplows, tanks, horses and harness. Blacksmith outfits. Log loaders, steam and gasoline and horse power. Powerful Pacific Coast skidding engine, cables, boats, etc. Easy to inspect. Holt Timber Co. Ltd. Bolger Bridge P. O., Bolger, Ontario. 16-19

For Sale

Planer and Matcher. One S. A. Woods No. 33 Planer and Matcher in very good order, $1200.00. Also one 4" Sticker, American Woodworking Machinery Co., new, $450.00. O. Chalifour, Inc., Quebec, P.Q. 15-18

At a Bargain

1—Steam Engine made by Smalley Bros. 24 in. x 32 in. Horizontal box bed saw mill engine, slide valve, 12 ft. diameter cast iron flywheel, outboard bearings, flyball governor.

1—Wicks Bros. 36 in. gang saw machine for 28 saws, and 130-36 in. gang saws, 15 live rollers 9 in. x 48 in. together with gears, shafting and boxes. 1—set of 8 delivery rolls 9 in. x 37 in.

1—Wm. Hamilton No. 65 automatic gang saw and sharpener.

All in first-class condition.

KROEHLER MFG. Co.,
18tf Box 523, Sault Ste. Marie, Mich.

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

Book-keeper and Office Man, some experience in estimating and grading, eight years in lumber business. Box 369, Canada Lumberman, Toronto, Ont. 18-19

Stenographer-Secretary

Six years experience, four years with lumber firm. Knowledge of bookkeeping, accustomed to handling correspondence and capable of taking charge of small office. Box 365, Canada Lumberman, Toronto, Ont. 17-18

Situations Vacant

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 182, Canada Lumberman, Toronto. 4-t.f.

Young man of experience in Stenography and Typewriting wanted as Bookkeeper for Wholesale Lumber office in Toronto. Good salary and opportunity for advancement. Give age, experience and references to Box 244, Canada Lumberman, Toronto, Ont. 10-t.f.

Business Chances

Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. 12-t.f.

Standing timber wanted in large or small blocks south of the C. P. R. main line in Parry Sound, Muskoka, Haliburton, Hastings, Lennox, Addington, Nipissing, Frontenac and Renfrew County. Send full particulars, giving lot, concession numbers and name of township, with lowest net cash price.

MULHOLLAND & CO.,
15-18 Toronto, Ont.

For Sale

Fully equipped hardwood operation, now shipping lumber, with cutting rights on 30,000 acres in Nova Scotia; adjacent to railways and waterways. Can be purchased reasonably. Box 263, Springfield, Mass. 17-20

Timber tract approximately 1,000 acres, containing Birch, Maple, Pine, Spruce and Cedar, 2,200,000 feet as per Cruiser's report, located near Sault Ste. Marie, for sale at a bargain. Apply A. Leslie, Post Office Box No. 763, Barrie, Ontario, Canada. 17-20

Complete Mill For Sale

Capacity 25 to 30,000 feet per day. Machinery, shafting and belting, for $6,000. Good condition.

Papineauville Lumber Co. Ltd.,
17-20 Papineauville, Que.

For Sale

Timber license consisting of approximately two thousand nine hundred and fifty acres. Two hundred miles east of Toronto; limit contains vast quantities of pine, hemlock, spruce, tamarack, whitewood, oak, elm, ash, hard maple, beech, pulp wood, poplar, etc. Limit begins about two miles from a railway and extends back eight or nine miles. Easy haul on winter roads. Great opening for a saw mill of half million feet or more per year. Apply by letter to

D. W. PARK,
18 Perth, Ont.

Standing Timber For Sale

The time is getting short in making arrangements for this year's lumber operations, consequently we have listed with us a number of very desirable large, and moderate sized, limits of Hardwoods and Pulpwood tracts in close proximity to railroads easy of access, and cheaply operated. Immediate possession.

WM. COOKE & SON,
Timber Brokers.
Stair Building,
Bay St., Toronto 18-tf

Big Opportunity! For Quick Sale Timber Limit

15 square miles under license, approximately 3 miles free hold. Complete mill with machinery and all necessary buildings. Good mill, yard, about half mile from station, down hill haul. Land along river bank. 50,000 cords White Birch. 20,000 cords Pulp Wood, and several million feet Pine, Hemlock, Red Birch, Beech, Ash and Basswood.

Price $35,000. Half cash, terms on balance. Wire or write

MACDONALD LUMBER CO.,
18-21 Toronto, Ont.

For Sale

Hoop Stave and Lumber Mill as a going concern. For particulars apply to Merritt & Co., Stratford, Ontario. 17-20

For sale, complete shingle mill outfit with 60,000,000 ft. of Cedar, in British Columbia. Price of timber, mill and all, $72,000. Address,

J. D. GEBOTT,
16-19 Big Rapids, Michigan.

Timber Cruising By Air

We can make accurate aerial surveys of the most impassible country at moderate cost. Our large fleet of aeroplanes and flying boats is at your disposal.

BISHOP BARKER AEROPLANES LIMITED
93 Spadina Ave., Toronto.
Muskoka. Armour Heights.
16-tf

Saw Mill Plant For Sale

Practically new and modern Saw Mill Plant, capacity about 30 Million feet per annum, located in the Interior of British Columbia on a beautiful inland lake and on the main line of the Grand Trunk Pacific Railway. About 500 Million feet of timber on and adjacent to Lake (about 90% Spruce) and another Billion feet available at reasonable prices. Natural conditions ideal for economical logging, manufacturing, piling and shipping. An advantage of about $4 per thousand feet in freight rates to the Prairie Provinces over Coast shipments.

This property offers unlimited possibilities as a lumber, pulp and paper property. Would consider selling a half interest. Terms reasonable.

A C. FROST COMPANY,
165 Broadway
5-t.f. New York City.

Miscellaneous

For Sale

25 Lumbermen's Trucks and Wagons, 100 sets Logging Sleighs. All new.

ALEXANDER BARR,
16-19 Pembroke, Ontario.

The Mirage of Lower Prices

A good many retail lumber dealers have followed the mirage of lower prices off into the desert of depleted stocks and have allowed their trade to drop away. We know a good many dealers who have actually advised their customers not to build, but to wait for lower prices. This is the height of business folly. It is poor business for the lumber dealer and bad for his community. Money is a liquid and unstable thing. The time for any man to build is when he has the money! Ninety-five per cent. of the money made in your community will be spent at once. If it is not spent for houses and barns, it will go for automobiles. If it is not spent for cribs and granaries, it will resolve itself into trips to pleasure resorts. If it is not spent for fences and sheds, it will be invested in imaginary oil or fictitious gold mines. It will be spent. Let that sink into your mind and decide whether your community will be permanently better off if it is spent for permanent improvements or for evanescent pleasures.

We know a lumberman—an intelligent retailer, too—who is an officer and a director in a bank. The directors wished to build a bank building this year, but he counselled them to wait for lower prices which were due to come some time in the future. Gentlemen, when the lower prices come no building will be built; let this ramble through your brain—when prices are low people do not build. Low prices and poor business walk hand in hand in the lumber business. When lumber prices are lowfi other prices will be low and people will not have the money with which to take advantake of conditions. Look back over your periods of active business and see whether you ever sold a lot of lumber when prices were low. It is to the retailers interest to encourage business now—not next year, and it is to the interest of his community.

And just a word as to present prices. Many dealers think lumberprices are too high. This is a common fallacy. Lumber prices are lower today than they should be. They are lower than they are going to be a little later. At present prices the manufacturer cannot make a reasonable profit. You may not believe it, but it is true. No industry can flourish unless all branches are making a reasonable profit. The manufacturer, the wholesaler, the retailer, all must be allowed to live if any one of the three is to prosper.

The retail lumber dealer who wishes for a return to the old price level is unconsciously wishing for demoralization, hard times, slack business, and trouble. There is more complaint to the retailer about prices when he is selling at cost than when he is making a living profit. If you do not believe it pick a fight with your competitor and figure a few bills at actual cost. He will probably go below you and your customer will think your are trying to rob him.

Just buck up and tell the world that lumber prices are not as high as they should be. That now is the time to build and do your share o fthe business while your community has the money. If you think lumber prices are high, just set out a crop of trees and wait for the harvest. Lumber is one of the few crops that is being sold as far less than the cost of replacement. You may figure what it costs to grow a bushel of wheat, but sit down with your pencil and fifgure what it costs to grow and produce a thousand ft. of lumber. Prices high? Lumber is the cheapest thing in the world today.—Turned, Dennis & Lowry Lumber Co., Kansas City, Mo., in Wood Construction.

LOG STAMPS
Write us for particulars and prices
Superior Mfg. Co., Ltd.
93 Church St., Toronto

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street,
MONTREAL, P.Q.

RAILS

New and Relaying, also Frogs, Switches, Spikes, Etc. All sizes in stock. Also used

Locomotives, Logging, Box and Flat Cars, Hoisting Engines, Chain, Wire, Rope, etc.

R. T. GILMAN & CO.
MONTREAL, QUE.

"Prospects" Your Competitors Get

It would be worth many hundreds of dollars every year to you to know that you have the information your competitors get—not hazy, hearsay "tips"—but real, concrete, definite news of

Building & Engineering

contracts, wouldn't it? You can get it—at small expense—a daily stream of live building reports that will mean many more orders for you at away less expense.

Write for full information.
MacLean Daily Reports, Limited,
345 Adelaide St. West, Toronto.

MacLean REPORTS

not of sufficient importance to affect the market as a whole. Inquiries are a little better than recently, but are not brisk. In the North the paper mills are going to pay the highest price ever paid for hemlock logs this winter, and this undoubtedly will shorten the supply available for lumber.

The most encouraging feature of the hardwood market is the heavy inquiry from railroad sources, this inquiry largely being for special cuttings. There is also some demand from industrial sources, especially for special cuttings. Business has been very light this week, following the increase in freight rates. Buying is almost wholly for immediate requirements and those buyers who could anticipate their requirements for a few weeks in advance did everything possible to place orders for stock before the increase in freight rates went into effect, and this in no small measure accounts for the present slowness of the market. Cars are very scarce in the South and stocks are still low, while in some of the southern producing regions the market seems to be more active than in the North. In the northern manufacturing districts inquiries have increased somewhat in volume and stocks on hand at the mills are fairly large, being, broadly speaking, about double those carried when the year opened.

Great Britain

There are no distinct features in connection with the general situation, and there has been a moderate consumption. In reviewing the situation, one authority says it has been evident for a long time that the British market could not digest more goods at present, and just now it is only special sizes and qualities that are needed from abroad.

The prices which importers can obtain for average-quality wood have only recently become profitable, owing to the heavy reduction in freights, and as there is still enough average-quality wood in the country, fresh business is postponed until there is an immediate prospect of turning over the goods. But although for such reasons as slow consumption and financial stringency there would in any case have been an absence of many fresh contracts, yet the feeling of uncertainty which has prevailed regarding our Russian policy has contributed much towards keeping the market quiet.

In regard to the trade at Liverpool, business generally remains quiet, but firm, and the volume of business passing through has been small owing to a slow demand. Values are inclined to weaken a little, although for certain grades of lumber prices are fully maintained. The American rate of exchange continues low, and while working costs keep up there is no prospect of any material decline in values.

At the same time, it is very difficult to predict the future trend of the market, because if the autumn demand for timber of all descriptions should find stocks insufficient to supply requirements, the probability is that values will again increase considerably. On the other hand, stocks are now ample to meet ordinary needs, and the general opinion is that prices will certainly not fall much lower on account of the high costs of freight and production charges. Many shippers are now trying to obtain business through cutting their prices a little, but immediately trade begins to revive, then the market will move up again in sympathy with the increasing demand.

In American hardwoods there is no change to report in the market conditions. Prices continue firm, although there is a tendency in some quarters to reduce values a little in order to facilitate business. Trade is, unfortunately, very slow, even for this holiday period of the year, and there seems to be no prospect of any revival for a month or two to come, at any rate.

In speaking of the law of supply and demand, a recent edition of "Timber" says: The lack of cohesion in the American lumber industry has led to the neglect of the law of supply and demand, and though the industry is at present prosperous, it shows disturbing indications of instability. Strong individualism has dominated it, and in a very un-American way it has been slow at developing common ideas about its products. In connection with timber, there is a difficulty, nonexistent in the case of the iron and steel and other industries, in assembling the raw material at a few centres where manufacture may be concentrated, and this fact impedes co-ordination.

The lumber industry in the Pacific Northwest and in the South labors under a heavy handicap in the burden of timberland investments. Toward the end of the last century lavish gifts of public lands and a vague system of land legislation permitted the spread of private ownership, resulting in a rapid and extensive capitalization of stumpare, largely with borrowed funds. The effect has been that the cutting of lumber has been governed in an increasing degree by financial considerations rather than by the demands of the market, and the evil of over-production has been promoted.

Violent fluctuations in output and prices have been produced by the non-adjustment of supply and demand and the general lack of cooperation. The competition between different regions and between mills in the same region is destructive, as the lumber industry is capable of an output of at least 50 per cent. greater than its present one, which would represent about twice the present consumption.

The great difficulty in getting a sufficient supply of suitable wood for sleepers is forcing importers to look well ahead, and large enquiries are now on the market for 1921. The free-on-board price for sawn sleepers in Sweden is quoted variously, but seven or eight kronor per piece is the figure many shippers are asking; it is, however, difficult to get any quantity for prompt delivery. It is interesting to note that efforts are being made to revive this business with the ports in the Baltic provinces whence sleepers used to be shipped in large quantities; but it must be a long time before big quantities are available. The demand for sleepers is always expanding. There will be an enormous demand in Russia as soon as settled conditions are restored; in Sweden also very extensive operations are in progress for the improvement of the railway system, and there is already a heavy demand in that country for all the sleepers which can be produced. How the world demand, therefore, will be supplied is a problem which it is not easy to solve. Other woods than pine and fir will probably have to be extensively used, and possibly with the increasing cost of wooden sleepers substitutes will be found. It seems clear that it is not too early for importers to book up their requirements for next year if they can do so.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Quebec Shipments Show Some Falling Off

The demand for timber and sawn lumber in the United Kingdom has assumed a conservative turn. This is evidenced by the shipments from the port of Quebec, which are not quite as active as they were in the month of July. Quebec export houses discussing the situation, are unanimous in the statement that the United Kingdom import firms are still very cautious in buying tendencies, and only ordering what they really need. The labor unrest in Europe with the continuation of high cost of living, has so impregnated the public with the uncertainties of conditions, that construction and reconstruction are practically at a standstill. Nevertheless a very large shipment of timber and deals has taken place from the port of Quebec during the months of July and August but the export houses were prepared for a much larger business.

As regards the fall trade, the exporters do not anticipate any improvement. They say that the fall shipments from Quebec do not look bright, inasmuch as the importers on the other side of the ocean have stopped buying. Only an ordinary business of absolute requirements is expected. These indications also apply to the United States market. In the meantime, the regular liners of all steamship companies persist in maintaining their freight rates, 200 shillings per standard for sawn lumber and proportionately for timber. The tramp vessels, however, have made a further reduction to 175 shillings per standard. There are at present considerable activities in the shipment of spool wood to the Mother Country, and a large quantity now stored on the Louise docks is awaiting steamship accommodation.

The local market is very dull and this applies to the whole province of Quebec. Construction is practically at a standstill on account of the high cost of material. The population and wealth of Quebec City is growing apace and dwelling accommodation is at a premium. Nevertheless no new buildings are going up and, judging by the temper of the people with the means to build, against the prevailing high cost of material, who say they can invest their money to better advantage, these conditions are liable to last for a long period of time.

The recent drop in the price of lumber has not affected the city retail trade, who contend that as they had made their purchases under high-priced conditions, they can't afford a reduction in their quotations without material losses. The position is so acute in this respect that retail lumber dealers cannot make any sales and building contractors are idle, with the exception of carrying on needed repairs or business warehouse extension work. Even the municipal house problem with the Government loan is at a standstill in this

View of Mills in Sarnia.

BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

"Rush Orders Rushed"

Cleveland-Sarnia Sawmills Co., Limited

SARNIA, ONTARIO

B. P. Bole, Pres. F. H. Gorr, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

city. In explanation, Mayor Samson informs the "Canada Lumberman's" correspondent that it would cost too much to build workingmen's houses under present prevailing cost of material unless the workingmen were prepared to pay a rental of, approximately, $30 per month.

The movement of pulpwood from all parts of the province, especially along the various lines of railway east of Quebec, is meeting with more satisfactory results. Quebec firms interested in this trade say they have less difficulty in procuring the necessary American rolling stock for the shipment of the wood to the American paper mills,, and admit this change in freight car conditions has come about since the "Canada Lumberman" made the graft exposure.

It may be added that railroad executive officers, who have had their attention called to the exposure made in the "Canada Lumberman," are quietly investigating the charges that Canadian dealers in pulp have been obliged to pay $5 in graft per car or else go without. One important railway official, discussing the question with the writer, said the railroad had not the least conception that such a practice existed and blamed the shippers for not giving information to the proper authorities at the very beginning, saying no railroad would tolerate such dishonesty and the guilty parties would not only be dismissed but arrested and prosecuted. An inspector of the Dominion Railway Board, also spoken to, expressed his surprise that shippers had submitted to the graft without making complaint, and at the same time admitted that it had come to his knowledge about Canadian freight train conductors in charge of trains drawing empty cars, shipping off cars at stations for a consideration.

The pulpwood manufacturers in this district are satisfied in the change that is now giving them more cars for shipment of pulpwood to the United States. They have been and still are getting out heavy cuts this summer with the expectation of big shipments to the American market this coming winter. All stations along the line of the Intercolonial and Quebec and Lake St. John Railways east and north of Quebec are receiving large quantities of this wood. The farmers in the Province of Quebec, having come to realize the value of pulpwood, are giving much of their time to cutting wood for the rossing mills and at the same time clearing off all their woodlands along many lines of railway.

Orders Decline in the Ottawa Valley District

A reduction in the amount of business done and a considerable shortage of woods labor, were the principal features of the Ottawa lumber market for the opening period of September, as compared with the last two weeks of August. Prices held firm.

The slackening of orders and inquiries was attributed in several circles of the trade to be due to the cutomary August lull in buying. Strong hopes were entertained that a good autumn business would result. Dealers generally did not believe that the prevailing high prices for lumber had anything to do with the slackening of the demand. Rather they looked back on the August buying of the retail yards both in Canada and the United States and referred to this as now reflecting itself in the Canadian wholesale and manufacturing trade.

Taken on the whole the trade was better than that of a year ago and the market seemed a great deal steadier, and the outlook toward building much improved. During the past year the highest prices known to the lumber trade in the Ottawa Valley have prevailed. Some persons predicted when these prices went into effect that it would be a "sky rocket" market, and that the bottom would drop out of it in a few months' time. Such a prediction has not come true nor is it likely to prove itself, inside of the next six months with the keeping up or advancement of operating costs. Food prices for the woods camps have not come down any, labor is scarce and some companies are paying ten dollars per month more than last season for bushmen and cannot get them. Stocks are low, and the demand has increased. The cost of selling has not dropped any. Taking the above factors into consideration it is hard to see the justification for the price of lumber to come down.

What little demand there was came principally from the United States, and was largely for the middle grades. Canadian business fell off proportionately. Stocks used for interior work with those for sheeting in outside construction were expected to show considerable activity within the next two months.

The foreign car situation remained about the same as it was during the closing part of August, and there was sufficient rolling stock on hand to handle the lessened number of shipments to be forwarded. Compared with last year and the year before the car situation was considerably better, but this, shippers believed, was almost entirely due to the dropping away of business, and the increased number of cars. In short, conditions seemed to be getting more back to normal so far as the car situation went. Little apprehension was expressed regarding the future as to sufficient cars being available, unless there is an unexpected increase in the number of shipments. As is usual at this time of year there is a shortage of cars, due largely to the diversion of rolling stock to the western states and the Canadian Provinces for the handling of the grain crop. On the American Eastern lines, lumber shippers from Ottawa reported that there was little or no congestion.

Export conditions to Europe remained about the same.

Outside of demand and selling, which was chiefly the concern of the wholesaler and the retailer, the lumber manufacturers had their time pretty well occupied on figuring out their bush operations for the coming season. On every hand one was met with the apparently sincere desire on the part of the lumber operators to get out as big a cut as possible. There were obstacles in the way. Chief among them was the high cost of food supplies and the apparent shortage, or "unwillingness" of labor for the bush camps this year. Another feature of the situation was the fact that Ottawa Valley companies have millions of logs stranded along the Ottawa river, its tributaries, and other streams. These logs were grounded by low water, early in the year, and did not reach the mills. Lumber operators have not figured out what they are going to do with them, if they and the usual supply for next season come down to the mill ponds in a bunch? The prospect of a surplus log supply at the mills for a short time is not, however, the main worry of the executive heads of the companies. They are mostly concerned about labor.

A survey of the situation, given to the "Canada Lumberman" by one of the best known figures in the lumbering trade in Canada, and who desires that his name be withheld, shows that there is a tendency on the part of labor this fall not to go into the woods camp if other employment is available. There are strong symptoms of the men holding back and taking other jobs if they can get them. Heads of lumber companies admit that the gathering of the western grain crop and other harvesting operations are as usual giving employment to a very large number of men, many of whom will, when this work is fiuished, apply at the different agencies of companies to go to the woods camps.

Owing to the exceptionally high food costs this year, the manufacturers, on the other hand, are turning over in their minds the advisability of establishing and stocking as many camps as usual. "What is the use of provisioning five camps if we can only get the labor to operate two of them. It would be a most decidedly serious

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and unprofitable operation," was the comment of one of the heads of an Ottawa Valley Company. Another angle of the situation, under present labor conditions is that while jobs in the woods may now be plentiful and woods labor scarce, the situation may be reversed and there will be plenty of men and few jobs available, if the Ottawa Valley operators decide to establish fewer woods camps owing to the uncertainty of the outlook, for successful bush operations. The next month it was expected would decide which way the scale will turn.

Conditions with the woodworking plants and factories remained as they were during the latter part of last month, so far as the labor conditions were concerned. The representatives of the Inside Woodworkers and Factory Workers Union appointed committees to meet the employers, but the employers, as a body, did not meet the general committee representing the Union. Instead the heads of some of the plants met a committee of their own employees. No definite decisions were reached. It is likely that when the whole dispute is settled that the employers will agree to advance certain wages to employees whom they consider are worthy of it. Outside of this the dispute looks as if it would die a natural death through the course of time. All the factories operated and factory labor was reported to be adequate.

The call for sash and door and other factory manufactures slowed up a little. Export business, other than to the United States, was reported as remaining steady, and it was predicted in the trade that a further advance in export price of flooring would likely be made soon. Though not announced the advance, it was stated, will be in the neighborhood of fifteen per cent.

Spruce 48 inch lath dropped about $4 per M. and manufacturers' quotations were eleven dollars.

Business is Quiet in Montreal Circles

Practically no change is to be noted in the Montreal market. As a whole, business is quiet, which is the usual condition at this time of the year. While some wholesalers declare that there is absolutely nothing doing, others report that a fair trade is being transacted.

Men in other lines are anticipating a drop in prices, but one rarely comes across a lumberman who believes that we shall have cheaper lumber for a long time. Conditions do not warrant such an anticipation.

There is a certain amount of depression in one or two industries and, according to a report, men who have been unable to obtain work at their own trades have gone to the bush in considerable numbers. These will be welcomed. Last year it was very difficult to secure enough men, and of those engaged an appreciable proportion did not prove efficient.

At last Montreal has passed the by-law for obtaining a million dollars for the workmen's dwelling scheme. It is, of course, too late in the season for anything to be done in the way of building. The Montreal building permits for August totalled $1,336,350, a decrease of $104,895, this being the first decline for many months. The total for the year to date is $10,996,379, a gain of $5,082,711. Building business has been fairly good this year, although the figures as given above, are not as satisfactory as they appear on the surface, for account must be taken of the increase in the value of labor and material. Several important buildings have been delayed by the scarcity of materials.

A small quantity of lumber is being shipped to the United Kingdom. Rates continue to stand at 200s. per standard. The steamship companies are now more keenly looking after the export trade, owing to the competition of tramps.

Heavy Increase in Fire Loss

For the first seven months of 1920 Ontario's fire loss shows a substantial increase over the same period for 1919. A statement issued by Fire Marshal E. P. Heaton shows that the fire loss for the first seven months of 1919 was $5,842,536, while for the period of 1920 it had risen to $6,843,788, an increase of $1,001,252.

In 1919 for the seven months the number of fires was 5,676, and in 1920 5,669, a decrease of 7. The losses not covered by insurance in 1919 amounted to $1,466,417, and to $1,884,327 in 1920. During July of this year lightning caused a fire loss of $113,539. In all cases the buildings were not protected by lightning rods. Only two big fires figured last month. The St. Thomas Foundry, $150,000, and stores at Porquois Junction, $100,000.

July, 1920, shows an improvement over July, 1919. The total fire loss for last month was $676,297, while for July, 1919, it was $1,028,833. There were 892 fires in July, 1919, and 729 in July, 1920.

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EDGINGS

Ontario

The Grand Trunk Railway is erecting a large lumber shed at Palmerston, Ont., for the storage of lumber.

The sawmill of John House at Courtland, Ont., was recently destroyed by fire, the loss being $7,000. Mr. House is planning to rebuild.

The annual meeting of the Spanish River Pulp & Paper Company, Limited, will be held at the head office in Toronto, on September 30th next.

Just west of the C. P. R. station, Lindsay, David Kirkpatrick, a lumber scaler, was struck by a freight train and killed. It is said that he was walking on the track and apparently failed to hear the approaching train.

The Lazier Paper Mills, Limited, Belleville, Ont., have been authorized by supplementary letters patented to change their name to the Belleville Paper Mills, Limited.

The Inside Woodworkers of Ottawa have accepted the award of the Board of Conciliation and have appointed committees to interview the different employers in an effort to bring about an amicable settlement of the wage dispute.

Anderson, Shreimer & Mawson, of Toronto, who own mills at King Lake and Eagle Lake, have closed their operations for the year and are putting in camps preparatory to taking out their usual stock of logs for the coming season.

The R. Laidlaw Lumber Co., Toronto, has complained to the Dominion Railway Board against the C. P. R. interswitching toll of two cents per 100 lbs. on cars unloaded by them on the private siding of the Toronto Power Co. in North Toronto.

The Fort William Paper Co., Limited, Toronto, was recently incorporated to manufacture and deal in all kinds of pulp and paper products and by-products. Capital $15,000,000. Two of the incorporators are T. Gibson and J. G. Gibson, Toronto.

A building 60 by 300 feet is being erected by the Ontario Paper Company, Limited, at Thorold. A new paper-making machine is being added to the plant's equipment, and it is announced that the capacity of the mill will be thus raised from 230 to 300 tons of newsprint a day. The building of the plant addition is already well advanced.

A fire which started among the standing timber and logs owned by John Harrison and Sons, Owen Sound, on Horse Island, was extinguished by the rain, but not before it had done considerable damage. Between 7,000 and 8,000 cedar logs, besides a large quantity of standing timber, was destroyed, but the damage has not yet been estimated. The cause of the fire is unknown.

According to the information made available recently the profit for the Provincial Paper Mills, Toronto, for the year ended June 30th was $643,807 as compared with $335,128 for the same period of the previous year. The profits mentioned do not allow for depreciation or war taxes. The stock was recently placed upon the market but is closely held. Recent advances indicate that there is a very limited amount available.

The Vigars-Shear Lumber Co., Port Arthur, have placed in commission a motor truck of two and one-half tons carrying capacity. The truck, which can be used to move 3,000 feet of lumber in one load is possibly the largest in the Twin Cities, and, of its kind, is the only one in use at the head of the lakes. Among its special features is a device for rapid unloading. The tires on the monster truck have a breadth of eight inches.

The Monteith Pulp & Timber Co., of Toronto, have disposed of their mill and limit at Monteith on the Driftwood River, to the Moose Lake Lumber Co., of Sudbury, Ont. A. E. Wicks, of Sudbury, is the president of the new company; Alex. Ainslie, Sudbury, vice-president; Victor Brander, manager, and Chas. Brander, secretary-treasurer. The plant at Monteith is fitted with a circular saw and up-to-date equipment and has a cutting capacity of about 35,000 feet a day of spruce. The annual production since 1916, when the mill was built, has been about 4,000,000 feet.

Eastern Canada

Jos. Lafrancois Co., of Limoilou, Que., are erecting a mill and sheds.

The Makamik Pulp & Lumber Co., of Makimik, Pontiac County, Que., intend erecting an addition to their mill.

The sawmill of Eusebe Hamel at Makamik, Que., was recently wiped out by fire. The loss was $30,000. The owner intends rebuilding.

Paul Tremblay, Thomas Tremblay and Edouard Tremblay were arrested in Charlevoix County on the charge of cutting lumber on the limits of Price Brothers & Co., Ltd. The prisoners were tried at Murray Bay and were all three found guilty and condemned.

Mont Louis Seigniony, Ltd., Montreal, Que., was recently incorporated to manufacture and generally deal in lumber, timber and all kinds of pulp products. Capital $1,000,000. Two of the incorporators are A. H. Duff, K.C., and W. A. Merrill, of Montreal.

The auction sale of timber lands and farms of Mr. T. A. Hurley, Blissfield, N. B., was held recently. Two of the timber lots, containing 100 acres each, were bid in by R. V. McCabe, and the remaining 600 acres of timber lands, as well as farm and stock, were bid in by John T. Sutherland.

General curtailment of lumbering operations for the next logging season is reported from St. John, N. B. Fewer crews and smaller in make-up are said to be going into the woods. The reason gives is the slow movement of manufactured lumber from the millyards of the province. Freight congestion on the railways and inability to secure the steamships are the reasons assigned for that.

At Chubb's Corner, N. B., 18,,000 acres of timber and other lands, situated in the Parishes of St. Martins and Simonds, were purchased by Maurice H. Tufts, of the Pejepscott Lumber Co., for $14,500. Several other lumbermen were present and bidding was fairly brisk until the $11,000 mark had been attained and then the contest was practically limited to two prospective buyers. The deed to one of the lots had been lost, it was announced. In

one block of four lots in St. Martins on the road from Loch Lomond to Quaco, there are 1,000,000 feet of virgin hardwood and 1,000,000 feet of spruce.

The Davie Shipbuilding & Repair Co., Quebec, have completed th installation of th power plant and machinery in five wooden steamships. This completes the order placed with the Davie Shipbuilding Co. by the French Government. These wooden ships were built at the Lauzon shipyards and were then towed across the river to the Louise docks, where the installations were completed.

Miller & Gordon Mfg. Co., Carleton, N. S., hardwood manufacturers, are making extensive improvements to their plant at Carleton, Yarmouth County, N. S. They are putting a new steel roof on the buildings and extending their smoke-stack and making other alterations. W. E. Miller is president and treasurer of the company; Winfield Gordon, vice-president; and Roy D. Miller, manager and secretary.

The Export Pulpwood Company, Limited, Montreal, Que., was recently granted a provincial charter to take over and acquire the firm formerly known as the Meigs Pulpwood Co., Inc., head office Wilmington, Delaware, operating at Campbellton, N. B. The company will conduct a general business manufacturing and dealing in lumber, timber, pulp and other forest products. Capital $100,000. Two of the incorporators are A. R. McMaster, of Westmount, Que., and Henri Morin, of Montreal.

John W. Gates, who is widely known as an expert on boiler settings and furnace brickwork, has formed the Gates Engineering Co., Limited, with head office at 348 St. James St., Montreal. The company will specialize in boiler and furnace brickwork and will be under the direct supervision of Mr. Gates. The Gates Engineering Co. announce that no job is too large or too small for them to undertake in the way of changes in boiler settings or furnaces, and that they may be consulted freely on any problems without obligation.

Western Canada

Frank Beban, Extension, B. C., contemplates the erection of a sawmill at a cost of $75,000.

Six dry-kilns filled with shingles, a loading shed also fairly jammed with material, and several C. P. R. box cars in process of loading were burned recently in a spectacular fire at the McNair Shingle Company's new plant at the head of Burrard Inlet. The loss is estimated to be in the vicinity of $75,000. The mill office also burned, but the mill itself was saved.

The Champion Shingle Mill at the foot of Campbell Avenue, near the B. C. E. R. Co. New Westminster-Marpole tracks, was destroyed by fire, the loss being roughly estimated at $20,000. The mill had not been in operation for some time so there was no stock of shingles on hand but two weaving machines and an electric motor valued at $7,000 were destroyed.

Damage to the amount of $10,000 was done by a bush fire recently which spread into the yards of the Partridge Lumber Company at Mile 94, Greater Winnipeg Water District line, it was learned from officials of the water district. The spur track into the yards was also damaged. There were 100,000 cedar posts valued at $7,000 belonging to the company burned as well as 250 peeled cedar poles and a flat car belonging to the Montreal and Atlantic Company valued at $3,625 and railway ties valued at $75.

A recent despatch from Estevan, Sask., says Norman Ross, a superintendent of forestry under the Department of Interior, was a visitor to Estevan lately. His particular mission is to promote propagation of trees on the prairies and, until now, he has been under the impression that the Dominion experimental farm at Indian Head was the sole reliable producing centre for nursery stock. But, having heard of the Prairie Nurseries at Estevan, he came down to have a look and to his surprise found trees and shrubs sufficient to embower a promenade from Estevan to kingdom come.

Clarence Hoard, president of the Bainbridge Lumber Co., of Birnie, B. C., was recently elected president of the Victoria Shipowners Limited This later company is a co-operative concern, which, with the assistance of the federal government, is building four lumber-carrying schooners at Victoria, B. C. The new company have made good progress in the construction of these vessels, three keels having been laid down at the Cholberg shipyards, and it is expected that the first of these will be completed by the end of the year. These vessels are to be operated in the lumber-carrying trade.

The Westminster Shook mills, Limited, has taken over the modern box plant of the Lumber Products, Limited, New Westminster, B. C. It is expected that the new firm will have this plant in operation in the near future. The Lumber Product's box factory has a capacity of 10,000,000 ft. of box shooks per year and it is anticipated that the increased demand for material from China Straits Settlement and South America will take care of this output. Mr. R. L. Cliff, who is president of the new company, is a well-known New Westminster business man, and is president of the B. C. Manufacturing Co., Limited, the Pacific Mills Co., Limited, and Food Products, Limited. Mr. J. H. McDonald, who is associated with Mr. Cliff in the new enterprise is the manager of the B. C. Manufacturing Co.

Premier Oliver and Hon. T. D. Pattullo, Minister of Lands, arrived recently in Prince Rupert, B.C., after a two weeks, tour of the northern coast district and the central interior. Following an inspection of the pulp and paper plants on the Coast, Mr. Pattullo spoke before an audience of the amended legislation appertaining to timber limits suitable for pulp-making. In order to encourage the establishment of more plants, permission may be granted for the cutting in half of the license fees where the department considers the limits better suited for pulp and paper making than for lumbering. The minister stated that this change was resulting in greatly increased interest among manufacturers, with the immediate prospect of the establishment of one or more plans in the near future.

Prince George is in the limelight at present as the prospective centre of pulp-making on a large scale. The immense stands of spruce and balsam near that city have been investigated this summer and negotiations with the timber-holders carried on. Mr. Pattullo and Premier Oliver will investigate the situation at Prince George before returning to Victoria.

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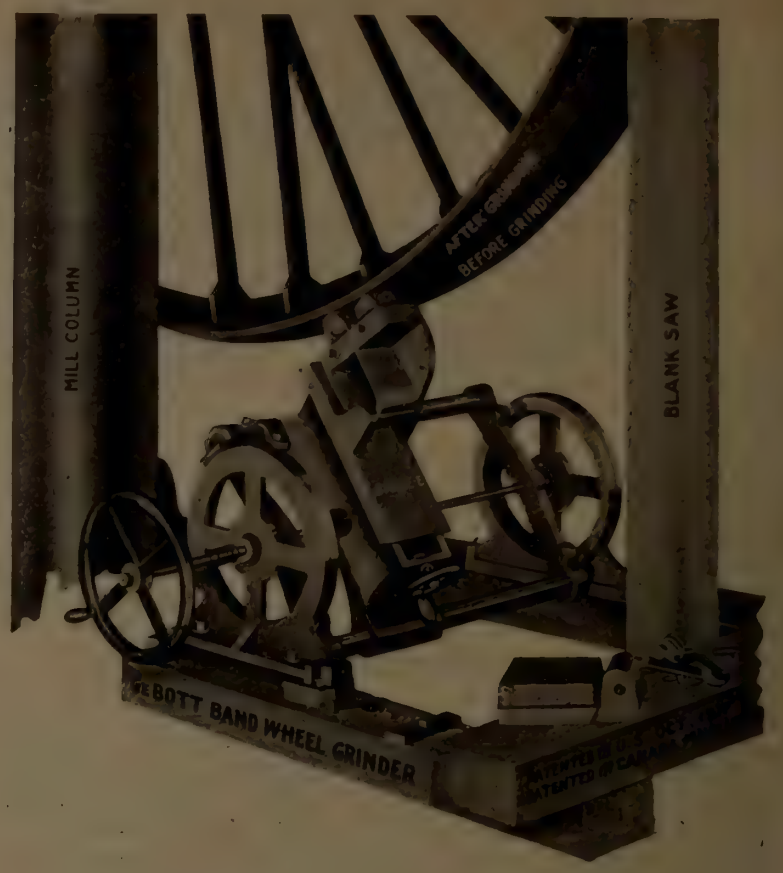

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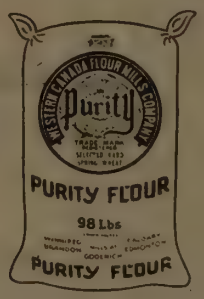
High 

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Try these columns. The result will surprise you.

CANADA LUMBERMAN
and WOODWORKER

347 Adelaide St. West - - TORONTO

BOILERS

The Best and Quickest Way to Repair Mill Boilers and All Wrought Iron and Steel Parts

IS BY

ELECTRIC WELDING

We Have Made a Reputation in This Line

CORRESPONDENCE SOLICITED

The Barton Electric Welding Co., Ltd.

PIONEERS IN ELECTRIC WELDING

St. John - - - - N. B.

PHONE MAIN 2007 P. O. BOX 1137

St. John Welders and Engineers, Ltd.

Electric and Acetylene Welding

MACHINISTS and ENGINEERS

BOILERS, DONKEY FRAMES, and all HEAVY MACHINERY, CASTINGS, Etc., treated by our special process.

30-36 Britain Street, St. John, N.B.

Camp Storekeepers—

Let us send you our catalogue, price lists and samples. We are confident that the all round superiority of our line will convince you of the desirability of giving them a place in your stocks.

Everything you require for the comfort and health of your men is included,—clothing, footwear, bedding and tents. Write to-day.

"Durabil" Waterproof Mackinaw Coats, Pants and Shirts, Sweaters, Underwear, Mitts, Socks, Moccasins, etc., etc.

Grant-Holden-Graham, Limited

Factory and Warehouse

147 to 151 Albert Street, Ottawa, Canada

KLIM
IN POWDER FORM

For Economy and Convenience

The question of what milk to use in a lumber camp is largely one of transportation and storage. Fresh liquid milk is, therefore, entirely impossible. One must look for a form of milk which, while retaining its natural flavor and full food value, is reduced in bulk and weight and has greater keeping qualities than liquid milk. This milk must of course be low in price and purchasable in large quantities.

Klim is the solution of the lumber camp's milk difficulties.

It is fresh separated milk, pasteurized, and reduced to a fine powder. It contains all the food elements of separated milk in their natural state, perfectly soluble in water. It is convenient because the exact quantity desired can be used without endangering the keeping qualities of the powder left in the tin. The natural flavor of the fresh separated milk remains unchanged in Klim.

Klim bulks smaller and weighs less than any other form of milk. It can be shipped anywhere in any climate **by freight** and requires no refrigeration or special storage **because it is dry** and will keep indefinitely. A whole season's supply can be shipped in at one time. Klim is most economical—it costs less and there is no waste.

Klim, when whipped into water, becomes again fresh, natural-flavored separated milk and can be used as such in soups, gravies, bread, biscuits, pies, cakes, tea, coffee, cocoa and other foods and drinks.

Klim is sold by all wholesale grocers and supply houses in 10-lb. tins, 6 tins to a case—each tin makes 40 quarts. Order with your grocery supplies.

Canadian Milk Products Limited

TORONTO

WINNIPEG MONTREAL ST. JOHN

B. C. Distributors: Kirkland & Rose, 132 Water St., Vancouver

Contented Men Stick

Simmons Bunks Ensure Their Rest and Comfort

A Simmons Double Deck Steel Bunk

The construction is boltless. The top and bottom frames are complete units, strongly riveted. The upper and lower frames lock securely in the posts and are reinforced by interlocking braces. The "Knock-down" Construction is much appreciated, as a complete bunk-house or bunk-car of Simmons equipment can be taken down, moved, or placed in storage on short notice.

THE standard Steel Sleeping Equipment manufactured and supplied by Simmons Limited is fast supplanting old-fashioned unsanitary and uncomfortable wooden beds, because it is more efficient from every point of view. Simmons Bunks are **built for sleep** and therefore keep workers in good health and contented.

Simmons Bunks are built to stand hard usage. They cannot be injured or damaged, or used for fuel, intentionally or otherwise. They are 100% sanitary. Water will not injure them. Camps or cars in which they are used can be thoroughly scrubbed or fumigated without removing the bunks. As they give the same service season after season, expensive replacements are unknown.

Simmons Bunks are standard equipment in the Maintenance Cars of the C.P.R., the G.T.R., Canadian National Railway and Canadian Government Railway—and in the camps of such large organizations as Riordon Pulp & Paper Co., Shawinigan Engineering Co., Dominion Construction Co., F. H. Hopkins Co., Beattie & Morrow, etc., etc.

SIMMONS LIMITED

Makers of Simmons Beds, Built for Sleep

MONTREAL TORONTO WINNIPEG CALGARY VANCOUVER

Now You Will Find

BEAVER QUALITY

You already know Beaver Board. You know how Beaver Board has developed from a small beginning until now it is a basic building material in use all over the world. Now Beaver Board is expanding into allied lines—enlarging its field for better service.

Vulcanite Roofings have been selected as a "Beaver Quality" product, because of their merit. They have never been extensively advertised, yet for over eighteen years they have steadily forged ahead on quality of product alone until today Vulcanite's manufacturing facilities are larger than those of any single roofing manufacturer.

Through Vulcanite's consolidation with Beaver Board, Vulcanite service is now being extended to the Canadian trade in a broad consistent way. A completely equipped plant is now being put into operation at Ottawa, Ontario. A forceful advertising campaign is soon to get under way. It will be combined with a complete line of effective selling helps to identify Vulcanite dealers.

In all this publicity, the "Beaver Quality" trade mark, already well known to the Canadian trade, will be emphasized again and again as "The Mark that Insures the Result." Added to Vulcanite quality and Vulcanite advertising, it will doubly insure Vulcanite success.

Get complete details of this new Vulcanite proposition and take advantage of the bigger profit opportunities it offers you. Write for details.

THE BEAVER COMPANY, LIMITED
ROOFING DIVISION
ADMINISTRATION OFFICES, THOROLD, Ont.
Mills and Plants at Thorold and Ottawa, Ont.

This Mark on Roofing

VULCANITE ROOFING

BEAVER QUALITY

BEAVER QUALITY FOR BETTER ROOFS

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine;		
1 x 4/7 Good Strips	$120 00	$130 00
1¼ & 1½ x 4/7 Good Strips	120 00	130 00
1 x 8 and up Good Sides	155 00	165 00
2 x 4/7 Good Strips	125 00	135 00
1¼ and 1½ x 8 and wider Good Sides	165 00	175 00
x 8 and wider Good Sides	175 00	185 00
2 x 8 and wider Good Sides	175 00	185 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	70 00	72 00
1 x 7, 9 and 11 Mill Run	72 00	74 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	45 00	47 00
1 x 10 x 12 6/16 No. 2 Mill Culls	50 00	52 00
1 x 4 and up 6/10 No. 3 Mill Culls	32 00	36 00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	60 00	62 00
2 x 8 Mill Run	62 00	64 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK, No. 1

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	50 00	52 00
1 x 8 in. x 9 to 16 ft.	52 00	54 00
1 x 10 and 12 in. x 9 to 16 ft.	54 00	56 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	54 00	56 00
2 x 4 to 12 in., 18 ft.	58 00	60 00
2 x 4 to 12 in., 20 ft.	60 00	62 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	100 00
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	85 00

(Depending upon widths)

1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	$106 75
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	112 00
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	108 00
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	110 00
1 x 5 & 6 Fir Casing	105 00
1 x 8 & 10 Fir Base	108 00
1¼ & 1½ 8, 10 & 12" E. G. Stepping	112 00
1¼ & 1½, 8, 10 & 12" F. G. Stepping	102 00
1 x 4 to 12 Clear Fir, D4S.	91 50 104 00
1¼ & 1½ x 4 to 12, Clear Fir, D4S	97 00 105 00
XX Shingles 6 butts 1 to 2", per M.	4 70
XXX Shingles, 6 butts to 2 in., per M.	6 15
XXXXX Shingles, 5 butts to 2 in., per M.	7 65

LATH

No. 1 White Pine, 4 ft.	Open
No. 2 White Pine, 4 ft.	"
No. 3 White Pine, 4 ft.	"
Mill run white pine, 32 in.	"
Merchantable spruce lath, 4 ft.	"

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$165.00	$115.00	$ 70.00
1¼"	200.00	150.00	80.00
1½"	200.00	150.00	80.00
2"	215.00	165.00	95.00
2½" and 3"	245.00	225.00	105.00
4"	265.00	235.00	120.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	200.00	140.00	110.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$155.00	$115.00	$75.00
5/4 and 6/4	165.00	125.00	85.00
8/4	170.00	135.00	100.00
10/4 and 12/4	210.00	160.00	120.00
16/4	225.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$140.00	$100.00	$65.00	$50.00
5/4 & 6/4	145.00	105.00	70.00	55.00
8/4	150.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$170.00	$125.00	$ 70.00
1¼"	175.00	140.00	75.00
2"	185.00	145.00	75.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain 1s & 2s	Plain No. 1 Com.	Quartered 1s & 2s	Quartered No. 1 Com.
1"	$170.00	$130.00	$205.00	$180.00
1¼"	200.00	150.00	215.00	180.00
1½"	200.00	150.00	215.00	180.00
2"	210.00	190.00	210.00	190.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$ 95.00	$ 80.00
1¼" and 1½"	115.00	95.00
2"	125.00	110.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$145.00	$100.00	$ 70.00
1¼"	145.00	100.00	70.00
1½"	160.00	110.00	70.00
2"	170.00	120.00	80.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	115.00	$90.00	$60.00	$40.00
5/4 & 6/4	150.00	140.00	110.00	.....
8/4	160.00	150.00	120.00	.....
12/4	170.00	160.00	130.00	.....
16/4	200.00	190.00	150.00	.....

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$180.00	$125.00
5/4 & 6/4	190.00	135.00
8/4	200.00	145.00
10/4	240.00	190.00
12/4	240.00	190.00
16/4	250.00	200.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$265.00	$175.00
5/4 and 6/4	285.00	185.00
8/4	295.00	195.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$240.00	$140.00
5/4 and 6/4	250.00	150.00
8/4	260.00	160.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:		
1-in. x 7-in. and up		$150 00
1¼-in. and 1½-in., 8-in. & up		190 00
2-in. x 7-in. and up		200 00
No. 2 cuts 2 x 8-in. and up.		95 00
Pine good strips:		
1-in.		125 00
1¼-in. and 1½-in.		145.00
2-in.		150 00
Pine good shorts:		
1-in. x 7-in. and up		135 00
1-in. x 4-in. to 6-in.		110 00
1¼-in. and 1½-in.		135 00
2-in.		140 00
7-in. to 9-in. A sidings		80 00
Pine, No. 1 dressing sidings		95 00
Pine, No. 1 dressing strips		90 00
Pine, No. 1 dressing shorts		75 00
Pine, 1-in. x 4-in. s.c. strips		72 00
Pine, 1-in. x 5-in. s.c. strips		73 00
Pine, 1-in. x 6-in. s.c. strips		74 00
Pine, 1-in. x 7-in. s.c. strips		74 00
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00	76 00
Pine, 1-in. x 10-in. M.R.		78 00
Pine, s.c. sidings, 1½ and 2-in.		75 00
Pine, s.c. strips, 1-in.		65 00
1¼, 1½ and 2-in.		70 00
Pine, s.c. shorts, 1 x 4 to 6 in.		60 00
Pine, s.c. and bet., shorts, 1 x 5		62 00
Pine, s.c. and bet., shorts, 1 x 6		65 00
Pine, s.c. shorts, 6'-11', 1"x10"		68 00
Pine box boards:		
1"x4" and up, 6'-11'		52 00
1"x3", 12'-16'		60 00
Pine, mill culls, strips and siellings, 1-in. x 4-in. and up, 12 ft. and up		55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.		45 00
O. culls r & w p	38 00	40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00	52 00
1"x4" and up, 12'-16'	50 00	52 00
1"x9"-10" and up, 12'-16'	54 00	56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00	56 00
1¼ x 10 and up, 12'-16'	54 00	60 00
1½" & 2" x 12" and up, 12'-16'	54 00	60 00
Spruce, 1-in. clear (fine dressing and B)	60 00	63 00
Hemlock, 1-in. cull	35 00	37 00
Hemlock, 1-in. log run	45 00	47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00	58 00
Tamarac	34 00	36 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00

Lath per M:

No. 1 white pine, 1½-in. x 4 ft.	Open
No. 2 white pine	Open
Mill run white pine	17 00
Spruce, mill run 1½-in.	11 00
Red pine, mill run	14 00
Hemlock, mill run	12 00 13 00
White Cedar Shingles;	
XXXX, 18-in.	12 00
Clear butt, 18-in.	10 00
18-in. xx	7 00
Spruce logs (pulp)	20 00 28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS

(At Mill)

3 in. unsorted Quebec, 4 in. to 6 in. wide	Per M. Ft. $42 00 $44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00 46 00
3 in. unsorted Quebec, 9 in. wide	50 00 54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.
According to average and quality 55 ft. cube	1 00 1 20

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00 1 20
According to average and quality, 30 to 35 feet	80 1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	50 00 60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	120 00
1¼ and 1½ in. and up wide	135 00
2 in. and up wide	140 00

CUTS AND BETTER

4/4 x 8 and up, No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	125 00
8/4 x 8 and up No. 1 and better	125 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100.00
2 in., 8 in. and up wide	105.00
2½ in. and 3 in., 8 in. and up wide	130.00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in., 10 to 16 ft. long	$80 00 90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00 95 00
2½ to 3 in., 10/16 ft.	90 00 100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00 82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00 85 00
2½, 1½ and 3 in.	85 00 95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00 74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00 75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00 62 00

MILL CULLS

Mill Run Culls 1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4. Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$44	$43	$43	$44
2 x 6	45	43	43	44
2 x 8	46	44	44	45
2 x 10	47	45	45	46
2 x 12	48	46	46	47

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 74)

"Hamilton" Steam Tension Band Mill

(Single or Double Cutting)

A few of the users of these Machines

Victoria Harbor Lbr. Co. (2)
Victoria Harbor, Ont.

John B. Smith & Sons (2)
Callender, Ont.

East Kootenay Lbr. Co.,
Jaffray, B.C.

B. C. Mills Timber Co.,
Vancouver, B.C.

Jas. MacLaren & Co.,
Buckingham, P.Q.

Jas. Playfair & Co.,
Midland, Ont.

Colonial Lbr. Co. (2)
Pembroke, Ont.

Keenan Bros., Ltd.,
Owen Sound, Ont.

Jackson & Tindle,
Buffalo, N.Y.

Upper Fraser Lumber Co.,
Dome Creek, B.C.

Wm. Copping, Esq.,
Joliette, P.Q.

Hawkesbury Lbr. Co.,
Hawkesbury, Ont.

Shives Lumber Co.,
Campbellton, N.B.

Beaver Board Co.,
Buffalo, N.Y.

Devon Lumber Co.,
Chapleau, Ont.

Wm. Sullivan, Esq.,
Red Bank, N.B.

SPECIAL FEATURES OF THIS BAND MILL

1—Tension on saws maintained by steam—quickest and most sensitive form of tension yet devised.
2—Top wheel supported both above and below mandrel.
3—Extra large mandrel bearings top and bottom.
4—Top wheel has 12-inch range of adjustment.
5—Unbreakable upper saw guide raised and lowered by steam—**first used on our machine.**
6—Both top and bottom wheels instantly aligned by screw adjustment.
7—Operating mechanism is rapid and power driven.
8—Takes saws 12 inches to 14 inches wide.
9—Extra heavy, rigid, strong and accurately built throughout.
10—Built by expert workmen in a plant that has been manufacturing high grade sawmill machinery for over sixty years.

William Hamilton Co., Limited

Agents: J. L. Neilson & Co., Winnipeg, Man.

Peterboro, Ontario

CURRENT LUMBER PRICES—Continued

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E..	$43 00
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E ..	44 00
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E ...	42 00
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E ...	45 00
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E ...	47 00
2 x 10, 8 ft. to 16 ft., S1S1E	45 00
2 x 10, ft., S1S1E	45 00
2 x 10, 18/22, S1S1E	46 00
2 x 10, 24/32, S1S1E	48 00
2 x 12, 8 ft. to 16 ft., S1S1E	44 50
2 x 12; 10, 18, 20	46 50
2 x 12; 24, 26, 28, 30, 32	48 50

B. C. COAST FIR

Dimension S1S and E

2 x 4 in., 6 ft.	42 00
2 x 4 in., 8, 12 and 14 ft.	43 00
2 x 4 in., 16 ft.	44 00
2 x 4 in. 18 and 20 ft.	45 00
2 x 4 in., 22 to 32 ft.	47 00
2 x 10 in., 8, 12, and 14 ft.	44 25
2 x 10 in., 16 ft.	45 25
2 x 10 in., 18 and 20 ft.	46 25
2 x 10 in., 22 to 32 ft.	48 25
2 x 12 in., 8 to 14 ft.	45 75
2 x 12 in., 16 ft.	46 75
2 x 12 in., 18 and 20 ft.	47 75
2 x 12 in., 22 to 32 ft.	49 75
3 x 3 and 3 x 4 in., 8 to 14 ft.	47 25
3 x 3 and 3 x 4 in., 16 ft.	48 25
3 x 3 and 3 x 4, 18 and 20 ft.	49 25
3 x 3 and 3 x 4, 22 to 32 ft.	51 25
6 x 6, 6 x 8, 8 x 8, 6 to 16 ft.	49 50
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft. ..	50 00
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	51 00
Shingles, XXX B. C. Cedar, straight cars on 60c rate	Open

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	$220 00
Uppers, 5/4 to 8/4	220 00
Uppers, 10/4 to 12/4	240 00
Selects, 4/4	200 00
Selects, 5/4 to 8/4	200 00
Selects, 10/4 to 12/4	220 00
Fine Common 4/4	155 00
Fine Common 5/4	165 00
Fine Common 6/4	165 00
Fine Common 8/4	165 00
No. 1 Cuts 4/4	115 00
No. 2 Cuts 5/4	125 00
No. 1 Cuts 6/4	125 00
No. 1 Cuts 8/4	130 00
No. 2 Cuts 4/4	85 00
No. 2 Cuts 5/4	105 00
No. 2 Cuts 6/4	105 00
No. 2 Cuts 8/4	110 00
No. 3 Cuts 5/4	80 00
No. 3 Cuts 6/4	80 00
No. 3 Cuts 8/4	80 00
Dressing 5/4	95 00
Dressing 5/4 x 10	98 00
Dressing 5/4 x 12	102 00
No. 1 Moulding 5/4	130 00
No. 1 Moulding 6/4	130 00
No. 1 Moulding 8/4	130 00
No. 2 Moulding 5/4	115 00
No. 2 Moulding 6/4	115 00
No. 2 Moulding 8/4	115 00
No. 1 Barn 1 x 12	90 00
No. 1 Barn 1 x 6 and 8	82 00
No. 1 Barn 1 x 10	84 00
No. 2 Barn 1 x 6 and 8	75 00
No. 2 Barn 1 x 10	78 00
No. 3 Barn 1 x 6 and 8	67 00
No. 3 Barn 1 x 10	70 00
Box 1 x 6 and up	60 00
Box 1 x 10	62 00
Box 1 x 12	64 00
Box 1 x 13 and up	65 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	107-112	84- 89	66-68
5/4 to 8/	123-125	91- 93	68-73
10/4 to 16/4	133-135	103-105	75-77

RED BIRCH

4/4	139-141	103-105	69-71
5/4 to 8/4	142-150	112-114	78-80

SAP BIRCH

4/4	135-139	103-107	69-71
5/4 and up	140-145	106-108	73-80

SOFT ELM

4/4	124-128	94- 96	51-55
5, 6 & 8/4	132-137	102-104	59-61

BASSWOOD

4/4	119-124	99-101	46-48
Thicker	123-131	102-109	54-57

PLAIN OAK

4/4	156-161	123-127	64-66
5/4 to 8/4	167-171	133-137	73-77

ASH, WHITE AND BROWN

4/4	137-141	107-111	58-61
5/4 to 8/4	153-158	115-117	64-77
10/4 and up	172-177	130-133	67-70

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

White pine uppers, 1 in.	216 00
White pine uppers, 1¼, 2 in.	220 00
White pine uppers, 2½, 3 in.	246 00
White pine uppers, 4 in.	256 00
Selects, 1 in.	196 00
Selects, 1¼, 2 in.	200 00
Selects, 2½, 3 in.	235 00
Selects, 4 in.	245 00
Fine common, 1 in., 30 per cent. 12 in. and up	175 00
Fine Common, 1 x 8 and up	172 00
Fine common, 1¼ to 2 in. ...175 00-180	00
Fine common, 2½ and 3 in.	225 00
Fine common, 4 in.	235 00
1 in. shaky clear	95 00
1¼ in. to 2 in. shaky clear	100 00
1 in. No. 2 dressing	95 00
1¼ in. to 2 in. No. 2 dressing	95 00
No. 1 Cuts, 1 in.	105 00
No. 1 Cuts 1¼ to 2 in....	110 00
No. 1 Cuts, 2½ and 3 in.	130 00
No. 2 Cuts, 1 in.	75 00
No. 2 Cuts, 1¼ to 2 in. 80 00-85	00
Barn Boards, No. 1, 1 x 12	95 00
No.1, 1 x 10	84 00
No. 1, 1 x 8	82 00
No. 2, 1 x 12	85 00
No. 2, 1 x 8	81 50
No. 2, 1 x 10	83 00
No. 3, 1 x 12	79 00
No. 3, 1 x 10	67 50
No. 3, 1 x 8	66 00

No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.		110 00
1 x 10 in.		110 00
No. 1, 1 x 4 to 7 in.		95 00
No. 1, 1 x 8 and 9 in. ...		98 00
No. 1, 1 x 10 in...		98 00
No. 2, 1 x 4 & 5 in.		58 00
No. 2, 1 x 6 & 7 in.		62 00
No. 2, 1 x 8 & 9 in.		64 00
No. 2, 1 x 10 in...		69 00
No. 2 1 x 12 in...		71 00
Spruce, 12 in. dimension		64 00
Spruce, 10 in. dimension		62 00
Spruce, 9 in. dimension		61 00
Spruce, 8 in. dimension		60 00
2 x 10 in. random lengths, 8 ft. and up 55 00		57 00
2 x 12 in., random lengths ...55 00		57 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 ...		47 00
3 x 4 and 4 x 4 in.		49 00
2 x 8 in.		53 00
All other random lengths, 7-in. and under, 8 ft. and up 51 00		53 00
5-inch and up merchantable boards, 8 ft. and up, p 1s		51 00
1 x 2		50 00
1 x 3		48 00
1⅝ in. spruce lath		9 50
1½ in. spruce lath		9 00

New Brunswick Cedar Shingles

Extras	8 00
Clears.	7 50
Second Clear	5 50
Clear Whites	5 00
Extra 1s (Clear whites in)	4 50
Extra 1s (Clear whites out) ... 3 50	4 00
Red Cedar Extras, 16-in. 5 butts to 2-in.	7 00
Red Cedar Eurekas, 18-inch, 5-butts to 2-in.	10 00
Red Cedar Perfections, 5 butts to 2¼	11 00
Washington 16-in. 5 butts to 2 in. extra red cedar	6 50

St. Francis Basin Hardwoods
Tennessee Aromatic Red Cedar

For September Shipment "Dry Stock"
Viz

100,000'	4/4"	No. 1 Common & Selects	Sap Gum		
50,000	4/4	No. 2 Common	Sap Gum		
50,000	6/4	No. 2 Common	Sap Gum		
50,000	4/4	No. 1 Common & Selects	Red Gum—Pl.		
75,000	4/4	No. 2 Common	Red Gum—Pl.		
35,000	5/4	No. 1 Common & Selects	Red Gum—Pl.		
25,000	6/4	No. 1 Common & Selects	Red Gum—Pl.		
50,000	6/4	No. 2 Common	Red Gum—Pl.		
75,000	4/4	No. 1 Common & Selects	Oak—Pl.		
50,000	4/4	No. 2 Common	Oak—Pl.		
50,000	4/4	Sound Wormy	Oak		
30,000	4/4	2" to 5½"—Quartered W.	Oak Strips		
50,000	5/4	No. 1 Common & Better	Ash		
50,000	8/4	No. 1 Common & Better	Ash		
30,000	10/4	No. 1 Common & Better	Ash		

We also have a good supply of other items in Hardwood.
Write us for information and prices delivered your plant.
Note: CEDAR, car load and less. Also mixed with Hardwoods.

GEORGE C. BROWN & COMPANY

GENERAL OFFICE - MEMPHIS, TENN.

Band Mills:—PROCTOR, ARK. — LAKE VILLAGE, ARK.

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We can purchase any of the following stocks for you, on a commission basis, from Mills whom we deal with daily. BIRCH, MAPLE, SPRUCE, for this summer's delivery.

Also: PILINGS, RAILWAY TIES, and HEWN BIRCH TIMBERS.

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We Manufacture SPRUCE LATH AND BOX SHOOKS.

Prompt attention given to your requirements. Let us show you.

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Notre Dame Des Anges, Que.

FIRE BRICK

We make several brands of fire brick made by every known process of manufacture from a selection of various high grade Pennsylvania clays. This enables us to furnish the best adapted fire brick for your boilers, dutch ovens, refuse burners, kilns, etc.

We specialize in fire brick for power plants and if you will advise us whether your boilers are hand fired or stoker fired and kind of fuel used we can then give you the proper brick for your work.

We carry a large stock of our different brands in various sizes and shapes in our Hamilton warehouse, which enables us to ship at once.

We manufacture the following well-known brands:

"Elkco Special," "Elk Steel," "St. Marys," "Keystone" and "Rotex"

Write for copy of our catalogue, "Refractory Efficiency Engineering."

Elk Fire Brick Co. of Canada, Ltd.
HIGH GRADE FIRE BRICK and CLAY
Sun Life Bldg., Hamilton, Canada

Representatives for Maritime Provinces:
RHODES, CURRY COMPANY, LTD., Head Office, AMHERST, N. S.
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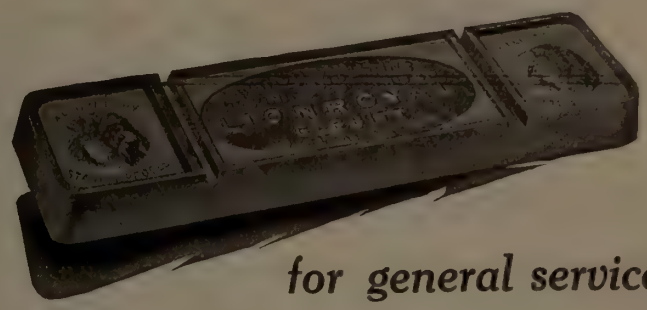
For LUMBERMEN, ENGINEERS and CONTRACTORS

"We have the Right Rope for every purpose"

We solicit your enquiries. Write for our catalogue.

Canada Wire & Iron Goods Co., Hamilton

"Alloyed under the Stanley Process"



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The secret of its success is in the method of its alloying. It is produced under the Stanley Process, which is controlled exclusively by us throughout the Empire. Try it and be convinced.

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Proven Satisfaction gives them their reputation; they are

LEADERS

in the realm of heating and cooking in the camp.

Simplicity and reliability make Adam Hall Limited products an asset to any camp. For both heating and cooking these stoves have earned their reputation through actual service in the bush. Let us send you further particulars and reasons why Adam Hall Limited can best supply your needs for camp Heaters and Cookers. Ask the man who uses one.

Four sizes: 30", 38", 44", 50".

Coal or Wood

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Limited

Peterborough, Ontario

Rubber Goods FOR LUMBERMEN

Belting Our long experience in the making of Rubber Belts enables us to specialize on this line. "P.M.S.," "Special Drive" and "Lion" are our leading brands for power transmission.

Packings "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable.

Hose for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions.

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TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
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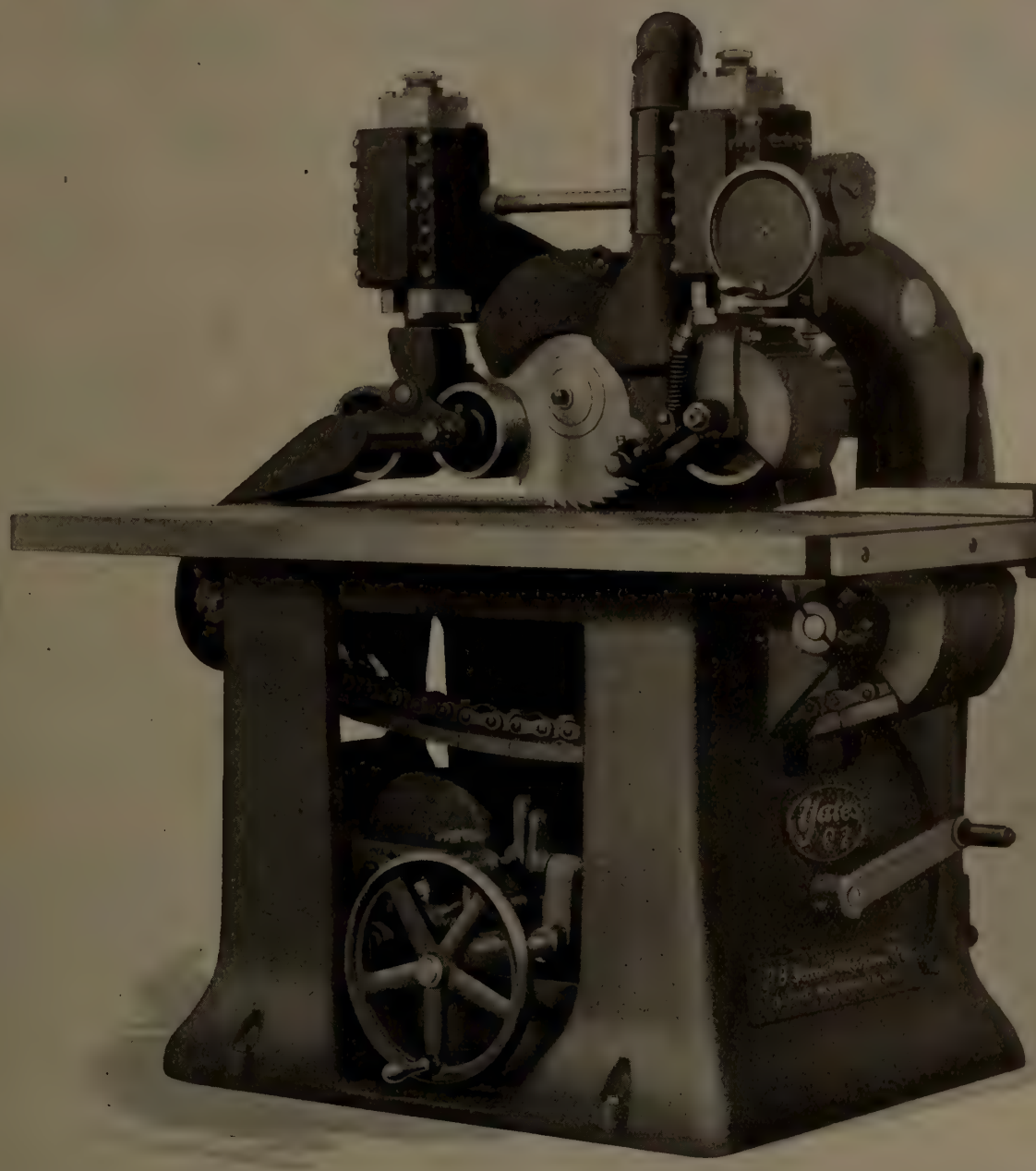
SAVES TIME—SAVES MEN



Never before has man power been so badly needed—never before has time saving meant as much in the way of labor saving.

Yates Type G-2 Ripping Saw

is one of the best tools made to conserve man power. Its solid construction, excellent design, and freedom from mechanical troubles make it a favorite wherever used. Dozens of them are installed all over the United States and Canada. The increase in sales of this machine is proof of its popularity.

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The Standard Hoist for Loading and Skidding Logs
Made with either one Drum, or two Drums, as shown, and in seven sizes, from the little 10 horse power machine to the massive 50 horse power size.

POWER LOADING

Is the fastest and most economical method of loading logs as proven by the experience of thousands of camps.

USE EITHER STEAM OR GASOLINE AS YOU PREFER

One Ontario Lumberman is using 7 machines same as shown in the illustration. With each of these he can load up to 2,000 logs per day. He uses the 20 H.P. and the 25 H.P. sizes. He uses these machines for only two months each year, but even at that he finds them a good paying investment.

The Gasoline machines will do the same work exactly as the steam, and are much lighter in weight, therefore easier to move around. Their price is also much less. They are made in the same 7 sizes as the steam power machines, from 10 horse power up to 50 horse power. The 10 H.P. size will load up to 1,000 logs per day.

Our booklet "Suggestions for the Lumberman" describes many methods of using these machines for both Loading and Skidding. If you have not a copy, write us, and one will be sent you free of charge.

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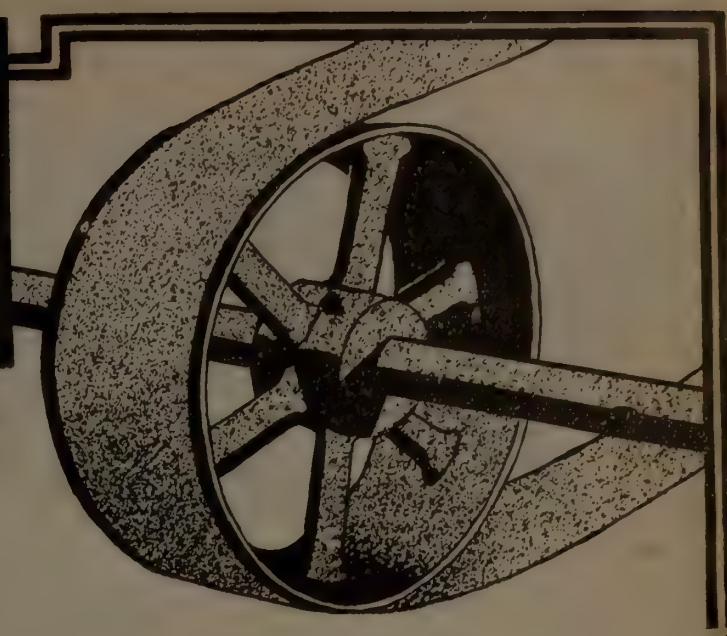

"Acme Waterproof" Leather Belting

This brand is especially well suited to the wet places in a saw or pulp mill and will run true as long as it is in service. When you are overhauling your mill equip it with "Goodhue Belts" and you will never regret it. They are honestly made of solid leather—every inch a good belt and they won't stretch.

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J. L. Goodhue & Company, Limited

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Illustrating portable unit of Mathews Conveyor for unloading cars.

Photo by courtesy of Windsor Lumber Co., Ltd., Windsor, Ont.

Illustrating permanent installation of Mathews Lumber Conveyor, between mill and shipping and distributing platform.

Photo by courtesy of Vancouver Cedar Mills, Roche Point, B.C.

Write for Catalogue L.

CANADIAN MATHEWS GRAVITY CARRIER COMPANY, LIMITED

PORT HOPE - ONTARIO

The Algoma Range

A Steel Range for Camp use. Built especially for this purpose. It possesses features that are attractive in usefulness but not in beauty. A blunt, hardy Range with a wonderful record for Service.

The Algoma is built in three sizes—each one has the three necessities,—

(1) An Oven of ample capacity;
(2) A cooking surface, open and capacious;
(3) A Firebox, big yet economical.

The Body and Oven are made of Steel that will last. Each piece of steel is solidly rivetted to the other. Great care is exercised to ensure the complete rigidity of the entire construction.

The cooking surface is cast-iron, solid and thick; therefore the heat barely affects it. There are a variety of sections.

The Firebox is lined with weighty pieces of cast-iron. Strenuous usage may wear these linings away—when this happens, replacement is easy and the Firebox is made as good as new.

The Gates are the duplex pattern—two bars, each heavy and perfectly made. Simply operated with one shaker bar.

The Camp Comfort

A heater that radiates direct heat from the body when burning wood. Simple, effective and efficient. The body is filled with wood and paper the light applied and the heater is operating.

The Lumberman's comfort in cold days and nights. Heat radiates in all directions from the round steel body. In the coolest weather the atmosphere around the Heater is comfortably warm.

The "Camp Comfort" is built of well tested materials that can withstand rough usage. The two ends are heavy cast-iron and the door is so large that huge chunks of wood can be fed to the Heater with ease.

The body sits on four cast-iron legs which fit into rigid cleats. Side or top shelves are supplied and are very convenient for temporary use in keeping foodstuffs and liquids at a high temperature.

The "Camp Comfort" is a Camp Heater. It is simply made. It produces the required results—See it.

McCLARY'S ability to make "Good Stoves and Cooking Utensils" is recognized by all users. Seventy-three years solid experience in the manufacture of Stoves gives us the machinery and skilled man power to produce highly specialized articles. These two Stoves are good samples of our best Foundry productions.

The "Algoma" Range *The "Camp Comfort'*

McClary's

Factories at London, Montreal and Brantford

Distributing Warehouses at London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Saskatoon, Calgary, Edmonton

Home in Kingston Roofed with Brantford Asphalt Slates

Beauty, Fire Resistance, Economy Combined in this Roofing

THE roofing that is being sold more and more throughout Canada, not only for barns and small buildings, but for the most expensive homes, churches, golf clubs and public buildings, is Brantford Asphalt Slates.

Brantford Asphalt Slates are made from a special grade of long fibred felt which is exceedingly absorbent. This is thoroughly saturated and coated with Asphalt and surfaced with crushed slate, which is embedded so firmly into the Asphalt that it cannot even be kicked off with the heel. This makes a splendid surface of beautiful reddish brown and dark green—a surface that never fades.

This grade of roofing is sold in three different forms. Brantford Asphalt Slates, Brantford Asphalt Slab Slates and Brantford Crystal Roofing.

The Slabs are really 4 slates in one and save time in roofing a large building.

Crystal Roofing is the same material as the Slates, only in roll form, and is especially adapted for barns and out-buildings requiring a permanent protective covering.

Asphalt is one of the most water-proof materials known, and Brantford Asphalt Slates being non-absorbent do not become water soaked or rot, neither do they crack nor fall off. They possess one great advantage over any other roofing made in that they cement together under the heat of the sun and form a solid, pavement-like surface on the roof, under which no rain or snow can drive, and no individual slates become loose or fall off. Highly recommended by prominent and experienced builders.

Brantford Asphalt Slates

will be used extensively in the future, and will play a big part in the great Period of Reconstruction which is just beginning.

Lumber dealers will find this a most profitable line to handle. Customers will buy it when ordering lumber, and it not only develops into a profitable sideline, but also brings new customers and helps increase your lumber sales. At least put in a small stock of this roofing. You'll need no urging to send a large repeat order.

Let us send you full information, prices and samples

Brantford Roofing Co. Limited

Head Office and Factory: Brantford, Ont,

Branches at Toronto, Montreal, Halifax and Winnipeg.

Reduces Fire Risk

The presence of dust on walls, beams, rafters, and the accumulation of shavings in the planing mill, greatly increase the fire risk.

And also the choking of machines with chips and shavings, has a tendency to militate against an efficient day's work.

Adequate protection against these hazards can be secured only by a successful dust-collecting system.

Sturtevant
(REG. U. S. PAT. OFF.)

Planing-Mill Exhausters

Sturtevant Systems have given splendid service wherever they are installed in Canadian planing mills. The powerful draft draws the dust and shavings from the tool edge, carrying them with lightning speed to some point outside, giving the operator a chance to work at better advantage.

Our Bulletin number 261.C. is of special interest to mill-men

WRITE FOR IT

B. F. Sturtevant Company of Canada, Limited

Head Office and Works: Galt, Ontario
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There is Only One

"CATERPILLAR"

THE HOLT

for Lumbering, Roadbuilding, etc.

F. H. Hopkins & Co., Limited

Head Office: Montreal **Branch: Toronto**

Look for *dependability* in a Bertrand Machine

We manufacture an extensive line of sawmill and woodworking machinery of which we shall be pleased to send you prices and full information.

DEPENDABILITY is what the millman wants. By that we mean a machine capable of turning out a full day's work, six days in the week, and doing it with maximum speed and efficiency. Such a machine is an investment—a money maker, for in addition to doing it's own work, it enables it's operators to work continuously; free from lay-offs due to unnecessary breakdowns.

The Bertrand Machine here shown is one that has found wide favor because of it's dependability. It deserves your inspection.

La Compagnie Manufacturiere F. X. Bertrand

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MANUFACTURERS OF STEAM ENGINES AND WOODWORKING MACHINERY

Excelsior Cutting Machinery

Manufactured By

The Elmira Machinery and Transmission Co.

Elmira, Ont.

Write for Circular and Prices

New **RAILS** Relaying

12 to 80 pounds per yard

LOGGING CARS

Jno. J. Gartshore

58 Front St. West, Toronto

RESPONSIBILITY

At night—when the people of your town are taking recreation—in places of amusement or in their homes—this is the time when the safety of your Municipality weighs most heavily on those responsible for its protection from a great fire.

The unexpected fire comes to every town and too often the distress and loss of life and property, left in its wake, cannot be reckoned.

The conscience of those responsible is clear if a fire alarm box is at every main street intersection. The

Northern Electric
GAMEWELL
Fire Alarm System

is the proven quickest and most positive known means of alarm. The telephone cannot compare with it for speed and accuracy. Instantaneous in its action it utilizes precious seconds—no time is lost. In most cases, the fire is under control from its infancy.

The fact that 99% of the fire alarm systems in Canada are Northern Electric Gamewell has saved the Dominion untold thousands of dollars and many lives.

If we can be of service to you in this important matter, call on us.

Northern Electric Company
LIMITED

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Halifax
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DUPLEX TRUCKS

BUILT FOR BUSINESS

The Wonderful Strength of the Duplex Limited

AN actual photograph of a Duplex Limited being lifted clear of the ground by a cable around the windshield frame.

This wonderful strength in the cowl, while perhaps startling, is still only typical of the extra strong, rigid construction of the Duplex Limited in every detail and in every part.

It is this great Duplex strength and honesty of mechanical construction that makes the Duplex Limited a truck that a business man can buy and use on a practical business basis.

High Speed—Complete Electrical Equipment (Including Starter) Pneumatic Tired, 3000 to 5000 pounds capacity.

Getting Out of The Woods With a Duplex 4-Wheel Drive

THERE are real reasons for the steadily growing use of Duplex 4-Wheel Drive Trucks in the Lumber and Logging Industry.

These men are hard headed, practical business men. They buy trucks for business use and their trucks must make good for them on a business basis and you can leave it to them to know definitely whether or not their truck *is* making good.

It is a fact that many lumber and logging companies say that the Duplex 4-Wheel Drive is the only successful truck they ever owned.

Perhaps your experience has been such that you are just a little doubtful of trucks. If that is so then you are just the man for whom the Duplex Dealer has a real message.

The Duplex 4-Wheel Drive is a three and one-half ton truck that can operate with or without trailer. It has power in every wheel. It keeps moving so long as the wheels can find bottom.

Its record for low upkeep, for steady, consistent operation, its all around ruggedness and dependability have made this Duplex 4-Wheel Drive the leading heavy duty truck of America. It has back of it eleven years of continuously successful operation. It is time tried and use tested.

These photographs that you see in the Duplex advertisements are real photographs—taken on the job and during working time. They are not posed just for the picture. The loads shown are real loads that are really being hauled for a purpose. There is nothing of the movie thriller about them. Every truck shown is owned by somebody and working for the man that owns it.

Write us direct for portfolio of photographs and for letters from users in your own line of business. Men that you know to be good business men and that you know would never write a "testimonial" letter that wasn't absolutely true.

You can depend on anything you read about the Duplex—and unhesitatingly believe what the Duplex dealer tells you. He can demonstrate everything he says.

This is a business truck—built for business—and sold on a clean, honest, American business basis of value received for every dollar you put into it.

See the Duplex dealer near you. He will let the truck talk for itself. He is a responsible man with a sound reputation behind him and he lives up to it. The Duplex is always a safe investment. Get the facts for yourself and if you have trucking problem get them now.

DUPLEX BUILT FOR BUSINESS

Duplex Truck Company

Lansing • Michigan

One of the Oldest and Most Successful Truck Companies in America

Original "Dunbar" Machines

We are the original and the only makers of "Dunbar" Shingle Machines, Lath Machines, Clapboard Machines, Steam and Gasoline Logging Engines. Each is the best for its particular work. Are you using the best?

Lath Machine

From our many years of experience we evolved this "Dunbar" Original Lath Machine. Every improvement that could be suggested, every time-tested idea for the betterment of product and for greater speed, has been incorporated in this machine. We believe it has no equal, and there are a great number of mill men throughout Canada who share this belief with us. Carefully constructed of high grade materials and designed to work steadily under the hardest conditions.

Steam and Gasoline Logging Engines

Conditions in Canada necessitate an engine that will stand any amount of strain and hard work in the lumber industry. With this idea in mind we have brought out the "Dunbar" engines perhaps a little stronger than is really needed. They do their work easily and willingly, and stand a great amount of hard usage. Built entirely in Canada for the Canadian lumber trade.

Clapboard Machine

You will need no excuse for the quality of your product if you use the original "Dunbar" Clapboard Machine. Expert in every detail. This machine will give you the very best service under most trying conditions. It will turn out work without delays. It will need practically no repairs and will increase your output. We cannot recommend it too highly because it is giving this very service to lumbermen in all parts of this country.

Send for catalogues of any or all of these machines.

Dunbar Engine & Foundry Co.

WOODSTOCK, N.B.

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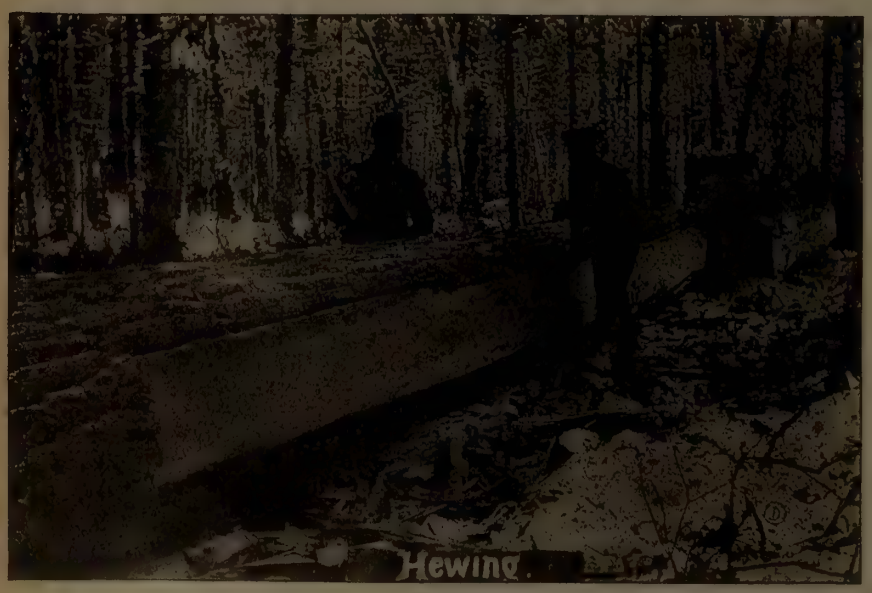
Canada's Banner Province



Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

Pine production,	905,442,000 ft. B.M.
Pulpwood,	246,282 cords.
Railway Ties,	5,704,459

Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent. of lumber used in Ontario's industries purchased within the Province.

Ontario's vast resources offer unsurpassed opportunities to the lumberman.

For maps and full information regarding Ontario, apply to

HON. BENIAH BOWMAN,

Minister of Lands and Forests

ATKINS STERLING QUALITY SAWS

Tempering

In the Atkins factory the tempering of *Sterling Quality Saws* is not done by craftsmen who pose as "wizards."

It is done by experts who work on information supplied by the laboratory and the latest devices for making accurate physical tests.

For this reason you will find *Atkins Sterling Quality Saws* uniformly tough, hence they will cut and do good work for a longer time without refitting than any other saws made.

Ask for our catalog and learn more about our products

E. C. Atkins & Co.

Established 1857

"The Sterling Quality Saw People"

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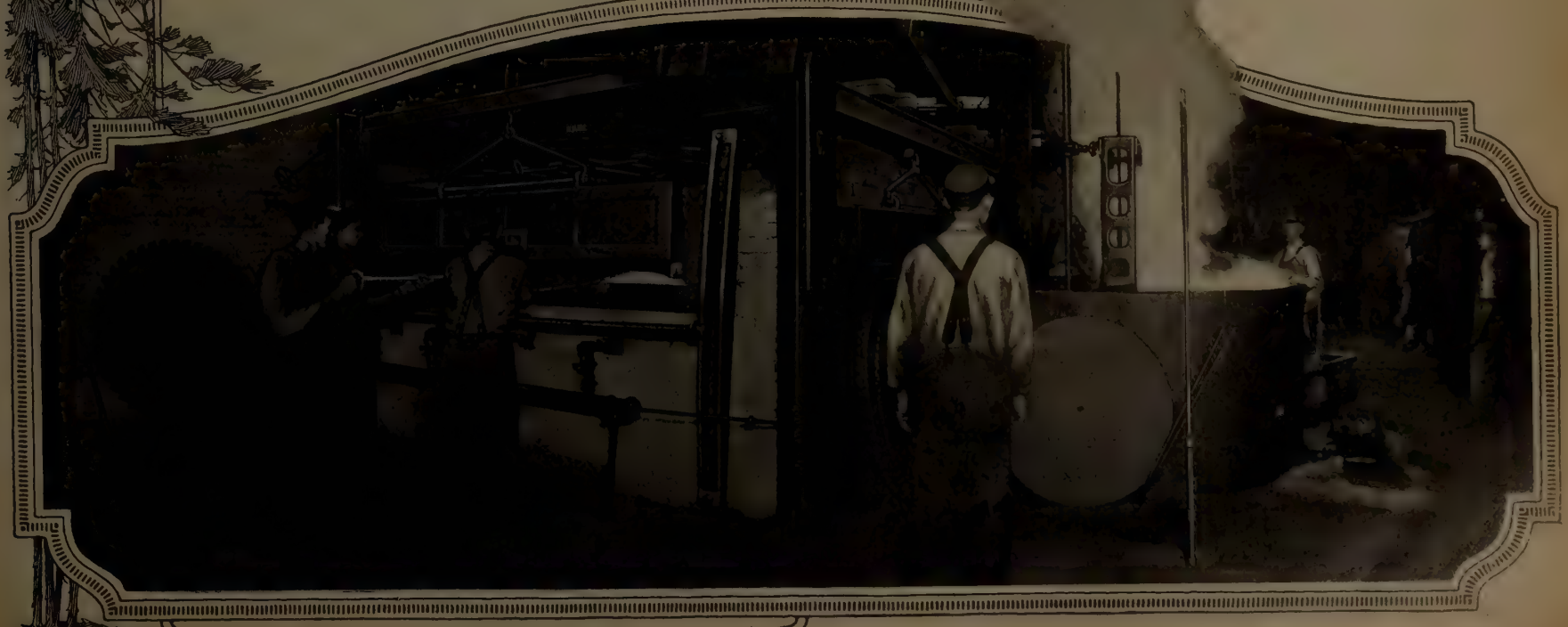


LINK-BELT
Saw Mill Chain

FOR elevating and conveying purposes, for medium and high-speed power transmission, for work of a crude nature, and for work requiring the highest possible efficiency and greatest accuracy, we are prepared to furnish types of Chain of such construction and possessing such qualities as make them the most desirable for the service expected of them.

By reason of the long-continued maintenance of such high standards of excellence, insured by rigid tests and careful inspection given to every foot of Chain by a skilled chain-making organization; and our large available stocks; we have developed our line of saw mill chains to a high standard of quality. We solicit your business on the basis of quality and service.

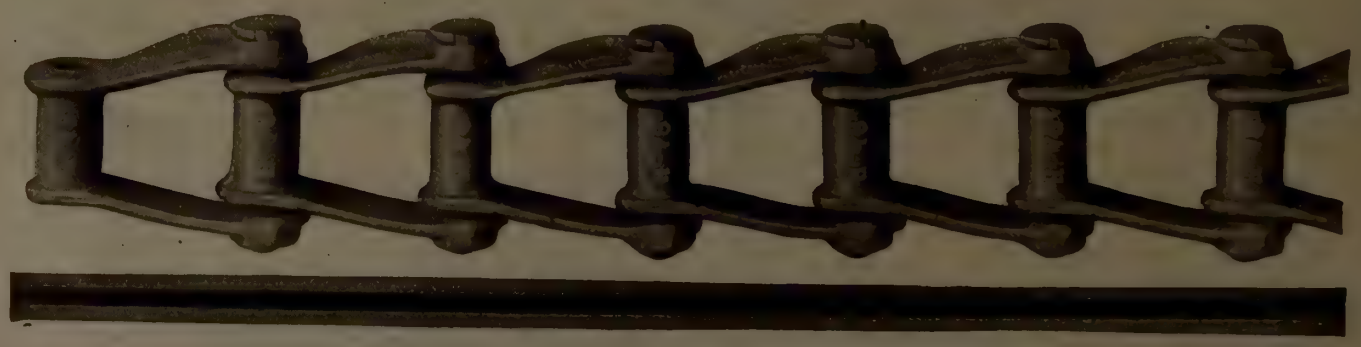
Look for this trade >——< mark on each link. It identifies the genuine Link-Belt—every link of which is guaranteed.

Write for our Saw Mill Chain Catalog No. 260.

CANADIAN
LINK-BELT CO., LIMITED

WELLINGTON & PETER STS., TORONTO

Stock also carried at 1195 St. James Street, Montreal.



Good Will

—a mighty valuable asset to your business and something that cannot be built up in a few days. It is the result of painstaking efforts to give the customer just a little more than he expects—keeping the quality of your products standard—and backing up every word of your advertisements. In short, it's Service—Real Service—that builds Good Will.

The Corbet Foundry and Machine Co., Ltd.

OWEN SOUND, - CANADA

The installation of a Corbet Automatic Steam Towing Machine on your boat means greater efficiency, greater economy and less trouble and worry for your men.

An important feature of this machine is the Automatic Release and Takeup Valve which prevents the parting of the Hawser and losing the tow. The drum stores all the line needed for the operation of the tug and always leaves the decks clear.

Get in touch with our nearest agent for full particulars.

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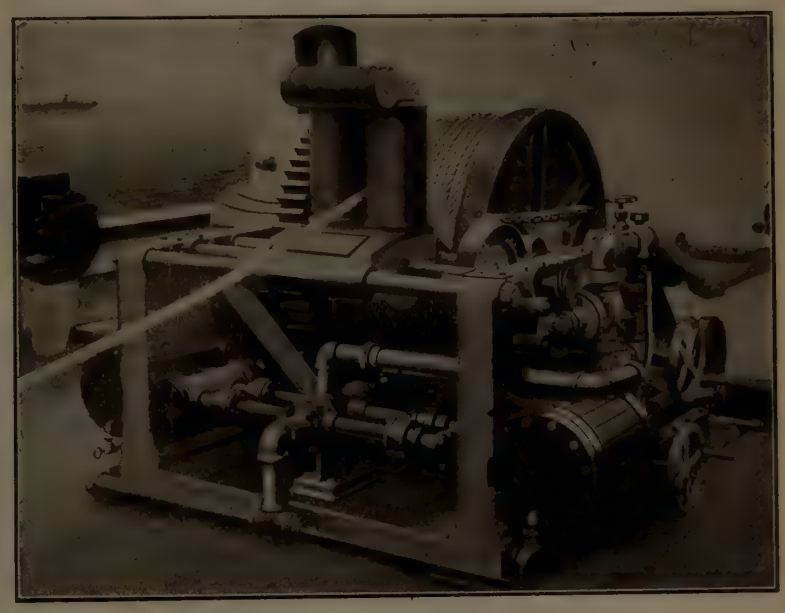

The Ideal Edger for Light Mills

Specifications

Our new Double Edger is built on entirely new lines, and possesses many features that commend it to mill men. The saving in material alone will soon pay for the machine. The output of a mill with this machine can be increased by one-third. It is best adapted for medium-sized or portable mills that cut from 5,000 to 25,000 feet of lumber per day.

SAWS—This Edger is fitted with either two or three saws as required. The saws are 16 in. in diameter, and 10 in. gauge. The greatest distance between saws is:—Two saw machines, 24 in.; three saw machine, 20 in., the least distance between saws, 2 in.

DRIVE PULLEY—The Drive Pulley is 9 in. x 9 in., affording a good belt grip, and is supported by an outside bearing.

SAW ARBOR—The Saw Arbor is made of 2½ in. steel, and has very wide bearings.

For Shingle, Lath and Portable Saw Mill Machinery
write the well known manufacturers

The G. Walter Green Co.

Limited
PETERBOROUGH, ONT.

Send for Catalogue

No. 1 Power Machines

Since January, 1920

Over 25 lumber companies from Nova Scotia to British Columbia have installed

Cyclone Vegetable Peeler

Most of these machines have already more than paid for themselves in economy effected in **labour and material.**

"Cyclone Peelers" which have been in constant use for over 12 and 14 years are still going strong.

We also carry Dishwashing Machines, Bread Slicing Machines, Meat and Food Choppers.

Write for Circular "L"

Established 1865

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BOLINDER CRUDE OIL ENGINE

Most Efficient and Economical Power Equipment for Tug Boats and Barges

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PUT YOUR PROBLEM UP TO US

We are specialists in building locomotives. We build all types and sizes, also all kinds of repair parts for locomotives and tenders.

Our experience puts us in a position to give you expert advice as to what particular type and size of locomotive is best suited to your needs.

Put your locomotive problem up to us.

MONTREAL LOCOMOTIVE WORKS, LIMITED

DOMINION EXPRESS BUILDING, MONTREAL, CANADA.

CLIMAX Improved Geared LOCOMOTIVES FOR WOOD AND IRON RAILS

A 62-ton Climax Locomotive Designed Especially for Heavy Logging Work.

Climax Locomotives are successfully operated on steep grades and sharp curves. Any weight or gauge. Locomotives in stock for immediate shipment. Get Catalog "H."

CLIMAX MANUFACTURING CO., 313 W. Main Street, CORRY, PA.
VANCOUVER MACHINERY DEPOT, LTD., VANCOUVER B.C.

We Can Supply Lumberman

Blue and White PEAS

PROMPT SHIPMENT

HOGG & LYTLE, Limited

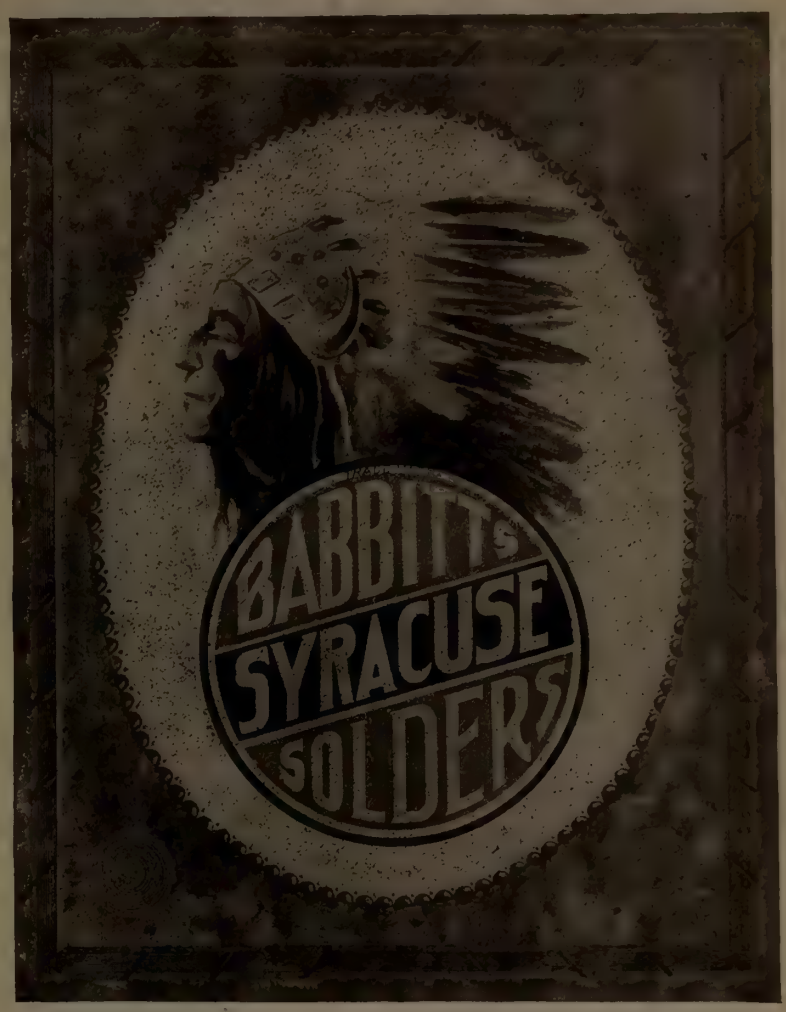
1809 Royal Bank Building, Toronto

Kirkaldy Test of ALUMINUM GENUINE BABBITT

In a test for ability to carry load, Kirkaldy, the recognized English authority, found that Aluminum Genuine Babbitt withstood a pressure of 24,600 lbs. to the square inch.

In lumber machinery, where the bearings are subjected to especially severe service, such as in lumber-gangs, Aluminum Genuine Babbitt will stand the gaff with practically no effect on the bearings.

For general service, where the bearings are not subjected to such great loads or heavy vibrations as to require Aluminum Genuine, use Manganese Antifriction Metal.



TRADE MARK

United American Metals Corp'n

Makers of Syracuse Babbitts

Diamond Street & Meserole Avenue, BROOKLYN, N. Y.

The Machine That Made a Record in a Recent Lath Cutting, 10 Hour Test

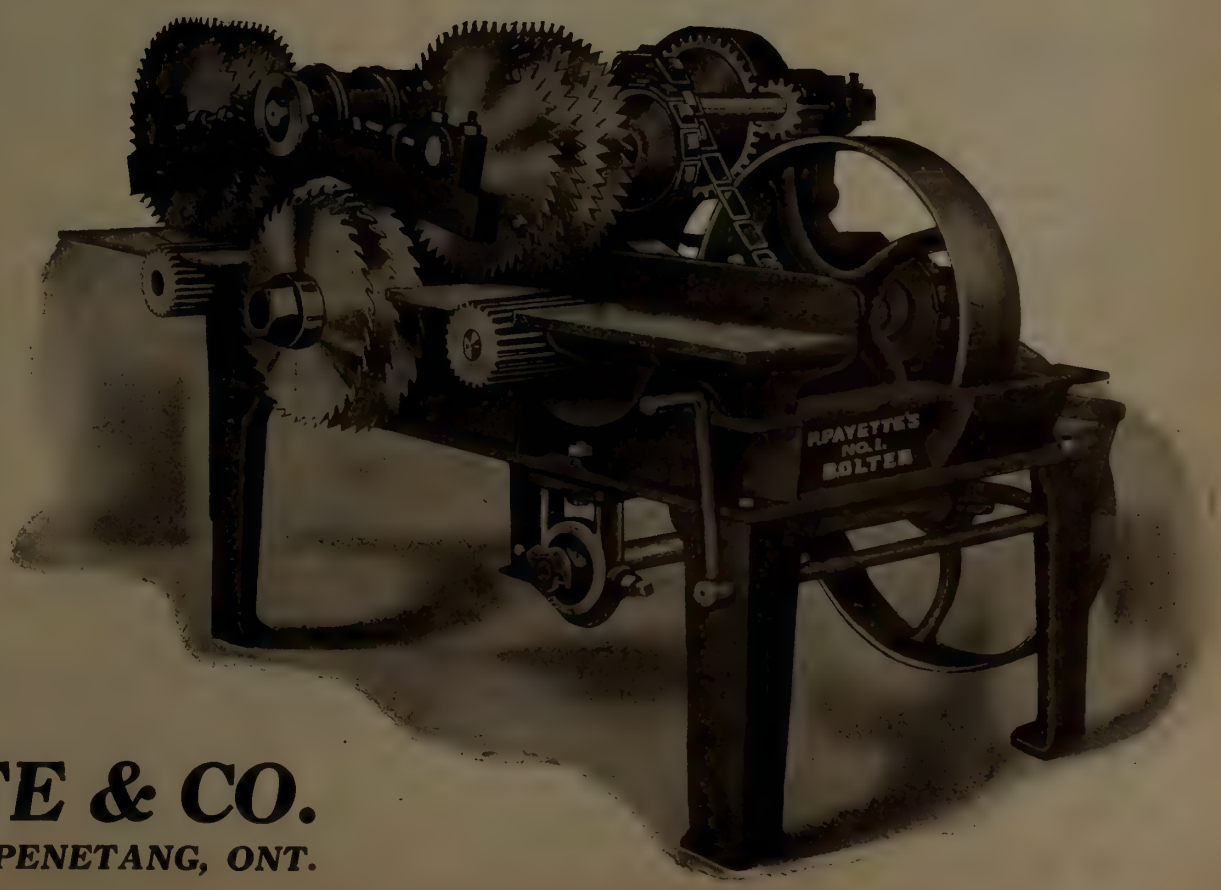
Four Hundred Sawmills in the Dominion are to-day using this machine.

It has all the latest improvements and for quick, clean work has no equal.

The Payette No. 1 Bolter and No. 2 Lath Mill will cut, count, tie and pile 128,350 laths in a period of ten hours. The above consisted of 4 foot laths, 1½ by ⅜ inches, and constitutes a record in rapid lath cutting.

If you are not using a Payette No. 1 Bolter you should be.

Shall we send you full particulars and prices?



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J. T. PAYETTE, Proprietor ***PENETANG, ONT.***

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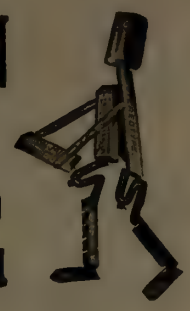

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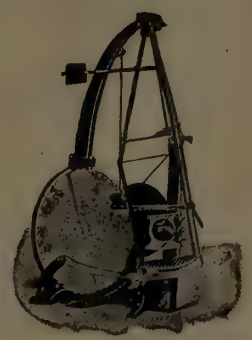

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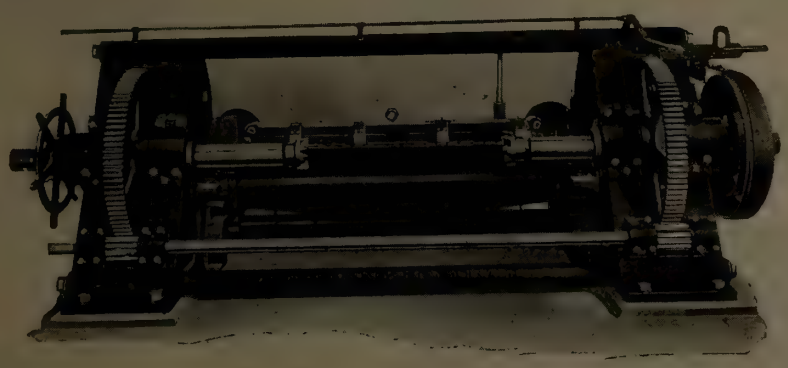

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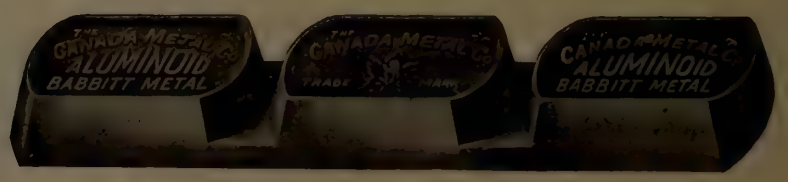

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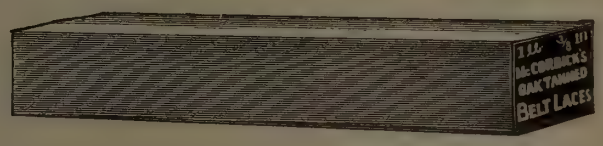

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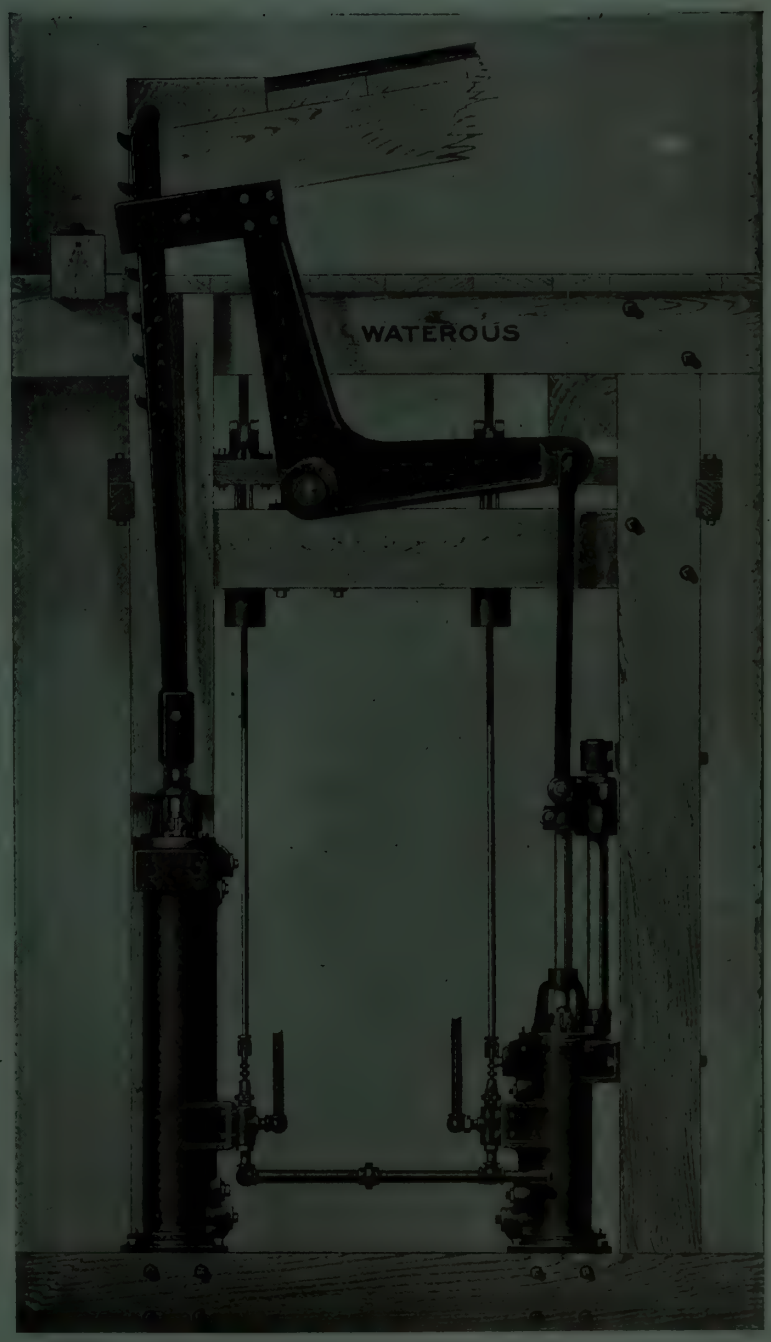

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Asbestos { Packings, Boiler Gaskets, Pipe and Boiler Coverings

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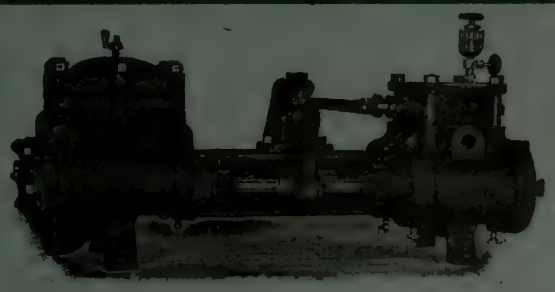


SMART TURNER Steam and Power Pumps

The Pumps for Long, Hard Service

The Smart-Turner Machine Company, Limited

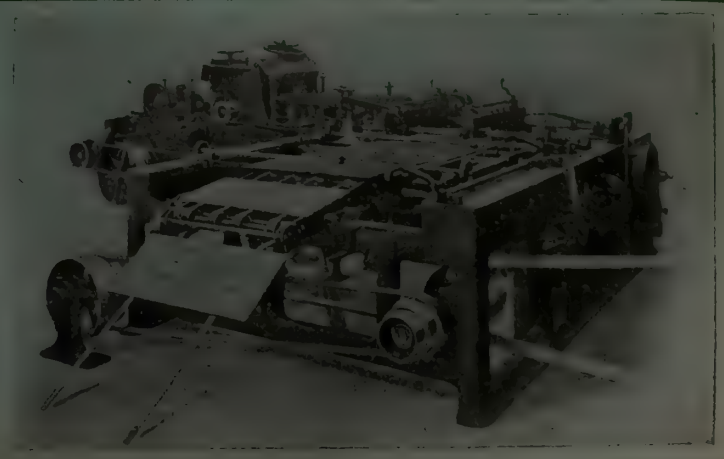
HAMILTON CANADA

BOLINDER'S Automatic Box Board Machine

A machine that converts narrow lumber into high grade box shooks at a minimum cost.
The machine takes rough boards and Planes, Dovetails, Glues, Joints, and makes up finished Box Sides and Ends to exact dimensions required.
The entire operation is performed automatically from the time the boards are fed into the machine until the finished box side or end is delivered.
Capacity up to 12,000 S. Ft. finished shooks per 10 hours, with only two men at the machine.

Swedish Steel and Importing Co., Limited

SHAUGHNESSY BUILDING, MONTREAL



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Grips the Pulley

"Gripoly" is a solid woven belting that defies the friction of shifters, guide forks, or flange pulleys.

Unequalled for use in lumber mills, and gives real insurance against costly breakdowns, and losses in power and time.

THESE EDGES are composed of indestructible strands interwoven with the solid body of the belt.

The material used in the manufacture of "Gripoly" is composed of 85 per cent. pure camel hair, and 15 per cent. long staple cotton, solidly woven to yield a tremendous strength and to resist the severest strain. "Gripoly" grips the pulley, and never slips.

"Gripoly" is thoroughly waterproof, and is equally good for running in wet or dry places.

Write for information to

Manufactured by
Lewis & Tylor
Limited
In Great Britain

"CAM-FISH" CO., LTD.

Importers and Distributors of Engineering Supplies
55 BAY ST. TORONTO, CAN.

WHITE PINE LATH

5 cars 1½ x 3/8 x 4′ Mill Run
4 cars 1½ x 3/8 x 32″ Mill Run

CULL SPRUCE

1x3	135843′	2x4	52000′	3x4 & up	224421′
1x4	32000′	2x5 & up	77000′		
1x4 & up	118904′	2x3 & up	60411′		
1x5 & up	65000′				

We have a carload each of 1½ x 3/8 x 4′ and 1½ x 3/8 x 32″ Cull Spruce Lath, good sound stock, that we want to move. We will make the price attractive for immediate shipment.

Bartram & Ball Limited

511 St. Catherine St. W. - Montreal, Que.

ANNOUNCEMENT

We have purchased the Davie Shipbuilding Company's Plant No. 4 at Levis, Quebec, for a remanufacturing plant.

Our main mill is 85 ft. x 500 ft. When installation is completed we will be able to resaw and dress 25 cars per day.

We are installing Yates Fast Feed machines and each machine will be driven by a separate motor.

Our plant is now shown in the Railway Tariffs as a stop off point for re-manufacturing in transit.

Our yard capacity will be about 15,000,000 ft. Our dry shed capacity will be about 1,000,000 ft.

We expect to start operating about the third week in September.

We will have in stock at our Levis yard by the last of September 5,000,000 ft. of dry merchantable spruce and 4,000,000 ft. of merchantable B. C. fir timbers.

We solicit your inquiries for rough or dressed spruce, rough or dressed fir or for milling in transit.

Knox Brothers, Limited

513 DRUMMOND BLDG., MONTREAL

Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

Immediate Attention Given All Inquiries.

Have for Sale a large quantity of well-selected Lignum Vitae Logs at very attractive prices

We are in the market for

Canadian Ash, Bass, Birch, Maple, Pine, Spruce

The McLennan Lumber Co., Ltd.

OFFICE & YARD—21 DORCHESTER ST W. P.O. BOX 1854 PHONE—MAIN 8656

MONTREAL QUEBEC

For Prompt Delivery of

Hemlock, Spruce, Lath, Pulpwood and Hardwoods

The Year Round----In Any Quantity Dressed and Ripped to Your Orders

We specialize in Hemlock and Spruce Timbers. Let us know your requirements. We can assure you of immediate shipment through our splendid transportation facilities. Rail and water delivery.

Fassett Lumber Company, Limited

FASSETT QUEBEC

Geo. Gordon & Co.

Limited

CACHE BAY - ONTARIO

Manufacturers of

White, and Norway Pine Lumber Lath and Dimension Timber

Write us for Prices.

Gloucester Lumber & Trading Co.

BATHURST, N. B.

Manufacturers and Wholesalers

— of —

Pine and Spruce

SAWN LUMBER

Lath and Shingles

B.C. SITKA SPRUCE

PILED AT ORILLIA, ONT.

MERCHANTABLE—

2x4"	—8/32'—	1,500'	2½x4"	—8/32'—	2,000'	3x6"	—8/32'—	5,000	4x4"	—8/32'—	500'
5"	"	2,000'	5"	"	2,500'	7"	"	15,000'	5"	"	100'
6"	"	7,500'	6"	"	12,500'	8"	"	19,000'	6"	"	4,000'
7"	"	11,000'	7"	"	21,000'	9"	"	73,000'	7"	"	3,000'
8"	"	14,000'	8"	"	46,000'	10"	"	10,500'	8"	"	5,000'
9"	"	28,000'	9"	"	117,000'	11"	"	31,500'	9"	"	18,000'
10"	"	4,500'	10"	"	24,500'	12"	"	500'	10"	"	2,500'
11"	"	19,000'	11"	"	33,000'				11"	"	6,000'
12"	"	100'	12"	"	500'						

Vancouver Office—
513 Metropolitan Building.
F. W. Gordon, Mgr.

Export Agents—
SPENCER, LOCK & CO.,
27 Clements Lane, London, E.C. 4

We can load separately any of the above items that you can use, milled as required at shipping point.

We brought this stock East before the freight advance and will sell giving buyers the advantage of the old rate.

WRITE OR PHONE FOR PRICES

TERRY & GORDON

LIMITED

Cable Address "Terigord"

HEAD OFFICE: 704 CONFEDERATION LIFE BUILDING

TORONTO, ONT.

Now Ready!

Our 1920 Cut of

Red and White Pine

Our new cut is now available for all your requirements in Red and White Pine. It has been logged from the same excellent Pine growth as our 1919 cut, and represents the same care in manufacture. You can, therefore, be certain of the right quality and good value in all grades. If you want it dressed tell us.—We have planing facilities.

It will be as well for you to get in touch with us early, so that we are able to give you the best possible service.

HOCKEN LUMBER CO. LIMITED

630 Confederation Life Building, TORONTO

Phone Main 3153

The Same Old Story But Ever True

We have in pile now practically every grade and size of White Pine. White Pine of high quality, properly manufactured, the kind you ought to have in your yard for sale.

Ask us for prices

UNION LUMBER COMPANY LIMITED

701 DOMINION BANK BUILDING

TORONTO CANADA

You Can Rely on Fesserton Products

Always in touch with the best sources of supply, our products can be relied upon to bring you good, profitable business and give real satisfaction to your customers. Your orders will receive prompt and intelligent handling.

WHITE PINE
RED PINE
HEMLOCK
SPRUCE
HARDWOODS

The Fesserton Timber Co., Ltd.

Manufacturers and Wholesalers of
LUMBER, LATH, Etc.

15 Toronto Street, TORONTO, ONT.
Phone Main 795-796
Western Office: VANCOUVER, B.C.

DUNFIELD & CO., Limited

Exporters of Nova Scotia and New Brunswick

Spruce, Pine, Hemlock and Hardwood

in 1 in., 2 in., 3 in., 4 in.

Spruce Laths and Railway Ties

Head Office: 8 Prince St., Halifax, N.S. *Branch Office:* 8 Market Square, St. John, N.B.

U. K. Brokers: Duncan, Ewing & Co., K21 Exchange Bldg., Liverpool. Telegraphic Address: Dunfield, Halifax. Codes: ABC 5th Ed. Western Union
C. E. HILL, Sales Agent, Room No. 667, 200 Devonshire Street, Boston, Mass.

The Louise Lumber Company, Ltd.

Manufacturers and Wholesale Dealers in

HARD AND SOFTWOOD LUMBER

Our Specialty is Quebec Spruce for Export and Local Markets

Head Office, 68 St. Peter Street

QUEBEC, P.Q.

Large Stocks of 1", 2" and 3" Always on Hand

Every Minute of Every Day Service—Satisfaction

Broad Claims? Indeed! And we fully realize what responsibility we shoulder by making such claims.

That is why we constantly strive to give just a little better service and satisfaction than is ordinarily given. And that is why our customers say they like our way of doing business.

We will welcome your inquiries in regard to any of the items listed below as an opportunity to show you what our Service and Satisfaction policy mean.

Ash

1 "	FAS,	No. 1 and 2	Com.	28,990'
1¼"	"	"	"	52,822'
2 "	"	"	"	79,400'
2½"	"	"	"	18,033'
3 "	"	"	"	52,654'
4 "	"	"	"	21,788'

Elm (Soft)

1 "	FAS,	No. 1 and 2	Com.	28,351'
1½"	"	"	"	153,019'
2 "	"	"	"	60,520'
2½"	"	"	"	213,639'
3 "	"	"	"	244,815'
4 "	"	"	"	46,540'

Plain Oak

1 "	FAS	and No. 1	Com.	121,231'
1¼"	"	"	"	5,100'
1½"	"	"	"	19,985'
2 "	"	"	"	184,895'
2½"	"	"	"	264,450'
3 "	"	"	"	191,688'
4 "	"	"	"	96,766'
5 & 6"	"	"	"	1,000'

Hickory

1 "	FAS,	No. 1 and 2	Com.	3,000'
1¼"	"	"	"	17,050'
1½"	"	"	"	14,119'
2 "	"	"	"	18,057'

Most of the above stock is at our Logansport Service Yard, from which it is possible to give the promptest of deliveries.

John I. Shafer Hardwood Co.

South Bend, Ind.

Wanted in Any Quantity

4/4" Red and White Oak

Maple Beech and Birch

Send us particulars of your cuts

The Seaman-Kent

Company Limited

Manufacturers of

Beaver Brand Hardwood Floorings—in

Maple, Birch, Beech, Plain and Quarter Cut Oak

263 Wallace Ave. - Toronto

When you want

HARDWOODS of QUALITY

Write Wire Phone

Jimmy Donovan

THE HARDWOOD SPECIALIST

at 2 Tyrrel Avenue, Toronto, Ont.

Canadian Representative

C. L. Ritter Lumber Co.

Farris Lumber Co.

Hillcrest 6097

Milling in Transit

A Well Equipped Mill

C.P., G.T., & C.N. Railway Connections

Special Mill Work Prompt Service

J. R. Eaton & Sons, Limited

ORILLIA, ONT.

E. M. NICHOLSON & CO.

WHOLESALE LUMBER

Board of Trade Building, - MONTREAL

STOCK READY FOR IMMEDIATE SHIPMENT:

250,000 ft.	4/4	Birch,	No. 2 Common & Better.
100,000 ft.	6/4	Birch,	No. 2 Common & Better.
100,000 ft.	8/4	Birch,	No. 2 Common & Better.
50,000 ft.	10/4	Birch,	No. 1 Common & Better.
200,000 ft.	12/4	Birch,	No. 2 Common & Better.
100,000 ft.	16/4	Birch,	No. 1 Common & Better.
250,000 ft.	4/4	Basswood,	No. 1, 2 & 3 Common.
100,000 ft.	6/4	Basswood,	No. 2 Common & Better.
25,000 ft.	8/4	Basswood,	No. 2 Common & Better.
100,000 ft.	4/4	Ash & Elm	No. 2 Common & Better.
50,000 ft.	4/4	Beech,	No. 3 Common & Better.
50,000 ft.	4/4	Maple,	No. 3 Common & Better.

Under National Rules

Watson & Todd Limited

OTTAWA

WHITE PINE

RED PINE

Registered T Trade Mark

Export Trade Our Specialty

Registered T Trade Mark

We are always in the market to buy Soft Elm, Maple, Birch and other Hardwoods. Also Spruce, Pine, Poplar or Balm for crating.

Established Twenty Years

Liberal Prices Fair Inspection

Prompt Payment

Advances to reliable parties if needed, send us list of anything you have to sell.

The Manufacturers Lumber

Company Limited

Stratford - Ont.

Standing Timber

FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Allen, Secord, Falconbridge and Street.

The Parry Sound Lumber Co.

26 Ernest Ave. Limited

Toronto, Canada

For Immediate Shipment

25M	ft.	2 x	4—10/16	Mill	Run	Jack	Pine	
50M	"	2 x	6—	"	"	"	"	"
20M	"	2 x	7—	"	"	"	"	"
100M	"	2 x	8—	"	"	"	"	"
25M	"	2 x	10—	"	"	"	"	"
18M	"	3 x	6 and wider			"	"	"

WE HAVE IN TRANSIT

Several cars No. 1 Com. Fir 2 x 4 and 8 in. 9 and 10 ft. long, ¼ in. scant (Ontario Standard)
Also cars of mixed lengths.

ADVANCES MADE DURING OPERATIONS

ARTHUR N. DUDLEY

Manufacturer and Wholesaler

108-109 Stair Building, TORONTO, ONT.

TELEPHONE MAIN 6368

Birch Maple Spruce

J. A. AIRD

WHOLESALE DEALER IN

Rough and Dressed Lumber

Lath and Shingles

Room 703 Power Building Phone Main 7193

83 CRAIG ST., W. MONTREAL, QUE.

Phone 521 Box 816

P. L. CANFIELD

WHOLESALE LUMBER

Woodstock - Ontario

Several Cars

WESTERN LUMBER

In Transit

"YOUR ENQUIRIES SOLICITED."

J. GEO. CHALIFOUR

93 ST. PETER ST. - QUEBEC

Wholesale Lumber

Spruce Cedar Birch Cedar

Shingles Spruce Lath

B.C. LUMBER AND TIMBER IN TRANSIT AT ANY TIME. *Send us your enquiries*

AUSTIN & NICHOLSON

CHAPLEAU, ONTARIO

Largest Producers of **Railroad Ties** *In the Dominion*

Pine and Spruce—Lumber—Lath—Piling

Railroad Ties—Pulpwood

FIRST CLASS PLANING-MILL EQUIPMENT

Facilities for delivering Pulpwood to Michipicoten Harbour, Lake Superior

Splendid facilities for Dressing and Matching in straight car lots, one or more widths

Mills at NICHOLSON, ONTARIO, Main Line C.P.R.

WANTED!

Jack Pine - Spruce - White Pine

MERCHANTABLE

-- AND CULLS --

We ship promptly. If you want to move your lumber write us.

LARKIN LUMBER COMPANY

447 Confederation Life Building

TORONTO, Ont.

Stratford Special No. 1 Marine Oakum

is guaranteed to meet specifications of

U. S NAVY DEPARTMENT
U. S. SHIPPING BOARD
NATIONAL BUREAU OF STANDARDS
CANADIAN GOVERNMENT

and receives the highest classification of the American Bureau of Shipping and of Lloyds Register of Shipping.

Canadian remittances accepted at par.

STRATFORD SERVICE and QUALITY

are worth more than the price asked.

GEO. STRATFORD OAKUM CO.

Jersey City, N. J.

WOOD-MOSAIC CO., Inc.

Main Office, New Albany, Indiana.
Band Mills:—New Albany, Ind., Louisville, Ky., Jackson, Tenn. Cincinnati, Ohio.

	QUARTERED WHITE OAK			PLAIN RED OAK	
75,000	5/8"	No. 1 Com. & Btr.	75,000	4/4	1s & 2s
100,000	3/4	No. 1 Com. & Btr.	150,000	4/4	No. 1 Common
100,000	4/4	No. 1 Common	8,000	5/4	1s & 2s
150,000	4/4	No. 2 Common	55,000	5/4	No. 1 Common
12,000	8/4	No. 2 Common	45,000	6/4	No. 1 Com. & Btr.
	QUARTERED RED OAK		15,000	8/4	No. 1 Com. & Btr. Red and White
75,000	4/4	1s & 2s			POPLAR
30,000	5/4	1s & 2s	10,000	3/8	1s & 2s, Sap no Defect
250,000	4/4	No. 1 Common	30,000	4/4	1s & 2s, Sap no Defect
50,000	5/4	No. 1 Common	27,000	5/8	No. 1 Common
15,000	6/4	No. 1 Common	75,000	4/4	No. 2B Common
	WALNUT		15,000	6/4	No. 2B Common
60,000	1/2	Common & Better	75,000	8/4	No. 2B Common
65,500	5/8	Common & Better			ASH
12,000	4/4	1s & 2s	2,500	4/4	1s & 2s
5,500	6/4	No. 1 Common	30,000	4/4	No. 1 Common
	PLAIN WHITE OAK		20,000	4/4	No. 1 & No. 2 Common
15,000	4/4	1s & 2s	35,000	4/4	No. 2 Common
100,000	4/4	No. 1 Common	10,000	2½	No. 1 Com. & Btr.
50,000	4/4	No. 2 Common	60,000	3	No. 1 Com. & Btr.
	BASSWOOD				
50,000	4/4	No. 2 Com. & Btr.			

F. N. WALDIE, President. R. S. WALDIE, Vice-President. W. E. HARPER, Secretary.

The Victoria Harbor Lumber Co., Ltd.

Manufacturers of

Lumber and Lath

Mills at Victoria Harbor, Ont.

HEAD OFFICE.
12-14 Wellington Street East, TORONTO, ONT.

JOHN MCKERGOW, President — W. K. GRAFFTEY, Managing-Director

The Montreal Lumber Co. Limited

Wholesale Lumber

Ottawa Office: 46 Elgin St. — Montreal Office: 759 Notre Dame St., W

Lumber, Lath
Flooring, Cedar
Poles and Posts
Railway Ties
Doors, Windows, Architraves and all kinds of Mill Work, done by experts.
Ask for our prices and services of our architect
J. P. DUPUIS, LTD.
592 Church Ave., Verdun, Montreal, P.Q.

Lake Lumber Co. Ltd.
Manufacturers of
Fir, Cedar, Hemlock, Spruce
QUALICUM QUALITY LUMBER
Rough Fir Timbers
Any size up to 60 feet long
Select Grades a Specialty
FIR PIPE and TANK STOCK
Market wanted for Rough Cedar Timbers
Inquire for prices
Office and Mills:
Qualicum Beach, V. I., B. C.

W. Y. LLOYD
Wholesale Lumber Dealer
350 Confederation Life Building, TORONTO, Ont.
PINE, SPRUCE or HARDWOOD LUMBER
To the Mill Man—I'm always in the market for Lumber, Shingles and Lath.
Please mail lists of your stock

DR. BELL'S
Veterinary Wonder Remedies
10,000 one dollar ($1.00) bottles Free to horsemen who give the Wonder a fair trial. Guaranteed for Colic, Inflammation of the Lungs, Bowels, Kidneys, Fevers, Distemper, etc. Send 25c for Mailing Package, etc. Agents wanted. Write your address plainly. DR. BELL, V.S., Kingston, Ont.

A. E. GUIDAL
Estimator and Valuator
of
STANDING TIMBER
Timber Limit Mapping a Specialty
Get a Specimen Blue-print
537 Bloor St. W., Toronto
Phone Coll. 9020

LUMBER

We Have It!

Dry

2" Hemlock

also

White Pine

C. G. Anderson Lumber Company, Limited

Manufacturers and Strictly Wholesale Dealers in Lumber

SALES OFFICE
705 Excelsior Life Building
Toronto

"We have absolutely no connection with or interest in any firm bearing a name similar to ours."

BELTING
RUBBER and LEATHER
We have on hand for immediate delivery a large stock of new and second hand rubber belting, second hand leather belting, garden and steam hose, rubber packing, wire cable, vises, chain blocks and all other mill supplies at sacrifice prices. Get our quotations.
YORK BELTING CO.
Phone Adelaide 5519
115 York St. TORONTO

JACK PINE
HEMLOCK
SPRUCE
JAMES R. SUMMERS
Wholesale Lumber
95 King St. East TORONTO, Ont.
Main 7329

BELTING FOR SALE
We have a large quantity of Second-Hand Rubber and Leather Belting in all sizes and plys up to 24 inches in width, which we can sell at interesting prices. Send us your requirements.
N. SMITH
138 York St. - Toronto, Ont.

Robt. Coltart & Co.
Royal Liver Building
Liverpool England
Agents for the sale of Pine, Spruce and Hardwoods. Correspondence invited.
Cables—"COLTART" Liverpool

Cant & Kemp
52 St. Enoch Square
GLASGOW
Timber Brokers
Cable Address, "Tectona," Glasgow
A1 and A B C Codes used

FARNWORTH & JARDINE
Cable Address: Farnworth, Liverpool
WOOD BROKERS and MEASURERS
2 Dale Street, Liverpool, and Seaforth Road, Seaforth, Liverpool, England

LUMBER and LATH WANTED
What have you to offer?
Quote your lowest cash price.
Bank and Trade References Furnished
The FOLEY LUMBER CO.
18 Toronto Street, - Toronto

Timber Cruises, Valuation and Maps

The largest house of its kind in America

James W. Sewall
Forest Engineer
Southern and Central Office;
The Lumbermen's Bureau
Mumsey Bldg., Washington, D.C.
Northern Office:
Old Town, Maine.

Manufacturers of
WIRE For TYING, BUNDLING and many other purposes. NAILS, Etc.
LAIDLAW BALE-TIE CO., Ltd.
HAMILTON, ONT.

SPECIALTIES
Sawed Hemlock
Red Cedar Shingles
White Pine Lath
Bass and Poplar Siding
James Gillespie
Pine and Hardwood
Lumber
Lath and Shingles
North Tonawanda, N.Y.

LOG STAMPS
Write us for particulars and prices
Superior Mfg. Co., Ltd.
93 Church St., Toronto

HORSES
UNION STOCK YARDS
OF TORONTO, Limited
'Canada's Greatest Live Stock Market' Capital, $1,500,000. Two Hundred Acres. Dundas St. cars to Keele St., West Toronto. Auction Sales every Wednesday. Private Sales Daily.
Correspondence Solicited.
WALTER HARLAND SMITH
Manager Horse Dept.

"WELL BOUGHT IS HALF SOLD"

Particular People

appreciate the advantage of buying

WHITE PINE

graded to suit their individual needs.

Have you used our

Byng Inlet White Pine?

If not, there's something good coming to you.

It makes friends!

Canadian General Lumber Co.
Limited
FOREST PRODUCTS
TORONTO OFFICE :— 712-20 Bank of Hamilton Building
Montreal Office :—203 McGill Bldg.
Mills : Byng Inlet, Ont.

Quick Action

You Can Have It

Try the Canada Lumberman Wanted and For Sale Department. Have you anything you wish to buy or sell in the Lumber Industry? You will find this department inexpensive, and a very effective business getter.

Our Classified Advertisers do not repeat the ad, often. They don't have to. They report immediate results. Use these columns to your own advantage.

CANADA LUMBERMAN
and WOODWORKER
347 Adelaide St. W.
TORONTO

MASON, GORDON & CO.

80 St. Francois Xavier Street Montreal, Que.

BRITISH COLUMBIA PRODUCTS

(Wholesale Only)

FIR Timber and Finish, CEDAR Shingles and Lumber

Vancouver Office 304 Pacific Building, Hubert C. Gordon, Representative

MUIR & KIRKPATRICK

Manufacturers and Shippers

EASTERN--NORTHERN AND WESTERN SPRUCE

ALSO

WHITE--RED AND JACK PINE

MILLS SAWING ALL THE TIME

HEAD OFFICE

1325-6-7-8 BANK OF HAMILTON BUILDING

TORONTO, CANADA

David Gillies, President. J. S. Gillies, Managing Director. D. A. Gillies, Secretary-Treasurer.

GILLIES BROS., Limited

BRAESIDE - ONTARIO

WHITE and RED PINE and SPRUCE LUMBER and LATH

DRY STOCK *WELL SAWN* *PROMPT SHIPMENT*

Mills and Head Office BRAESIDE, ONT. D. D. Earing, Morristown, N.Y. Guy E. Robinson, Aeolian Bldg., 42nd St. W., New York City.

FRASER COMPANIES, Limited

Bleached Sulphite Pulp Mill. Saw Mills (all Band Saw Mills). Shingle Mill

HERE THEY ARE ON THE MAP

Mills and Railway Connections

Saw and Shingle Mills.	Railway Connections.	Saw and Shingle Mills.	Railway Connections.
Cabano, Que.	Temiscouata Ry.	Baker Brook, N.B.	C. N. Ry., Temiscouata Ry.
Notre Dame du Lac, Que.	Temiscouata Ry.	Plaster Rock, N. B.	C. P. Ry.
Glendyne, Que.	C. N. Ry.	Fredericton, N. B.	C. P. Ry. and C. N. Ry.
Estcourt, Que.	C. N. Ry.	Nelson, N.B.	C. N. Ry.
Edmundston, N.B.	C.P.R., C.N.R. and Temiscouata Ry.	Campbellton, N. B.	C. N. Ry.
Magaguadavic, N.B.	C. P. R.		

Bleached Sulphite Mill, Edmundston, N. B. ... Railway Connection, C.P.R., C.N.R. and Temiscouata Ry.

Bleached Sulphite. Rough and Dressed Spruce. White Cedar Shingles. Railway Ties

Piano Sounding Board Stock a Specialty.

Selling and Purchasing Offices :-- EDMUNDSTON, N. B.

Frank H. Harris Lumber Company, Ltd.

Manufacturers and Wholesalers of

Yellow Pine and Southern Hardwoods

Yellow Pine in Transit at all Times

To Canadian Mills — We are in The Market

For cuts of Hard and Soft Woods

Write us what you have to offer

Mills {HIGH POINT, MISS / LAKE, MISS.

Office: 814 Excelsior Life Building, TORONTO

REGISTERED H.B P.K TRADE MARK

HALL BROS. LIMITED

LUMBER & TIMBER

TORONTO CANADA

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ALL FOREST PRODUCTS

We Specialize in Canadian Hardwoods and Ship Timber

Correspondence Solicited

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We pay best prices for

Canadian Hard and Soft Woods

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34 Victoria Street TORONTO

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HARDWOOD LOGS:—

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Exporters **Mobile, Alabama, U.S.A.** Cables "Taylor, Mobile"

Plunkett-Webster Lumber Co.

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Manley Chew

Midland, Ontario

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BUY Now. Prices will shortly swing upward.

WE ARE THE CYPRESS SPECIALISTS

When in the market for "CYPRESS" remember "GREGERTSENS"

Anderson, Shreiner & Mawson

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WANTED

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TORONTO

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Highest Prices Paid

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Write or Wire Us, or Phone Main 1604.

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LIMITED

511 Temple Building,
Toronto, - Ontario

Phone Main 1151.

Railroad Ties
We will buy all you have
or sell you all you want.

Cutting Capacity 300,000 Ft. per Day

McFADDEN & MALLOY

Red & White Pine LUMBER In Any Quantities

The above is supplied by us in all standard grades and dimensions. All lumber is of guaranteed quality and grade as ordered. Our location and facilities enable us to give our patrons the utmost in service and prompt shipments. Let us quote on your requirements. You will find our prices right, and our product satisfactory.

Mills at: - SPRAGGE, ONT. & BLIND RIVER, ONT.

ESTABLISHED 1871

QUALITY

Will bring the Customer Back When Price Won't!

THE customer who comes back to you season in and season out invariably does so because of one thing—he gets satisfaction from the lumber you sell him.

That satisfaction can come only from quality lumber.

Your service may be good, your prices right—but it's the quality of the lumber you sell that counts.

Just now we have some splendid stocks on hand that, we believe, would interest you in Pine, Spruce, Hemlock, B.C. Lumber and Timber—quality guaranteed.

We have absolutely no connection with or interest in any other firm bearing a name similar to ours.

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Montreal
Head Office: 1112 Notre Dame St. W.

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The Rat Portage Lumber Co., Limited, Vancouver

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Douglas Fir, Spruce, Cedar and Hemlock Lumber

Rough Timbers, Dimension, Flooring, Ceiling, Siding, Interior and Exterior Finish of all kinds including Mouldings. Fir, Spruce and Cedar Lath

Prompt shipment of Fir timbers in all sizes and up to 100 feet in length

AIR DRIED CEDAR SHINGLES We specialize in supplying air dried Cedar Shingles, these cost more than kiln dried Shingles but make a better roof and last much longer

Stock on Hand in Kitchener

7,000 ft.	4/4 Sap Gum, No. 1 Com. and Selects.	50,000 "	6/4 No. 2 Com. & Sd. Wormy Chestnut.
9,000 "	8/4 Qtd. Red Gum, No. 1 Com. and Btr.	12,000 "	5/4 FAS Chestnut.
5,000 "	5/4 Plain Oak, FAS.	10,275 "	5/4 No. 1 Com. Chestnut.
30,000 "	6/4 Plain Oak, No. 1 Com.		Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.
30,000 "	6/4 Plain Oak, FAS.	1,847 ft.	3/4 No. 1 Com. and Btr. Qtd. White Oak.
30,000 "	8/4 Plain Oak, FAS.	69 "	4/4 FAS Qtd. White Oak.
50,000 "	8/4 Plain Oak, No. 1 Com.	2,065 "	4/4 No. 2 Com. Qtd. Wht. Oak.
12,000 "	8/4 Plain Oak, Sd. Sq. Edge.	1,000 "	3/4 No. 1 Com. and Btr. Plain White Oak.
1,200 "	4/4 Plain Oak, No. 1 Com.	2,624 "	3/4 FAS Sap Gum, 13/17".
15,000 "	4/4 Tenn. Red Cedar Boards, No. 1 Com. and Btr.	2,152 "	3/4 Select Sap Gum, 3/12.
35,000 "	4/4 Qtd. White Oak, FAS.	5,573 "	3/4 Select Sap Gum, 12" & up.
35,000 "	4/4 Qtd. White Oak, No. 1 C.	470 "	5/4 Select Sap Gum.
7,000 "	4/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	12/4 No. 1 C. and B. Hard Maple.
28,000 "	5/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	4/4 No. 2 Basswood.

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207 Weber Chambers, KITCHENER, Ont.

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All Grades in White Pine Lath A Specialty

Milling in Connection

E. J. MOORES, Jr.

MIDLAND CANADA

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Soft, Dry Stock, Finest Grades—
All Thicknesses— 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

Yellow Pine Finish

Kiln Dried, Soft, Short Leaf Kind

Stock Widths 4/4 5/4 6/4 8/4 by 4", 6", 8", 10", 12"

Also OAK, ASH, POPLAR, GUM

WISTAR, UNDERHILL & NIXON

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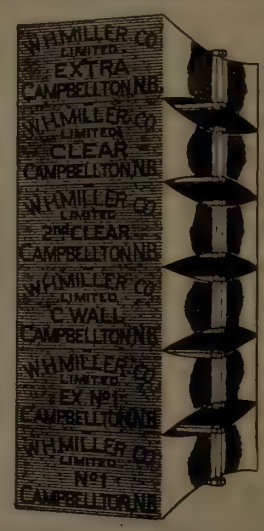

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Shipments by Rail and Water.

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River Ouelle Pulp & Lumber Co.

Manufacturers of

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Lumber Lath Pulpwood

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Will Supply Straight or Mixed Cars

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Transcont. Div. Can. Nat. Rys.

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BROWN ASH

	Clear	No. 1	No. 2
1 in.	40,900	....	50,000	17,000
1¼ in.	58,500	7,300	36,200	15,300
1½ in.	36,500	....	35,000	7,500
2 in.	7,500	....	20,000	2,000

WHITE ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	15,000	....	110,000	110,000
1¼ in.	117,000	4,500	140,000	40,000
1½ in.	22,900	1,200	39,000	65,000
2 in.	56,300	500	80,000	86,000
2½ in.	25,500	....	34,000	32,500
3 in.	87,500	....	75,500	33,500
4 in.	7,000	....	15,000	5,500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	115,700	3,000	340,000	240,000
1¼ in.	151,300	14,000	235,500	70,800
1½ in.	94,600	....	41,800	15,000
2 in.	68,900	....	16,000	4,500
2½ in.	90,000	....	13,900	15,000
4 in.	1,300	....	450	....

BEECH

	1 & 2	No. 1 Com.	No. 2 Com.
⅜ in.	.....	.....	.....
¾ in.	2,000	.....	.....
1 in.	25,000	254,700	13,000
1¼ in.	33,200	10,600	12,000
1½ in.	80,800	7,500	8,400
2 in.	6,000	6,000	.....
2½ in.	.....	.....	.....
3 in.	1,100	5,000	5,500
4 in.	225	1,200	475

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	187,500	182,200	90,500
1¼ in.	5,500	4,600	4,500
1½ in.	32,000	21,700	57,300
2 in.	.....	16,200	52,900
2½ in.	5,500	2,700	2,200
3 in.	28,700	3,500	2,300
4 in.	5,900	.....	500

CHESTNUT

	1 & 2	Strips Clear	Com. No. 1	S.W.& Com. No. 2
¾ in.	500	....	30,000	30,000
1 in.	25,900	1,500	90,300	280,500
1¼ in.	161,800	2,800	88,200	273,200
1½ in.	116,500	....	68,000	....
2 in.	59,200	....	39,300	126,200
2½ in.	4,000	....	1,150	500
3 in.	2,100	....	1,300	500
4 in.	1,500	....	300	....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	2,000	500
1¼ in.	.....	8,800	.....
1½ in.	17,100	5,200	18,000
2 in.	24,000	24,200	4,600
2½ in.	8,000	3,200	.....
3 in.	69,400	23,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	4,700	11,000	3,800
1¼ in.	41,500	38,200	6,800
1½ in.	12,500	13,300	5,400
2 in.	6,000	1,000	....
2½ in.	6,000	1,200	300
3 in.	39,280	8,500	8,000
4 in.	7,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	30,300	31,000	15,500
1¼ in.	.....	.....	7,700
1½ in.	8,000	10,300	9,500
2 in.	4,500	3,800	7,500

QUARTERED SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	.....	2,500	12,000
5/4	14,000	.....	.....
8/4	2,000	400	.....
10/4	350	29,000	3,000

QUARTERED RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	9,000	20,000	15,100
5/4	8,100	9,800	.....
6/4	3,900	4,500	4,600
8/4	19,100	11,500	3,600

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	6,400	16,000	200
1¼ in.	.....	800	....
1½ in.	2,400	6,000	13,500
2 in.	4,490	12,700	10,400
2½ in.	.....	1,500	1,200

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	8,400	11,600
1¼ in.	1,100	2,500	2,050
1½ in.	6,600	11,300	25,000
2 in.	2,400	17,200	16,200
2½ in.	7,000	13,000	4,700
3 in.	3,500	7,580	7,200
4 in.	300	.....	275

FIGURED RED GUM

	1 & 2	No. 1 Com.
1 in.	7,800	700

PLAIN RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	24,200	.....	.....	.....
¾ in.	7,000	.....	40,400	12,200
⅝ in.	.....	.....	87,000	53,600
1 in.	185,200	550	133,000	116,400
1¼ in.	90,700	2,400	15,000	2,200
1½ in.	168,900	4,300	55,200	40,000
2 in.	138,100	.....	16,800	55,000
2½ in.	70,100	.....	14,000	3,100
3 in.	31,800	.....	18,500	7,000
4 in.	16,600	.....	8,900	....

PLAIN WHITE OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	.....	.....	.....
½ in.	.....	.....	.....	.....
⅝ in.	21,150	.....	1,000	16,900
¾ in.	17,900	.....	100,000	31,000
1 in.	50,300	1,200	89,000	54,200
1¼ in.	55,300	.....	6,000	2,000

	1 & 2	No. 1 Com.	No. 2 Com.	No. 3 Com.
1½ in.	104,500	63,000	9,000	400
2 in.	94,000	114,000	60,000	22,500
2½ in.	166,800	49,500	3,000	.....
3 in.	106,800	65,800	14,400	10,000
3½ in.	4,500	5,000	1,500	.....
4 in.	77,000	18,500	2,000	3,000

QUARTERED RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
¾ in.	700	.....	9,700	400
1 in.	24,200	3,400	3,500	400
1¼ in.	3,000	.....	3,000	500
1½ in.	350	.....	500	100
2 in.	1,000	.....	7,400	.....

Also Large Stock of BEECH, BIRCH, MAPLE and POPLAR

THE ATLANTIC LUMBER CO., Inc., 310 MANNING CHAMBERS TORONTO

MANUFACTURERS SOUTHERN HARDWOOD LUMBER

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Lumber Yards, Dry Kilns, Dimension Mill, and Veneer Warehouse at Toronto

Our Dry Kilns have a capacity for drying 200,000 feet per month. We will dry your transit cars.

All Canadian and American Hardwoods

MAHOGANY (250,000 feet all sizes and grades)

THIS WEEK'S SPECIALS

1 Car 1½" FAS Chestnut.
1 " 1" SW Chestnut.
1 " 2" FAS Quartered Red Gum.
1 " 1" FAS Quartered White Oak.
1 " 1" FAS Basswood, 10" and wider kiln dried
1 " 1" & 1½" FAS Red Gum.
1 " 1½" FAS Poplar.
1 Car 2" FAS Poplar.
1 " 1/20" R C W Oak.
1 " ¼" & ½" 3 ply Birch Panels.
1 " 3/16" 3 ply Birch Panels.
1 " 1/20" & 1/28" Poplar Crossbanding.
1 " ⅛", 3/16" & ¼" Qtd. Sawn White Oak.
1 " 3/16" & ¼" Gum Cores.

10 CARS 1" No. 2 and No. 3 COMMON BASSWOOD

VENEERS Rotary Cut, Sawed and Sliced every description

THREE PLY FIR PANELS

All grades carried in Quarter Sawn White Oak, Gum, Poplar, Walnut, Canadian and Michigan Maple, Birch, Basswood, Elm, Ash, White Maple, Quartered Maple and White Basswood

We Specialize in Mixed Shipments of Dry Hardwoods, Veneers and Panels

This is a good time to conserve your capital by making your purchases in this manner.

If You want the Best Value in Lumber Obtainable in the Mountains, Your Choice Should be

Golden Spruce

GOLDEN AIR-DRIED SPRUCE is unequalled for your requirements in Boards, Shiplap, Shelving, Flooring and Siding, and you can rely upon getting DEPENDABLE GRADES.

EASTERN RETAIL DEALERS will find 1 x 8 GOLDEN EXTRA SELECT SPRUCE BOARDS an exceptionally good seller. Can be worked to any pattern desired. Supplied either 3/4 or 25/32" thickness. Try some.

We also manufacture Fir and Cedar.
Spruce, Fir and Cedar Lath.

Just another reminder—Our stock always comes to you bright, clean, and newly milled, being run through the planing mill at time of shipment.

With a daily nine-hour cutting capacity of 180,000 feet, and a stock of 10 to 20 million feet at all times, we are in position to give prompt shipment. Urgent orders given special attention.

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Columbia River Lumber Co., Ltd., Golden, B. C.

affiliated with and represented jointly by salesmen of

Canadian Western Lumber Co., Ltd., Fraser Mills, B. C.

Eastern Sales Office—TORONTO—L. D. Barclay and E. C. Parsons

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Sole Selling Agents for Two Saw Mills and Two Shingle Mills

Fir timbers a Specialty. Can make immediate shipments any size. Heavy construction material. Boards and Shiplap in either 1 or 2 common.

Long Fir Piling

Two inch dimension any width 4 to 12 inch or same in quarter off.

IN TRANSIT

1 car 3X Shingles
1 car No. 2 Common Fir Boards ¼ each 1 x 6, 8, 10 and 12
1 car No. 1 Common Cedar Shiplap 1 x 6, 8 and 10
1 car No. 1 Common Cedar Shiplap 1 x 8 and 10
1 car No. 1 Common Fir Shiplap 5000 ft.
1 car No. 1 Common Fir 2 x 4 S1S1E 5563 ft.
1 car No. 1 Common Fir 2 x 6 S1S1E 9120 ft.
1 car No. 1 Common Fir 2 x 8 S1S1E 2002 ft.

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DOUGLAS FIR, HEMLOCK, SPRUCE *and* CEDAR LUMBER

RAIL SHIPMENTS TO ALL PARTS OF CANADA AND UNITED STATES

OFFICE AND MILLS - - VICTORIA, B. C.

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Hemlock Boards
Cedar Boards
Federal XXX Shingles

Long Fir Piling
Coast and Mountain Stocks

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"Organized Timms Phillips DOUGLAS FIR LUMBER RED CEDAR SHINGLES *to Serve"*

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Coast and Mountain Lumber

Sure Grades—Sure Service

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Kiln Dried Clear Spruce

Kiln Dried Spruce Shelving

We have above ready for immediate shipment.
Every piece up to our standard of quality.

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Also 4/4 K. D. Hemlock Clears, Rough

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Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

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Mills at South Westminster, on B.C.E.R.
Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

British Columbia Forest Products

Fir Western Hemlock Spruce

With modern equipment and shipping facilities we are in a position to handle your orders in a satisfactory manner.

Our stock undergoes careful supervision to ensure QUALITY LUMBER.

Daily Capacity 135,000 ft.

Canadian Puget Sound Lumber & Timber Co.

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Thurston-Flavelle, Limited

MANUFACTURERS OF

British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

Straight or mixed cars with XXX and XXXXX Shingles. Stocks carried at Lindsay, Ont., for quick shipment

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Full particulars from out Eastern Agents.

Head Office and Mills, Port Moody, B. C.

"Arrow Brand"
Red Cedar Shingles

Fir—Hemlock—Cedar

Mountain Stock

Allen-Stoltze Lumber Co., Ltd.
Vancouver - - - B. C.

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LUMBER COMPANY
GENOA BAY B. C.

GENOA

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Fir Timbers
Lumber, Lath,
Cedar, Shingles,
Fir Flooring,
Ceiling, Finish,
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Our excellent facilities permit immediate shipment-
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OUR SPECIALTIES:

Long Fir Timber Planking Decking

Cutting orders for 2" in long lengths either Common or Clear (obtained as side cut).

Planer capacity 6" x 30". We do not operate dry kiln, but can arrange to air-dry in our yard to requirements.

Our Mill is on Canadian Pacific Railway with Rail Connection (Five Miles) to Tidewater on Alberni Canal. Navigable for all Vessels

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Our new planing mill recently completed.

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For fir yard stock, B. C. or Hemlock Shiplap and Boards, timbers any size and length up to 90 feet.

We also specialize in mixed cars of high-grade fir uppers and mouldings and are also manufacturers of fir doors.

Robertson & Hackett Sawmills, Ltd.

Established 1888

Mils and Office: FALSE CREEK, VANCOUVER, B.C.

Ivan D. Smith Lumber Co.

Wholesale

Pacific Coast Timber Products

FINISH, FLOORING, CEILING, ROUGH CLEARS TIMBERS, DIMENSION, SHIPLAP, BOARDS,

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Dependable Grades ***Efficient Service***

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Limited

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Red Cedar Shingles

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Western Crown Lumber Company
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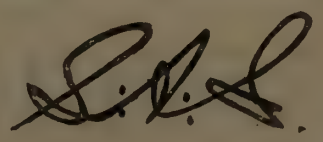

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Any stock of Canadian and American Hardwoods. Prompt shipment to any point in Canada or United States. Call, Write or Phone. Phone Main 7121

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Chestnut	4/4	5/4	6/4	8/4	12/4	
Rock Elm	4/4			8/4		
Soft Elm	4/4	5/4	6/4	8/4	12/4	
Red Gum	4/4		6/4	8/4		
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Soft Maple	4/4			8/4		
Soft B. Poplar	4/4					
Red Cedar	4/4					
Red Oak Plain	4/4	5/4	6/4	8/4		12/4
Red Oak Qr. cut	4/4	5/4				
Sycamore	4/4					
White Oak Pl.	4/4		6/4	8/4		12/4
White Oak Qtd.	4/4	5/4	6/4			
Black Walnut		4/4			8/4	
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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster-General for Canada, for transmission as second-class matter.
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Vol. 40 Toronto, October 1, 1920 No 19

Getting After the Sawlog Pirate

In former days when all timber was cheap and more accessible, driving operations comparatively careless and easy and wages low, the value of a saw log was not nearly as great as it is today. In fact, it is not so many years since that the forest was looked upon as a mine and plundered for whatever kind of wood was desired. Little thought was given to conservation or reforestation, and the worth of the natural product was less than one-third of what it is today.

Time brings in its wake many changes. The things that are cast aside today as of little or no monetary consideration are the ones which on the morrow become valuable. Too often is unappreciative thought given to that which is at hand, and it is only when deprived of some object, that we fully realize its place in the scheme of things. In years gone by for the farmer, settler, or backwoodsman to haul a stray or vagrant log out of a stream, pull it upon the bank and eventually cut it for fire wood, split it for rails or put it to some other use, was not thought to be out of the way. The average lumberman did not look upon the practice much more seriously than the average farmer or fruit grower regards giving a schoolboy a few apples from his richly-laden orchard. Frequently privilege descends into license and then into lawlessness. Concessions courteously extended are sadly abused and good nature imposed upon to a degree that is past human toleration.

For many years lumbermen in the Georgian Bay district had logs stolen. The practice grew so in extent, that to stop the thieving, the Log Pickers' Association was formed, consisting of the leading firms in the Midland district. This association employs regular log pickers, which are authorized to pick up derelicts bearing any lumberman's marks, and there has been a regular accounting among the firms. But even the vigilance of this well-organized and well-managed association has been eluded and the log pirates have, it is reported, been doing a thriving business during the past two or three years since timber became so valuable. Thousands of feet have been stolen and every effort been made to cover up the trade mark of the various firms either by sawing off the ends or otherwise defacing the "insignia." Lumbermen, as a rule, are generally good-natured and are not penurious, but to have their product corralled by unscrupulous individuals, has resulted in prosecutions in the Parry Sound district. It is hoped that the prompt and effective action which has been taken, will prove a deterrent to a practice which has been growing alarmingly of late.

Some years ago the Timber Marks Act was passed, making it a criminal offence to pick up logs, bearing the registered marks of lumbermen, or to cut off or deface the marks. Heavy penalties were imposed, but these levies did not deter operators in the business. It is charged that one log picker had gathered as much as 400 logs, which he had stored away, and it is alleged that certain persons have acted as a "fence" to some of the log pirates, and bought the timber bearing the stamp of Georgian Bay lumbermen. It is even contended that the log pirates have not only been paid a smaller price than the market values for what timber they have gathered, but also have been victimized in the measurement.

Nowadays a lumberman has to put up with sufficient worries without in any way having his logs taken by means that are neither honorable, just nor fair. It is to be hoped that the action, which has been instituted by the authorities in the Georgian Bay district, will have a salutary effect in checking the free and lawless manner in which certain persons have in the past gone about stealing timber. It is stated that as much time, patience and care have been exercised in capturing logs belonging to leading operators on the Georgian Bay, as the ardent angler exercises when setting out for a big catch of bass, pickerel or pike on a regular midsummer holiday. The fish, however, are the legitimate harvest of any law-abiding citizen or true sportsman, but logs, which have been lost in toeing or driving or escaped from booms or ponds are not released from their original ownership.

The Log Pickers' Association has done a good work and is operated with satisfaction to the various firms concerned, and is taking action to stop the purloining of their property, the organization deserves the support and encouragement of every law-abiding citizen.

What Team Play Will Do in Mills

Safety week will be observed in Ontario during the week starting Sunday, Oct. 10. The idea was conceived by the members of the Ontario Safety League and various other organizations in the safety line co-operated with them in an extensive drive against accidents. The object is to teach accident prevention to every man, woman and child, and an impressive and somewhat unique educational campaign was carried out. The methods served to arouse much interest and excited the curiosity of even the most indifferent. Posters, letters, advertisements, meetings and safety shows provided liberal enlightenment and the schools and colleges, boy scouts, moving picture houses and others all joined in the splendid work. It has been estimated that from 80 per cent. to 90 per cent. of the accidents which occur from day to day, whether in factories, on the streets or in the workshops, could be eliminated with care, thought and judgment.

Wherever an extensive campaign has been conducted, the results have been most gratifying. This is evidenced by the outcome of the recent "no accident" two weeks in the Spanish River Pulp & Paper Mills. Two thousand men are required to operate these plants night and day in Espanola, Sault Ste. Marie and Sturgeon Falls. The result of the propaganda, united effort and team play of this vast army of employees was that there were only two minor accidents. At the Sturgeon Falls plant, which was recently visited by the members of the Ontario Retail Lumber Dealers' Association on the occasion of their annual trip, there was not a single mishap in any of the departments. This is, indeed, a creditable showing.

The object of the campaign was to instill carefulness into the minds of all the men and women employees of the company, and the splendid result goes to show what can be done when a group of

people make up their minds to accomplish a certain thing. During the corresponding weeks of the three preceding months, the total number of accidents in the three mills were: May, 37; June, 36; July, 29. The reduction from this to two demonstrates the possibilities of educating and arousing workers to aggressive effort in a good cause —one which should enlist the sympathy and support of all, not only the men but also the heads of departments and the executive staff. The methods adopted by the Spanish River Mills were striking and significant. An electric "safety sign" hung over the time office; every employee wore a red "no accident" tag, and the mills were carefully posted with various bulletins. The superintendent and foremen met frequently previous to the inauguration of the campaign and discussed ways and means of giving effect to the movement.

A recent issue of the Spanish River News contains the following summing up of the propaganda:

Next year we will try again a "no accident" two weeks, and hope for a clean record. Simply because the "no accident" fortnight is over is absolutely no reason why we should not see a very considerable reduction in the number of accidents in our mills. Heads of departments and superintendents should see to it that safety appliances already in place are kept there. The moment a safety appliance is removed for repairs and the repairs are finished, that appliance should immediately be returned to its proper place. Employees observing dangerous places should report the places at once to their foreman or superintendent, who will see to it that the hazardous place is properly guarded. We are sorry the sheet is not absolutely clean, but the record as it stands is nothing to be ashamed of.

Motor Delivery for the Retailer

One of the live issues at the present time in connection with any business is the reduction of overhead costs and to render at the lowest outlay the best service possible without in any way impairing its efficiency or value. The retail lumberman has many problems to solve and among them distribution is, possibly, as perplexing as any that arise. How the best service can be provided in the most economic manner and the forest products handled expeditiously, has caused a great deal of discussion regarding ways and means. There is no doubt the motor truck is constantly playing a more important part in the work of the retail lumber yard. In the cities the truck has long occupied a foremost place but in certain rural communities there is still some doubt concerning the wisdom of purchasing and operating one.

With a view to presenting full information on this phase of lumber merchandising, the "Canada Lumberman" has obtained the opinions of representative dispensers of wood goods in various parts of the Dominion. Many strongly favor the possession and employment of a motor truck—in fact, would not do without it, while others are equally decided that in their own case, it would not pay them to install such a convenience, and point to peculiar, local conditions.

In this issue there is presented arguments, pro and con, with respect to motor service and delivery, and it will well repay any retail lumberman to approach the question with an open mind and find out all that he can regarding the original cost, maintenance, operation, uses, etc., of a truck. Some figures are given comparing the expenses of owning and operating a truck with that of delivery by horse and wagon. There are also various other features touched upon which will prove interesting and instructive.

In succeeding issues further reference will be made from time to time to this important matter, and the latest data presented regarding disbursements, service and other items, which enter into the consideration and adoption of this modern means of transportation. In the more populous centres the truck is used almost exclusively by lumber dealers where the streets and country are fairly level and the roads good, but in some of the rural sections much has been said against the motor and the advocates of the horse and cart are still quite numerous.

The Hazard of Lumber Operations

In what is the average man in the lumber trade most interested? Of course his viewpoint depends largely upon his sphere of operation and his angle of observation. It is not always easy to tell what is going to happen in the future or to gauge conditions aright, and yet it is in speculative subjects that the chief concern is aroused.

It has been declared that facts, not fiction, actualities and not theories are required in this hardheaded, matter-of-fact age, and yet the majority of those identified with any vocation are apparently much more keenly aroused in what is going to transpire than what has happened, for facts must come under the latter category and prediction or speculation under the former.

It is in the nature of things that nearly all like to make investments, to cast about for fresh sources of revenue, to locate in new quarters, to buy certain stocks and become associated with new companies or financially concerned in development propositions, etc. Such a trait is universal and fundamental. It is this disposition—call it restlessness or discontent if you like— which builds communities, erects factories, affords employment, opens fresh avenues of activity, exploration and settlement, keeps the wheels of commerce moving and puts capital in circulation.

All of this resolves itself into the speculative. It is this same implanted human desire or curiosity which has enabled many a promoter, fortunte-teller or mountebank to reap a quick harvest. In a business sense the same trait prevails, although every move made is more or less of a gamble with the future, a contest with new conditions or contact with fresh problems.

There is no business in which this element or challenge enters to the same extent as that of the lumbering, the exponent of which, in all his operations and plans takes chances on the weather, the snow, the rainfall, condition of the labor market, transportation, etc., as well as with fire, flood, hurricane and other devastating forces. When he meets with a measure of success surely he is entitled to the well-earned reward, for who takes heavier risks than he?. Those who battle in the forefront, whether in war or peace, in the natural course of events, receive the honors. The highest recompense usually goes with heroic performance or masterly achievement.

Getting Proper Price for Product

At a meeting of the directors of the Audit Bureau of Circulation held recently in Toronto, considerable discussion took place on matters affecting the Canadian situation. Stanley Clague, managing director of the bureau, made some timely observations on the newsprint situation. He said that to his mind the publishing business is the worst example of merchandising in the whole realm of business and that it was particularly so today in view of the shortage and consequent high price of newsprint. "Can you," he said, "point to any other business where the finished product is sold for less than the cost of the raw material and yet with but few excepions the subscriber of the daily newspapers of Canada pay less for them than the publisher pays at the mill for his newsprint. The advertisers are, therefore, saddled, not only with the whole cost of news service and publishing, but with a generous portion of the newsprint cost as well. The proposition is not fair and it is not good business."

He believed that the solution of the problem was to increase the price to something near the equivalent of its value. Newspapers that are sold at 2c a day, should be sold for 5c. In the United States there is a marked movement in this direction and in the south and west the majority of the best papers are sold at 5s. Nothing was to be gained by raising the single copy price of a paper in the city to 5s. and then selling thousands of others at a ridiculously small monthly or yearly rate either through news agents or to subscribers. Mr. Clough paid a high tribute to the Canadian newspapers and said they represented the highest type of journalism on the North American continent. The publishers of Canadian dailies should be proud of the product they serve to the general public.

Does Motor Delivery Pay Retail Lumberman?

Experience of Various Firms in Truck Operation—Its Economy, Efficiency and Service Pointed Out—Objections Raised by Rural Dealers

Truck Economy.

The fundamentals of motor truck operating economy might be summarized under four points:

1. The ability of the truck to do its work.

2. The efficiency of the maintenance and inspection system.

3. The efficiency of the routing and delivery systems.

4. The skill of the driver and his willingness to perform his work well.

Does it pay the average retail lumber man to use a truck in his business? This question has been discussed many times in the "Canada Lumberman," and it is interesting to learn what the readers of this paper have to say on a subject of such wide and outstanding importance. Opinions naturally suffer and whether it is economy for the retail dealer to employ such a convenience would on the whole seem to be answered in the affirmative.

Here are the views of representative lumber merchants from many sections of the country and a perusal of them is worth while:

A. Coates & Sons, of Burlington, Ont.—We have only operated a truck for one year, hence we have not had the experience of some of our friends in the business. However, we will endeavor to give you our views on the subject. We are using a 1¾ ton Packard. This, we figure a two-ton capacity without overloading, and we give you below the cost for operating the truck for one year, including gasoline, oil, repairs, depreciation, as against our team for same period. Our reason for a two-ton truck is that it will replace the team, as a team load is about the usual size that we want to deliver in our town and district. It may be different in a city on paved streets. We are situated about three blocks from the station, at which we unload our lumber, and find the truck very economical for this work. The truck does not stand while the load is being put on, as we use the lumber buggies, and have the truck equipped to handle them. We also have a hard rubber tired, two-wheeled trailer, which we employ when the load for delivery exceeds the carrying capacity of the truck. This, of course, works out much better on long hauls. The old saying is just as true in the lumber business as in men's furnishings, "That you might just as well be out of business as out of date." The merchant who does not keep pace with the time will soon go back, and this is the principal reason for using a truck today. We are unable to give you the quantity of lumber handled. The truck travelled 10,000 miles and cost in twelve months $890 for gasoline, repairs, etc. The cost of maintaining a team for twelve months was $513.00.

Considers Trucks Cheaper Than Horses.

D. C. Baird, St. Marys, Ont.—I use two Ford one-ton trucks which we usually load up to two tons to a load and as yet have never had any trouble to handle around the town which is very hilly. I am very much in favor of motor trucks in comparison with horses, as I consider them by far the cheaper, both as to upkeep and saving of time in labor, which is a great item in the cost of running any business in the present day. In comparison as to upkeep, my garage bill for two trucks averages about $25,00 per month, whereas the cost of feed alone for one horse which I use for my work during the four winter months, averaged $21.50 per month.

The trucks are used for delivering lumber and boxes and also unloading cars of lumber. I have about a mile to draw lumber from the station to the mill. Here is one place that I find considerable saving in time, as my trucks average 10 hours work daily, every day it is fit to work. With the horses it took 1¼ hours for every trip to the station for a load of lumber, whereas the trucks make it in three-quarters of an hour. Usually a teamster wants to get his horses in the stable about a quarter to six or a quarter to twelve. With the truck I claim that we can generally make two extra trips, as the man knows when he gets into the yard when the whistle blows that he has no team to feed.

As to the delivery of boxes, of which I do considerable, some trips are 25 mile trips which, with the truck, we have no trouble to make in five hours' time but which could not be made with horses. I also find that it is much easier to get men to run trucks than to drive horses. This is my third summer for using these trucks and it has not cost me over $30.00 a year for each truck for any repairs and overhauling, which I have done every winter. They are then in No. 1 shape to start work in the spring. Heavier trucks might do the work better but for upkeep I do not think that they can be beat, considering the outlay and all repairs for these trucks are easy to obtain.

The Details of Cost Outlined

The Corrigan Lumber & Mill Co., Sault Ste. Marie, Ont.—We have been operating a one-ton truck of a very well known make for the last two years. Our 1919 experience is listed below, and covers almost exactly two hundred dollars:

Upkeep of tires	$ 70.95
Engine oil	53.26
Gasoline	299.43
Painting and adv. on truck	43.20
Repairs	234.45
Depreciation actual	113.50
	$814.79

Deliveries of truck averaged twenty-three per day and these totalled to forty-six hundred or an average cost of .17.7 cents per order delivered. Our average wage to truck driver was $4.50 per day or an average charge of 19.6 cts. per order delivered—a total of .37.3 cts, per order. This does not include insurance, interest on investment or other overhead charges.

We have single horse with necessary equipment, and although each trip is usually shorter than with a truck, we find that the cost per order delivered is 72.66.

D. Aitchison & Co., Hamilton, Ont.—We are using at present a one-ton International truck, and find that same for the retail lumber business is equal in service to two or three single delivery wagons, and can make good time on extra long trips. We have operated this truck since the middle of the summer of 1919 and to date have really had no expenditure on it other than the cost of oil, grease, etc. We think that the one-ton truck other than the make is the ideal truck for the retail lumber yard where you have mouldings, frames, sash, etc., to deliver at odd times. We believe that the upkeep of a larger truck where work is not always to capacity would be too great and would not justify itself in the end. We had a one-ton truck in operation in our Eastern yard where a greater quantity of rough lumber is handled, and found that it would not stand up day after day loading to capacity.

Motor Trucks Are Big Saving.

Batts, Limited, Toronto.—We use two motor trucks in our business, one one-ton Ford with attachment and one 3-ton Gramm. We consider these two trucks take the place of five horse-drawn vehicles. The cost of upkeep of the same is well under the cost of team haulage, although we are forced at all times to keep several teams on the road to take care of loads going to places where trucks are unable to travel with safety. We also employ different motor cartage companies' trucks to take care of our ever increasing business and find it a saving, as good truck drivers are the biggest source of trouble we have to deal with today.

The Ingleby- Taylor Co., Brantford, Ont.—We are using two trucks for delivery purposes. We put our first truck in operation two years ago and we were so well pleased with its performance that we purchased another last year. Our first truck is of 1½ tons capacity, has an Oakland engine of 30 h.p. and a 12-ft. platform, well adapted for drawing long stuff. Our second truck has a Ford engine and 8-ft. platform, 1-ton capacity. We have found that the operation of these trucks is considerably less than it would be for delivery by horses, as they take the place of from four to six horses. We are also able to give much prompter service. We have found in our business that the lighter trucks are the best proposition, as nine times out of ten you do not have a capacity load, and finally that the trucks show up to better advantage on long trips—that is where we frequently have deliveries to the opposite end of the city.

George Rathtbone, Limited, Toronto.—We are now operating two trucks, one 1¾ ton Stegenan truck, which is six cylinder and

has been in use for two seasons. In figuring the mileage against the expense and depreciation, we estimate that it has cost us 31 cents per mile since it has been in operation. The other truck has only run about a year and we have not got our costs compiled on this one as yet.

Barrett Bros., Ottawa, Ont.—The only motor cars that we use in our business are two small Fords. We use them for light delivery and long roads. We find that the maintaining of these cars is quite expensive. As a matter of fact the repairs in one year will amount to the original price of the car. On the other hand, we consider that we do as much work with one of these small trucks as we do with three single deliveries, and not only that but we serve our customers much quicker and in that way it helps to secure business.

Distinct Saving Over Horse Delivery.

The Irvin Lumber Co., Limited, Toronto.—We use five motor trucks, two 3-ton, one 1½-ton, and two 1-ton trucks. We find that for long trips and full loads the trucks are of great advantage as compared wtih horse delivery. We find the small trucks better than the large where they have to travel over sandy roads, and it is not

The illustration shows a trailer which D. C. Baird of St. Marys, Ont., uses with one of his trucks. The load consists of 140 bunches of XXXXX shingles, which makes a rather bulky burden but Mr. Baird says he has no trouble to handle the same, even when coming up a good grade such as from the station at St. Marys. He also uses the trucks for trailing waggons and is able to trail a waggon with 1500 ft. of lumber to any place in his yard or shed. Mr. Baird uses two Ford 1-ton trucks in his business

often that our customers order more at one time than a small truck will carry. Repairs and upkeep on trucks are very expensive, but considering the amount of material hauled we do not think team delivery would be less expensive. However, we have to keep some horses for delivery in localities where it would be impossible to take a truck, and we use the horses for short trips and mixed loads.

The greatest advantages of trucks are:—

1st. That they enable us to give more prompt delivery to our customer.

2nd. We can take business at a distance that would be too great for horse delivery.

3rd. One man driving a truck can deliver from two to three times as much lumber in a day as he can with a team of horses excepting, of course, where the trips are short.

4th. During the winter season when business falls off we can lay up what trucks we do not need, and when they are not in use they do not have to be looked after and the only expense that can be charged against them when not in use is interest on the investment. This is a distinct saving as compared with horses which have to be attended and fed whether at work or not.

Say Horses Are Best For Them

The Guelph Lumber Co., Guelph, Ont.—We do not use any motor trucks in our business here because after carefully going into the matter we have come to the conclusion that we can make our deliveries better with horses and wagons. We are figuring this, of course, from our own requirements and the requirements of our customers in and around Guelph.

You will readily understand that in operating a retail lumber yard the majority of deliveries are in small quantities. We use single horses and wagons all the time, and they enable us to deliver the goods often times at a spot where a truck could not reach, that is behind a building or over unbuilt-on land, and then as you probably know we are not blessed with very good roads in Guelph, some of which a truck could not operate on.

Brookfield Bros., Halifax, N. S.—We do not operate any motor trucks, our deliveries all being made by horse power. We are, therefore, unable to give you any particulars based upon experience regarding the comparison between the two. We might, however, say that, owing to the fact we operate no motor trucks, it would appear as if we are not quite yet convinced that it would be to our advantage to make the change, in the peculiar circumstances under which we operate; that is, the bulk of our materials coming into stock have to be hauled only two or three blocks, and ours being a wharf premises are somewhat congested. Though we have on one or two occasions had experience with motor trucks, we have not decided that any advantage would be reaped through making the change. We may add that we do all our trucking by piece work with teams, which appears in our case to work out satisfactorily all around.

N. Cluff & Sons, Seaforth, Ont. We use horses for delivery purposes in our lumber and coal business. We do not think that motor trucks would suit our business, because of the long spell of bad roads in spring and fall, and the amount of snow that we have in the winter would confine their use to about six or seven months in the summer and autumn. The balance of the year we would have to use horses, so we believe that it pays us better to employ them all the time. There are a good many places that a horse can go where it would be impossible for a truck in any season.

George H. Belton Lumber Co., London, Ont.—We would say that we have never purchased a truck. From time to time we have had one hired and concluded that to put a truck into constant service would not pay us. When we get extra busy we add more horses. The depreciation on horses is much less than on a truck, and the upkeep much less proportionately for the service obtained.

Could Not Do Without Motor Trucks.

James T. Gilchrist Lumber Co., Toronto.—We have been using a 1-ton truck for several months and the service we are able to give our customers is such that we have bought another. We find that the cost of upkeep is about the same as for a single horse and wagon, but the deliveries are two if not three times as numerous. There is no trouble about holiday or Sunday feeding nor any such difficulty as we experience in disposing of the stable refuse. We certainly could not do without motor trucks now and give the service (which is everything nowadays) that we are able to do, without the addition of three or four single horse wagons and this would mean a man to each—a large increase to our wage bill. There is only a little drawback to the trucks for our business and we refer to the length of the chassis. A considerable portion of our deliveries call for long lengths, 14 and 16 ft. and sometimes longer. These lengths mean that about half of the load is overhanging the back axle which is a bad feature, but apparently you cannot avoid it with the light truck.

W. A. Nichols, Carleton Place, Ont.—We do not use a motor truck. The snow is too deep down here in winter to run a truck, and as we require horses for bush work in winter and around our plant here, we go ahead and work them in the summer. If we could use trucks the year round we would have them, as we could get faster delivery.

J. J. Grant, New Glasgow, N. S., states that he does not use a motor truck and believes that so far as his own operations are concerned, team haul answers his purposes more economically and satisfactorily.

Depends on Town and Yard Location.

James M. McBride & Son, St. Catharines, Ont.—Regarding truck vs. team haul, we believe it all depends on the size of the city or town, the location of the yard also the length of the haul. We do not use a truck as we are situated in about the centre of the city and two hundred yards from the railway siding and find that most of our deliveries are short hauls. In unloading from the cars and delivering we use one horse and two wagons and can handle more material that way than we could with a truck, as most of the time is taken up in the loading and unloading.

We could not do without the team haul, as a large amount of our deliveries are on new streets that are just being opened up and, during wet weather and in the spring and fall, it would be impossible to deliver by truck. We also have a number of deliveries where we have to haul over new ground to get the material as close to the buildings as possible and into many places that we could not get to with a truck.

This year we have had more longer trips than usual and believe that, under good road conditions, a light truck would save a lot of time in taking care of the long hauls, also the small orders which take as much time to deliver by team a full load.

R. W. Nicholson, Strathroy, Ont.—We do not use a motor truck. The reason being it would be necessary for us to keep horses as well for delivering, as we could not deliver with a truck in the winter time. We think that in the city where they have good roads the motor truck would be an advantage.

Further expressions of opinion in the discussion and consideration of this timely and important subject will appear in the next issue of the "Canada Lumberman."

Interesting Woods Activities by Ontario Firm

How the Pearce Company, Marmora, Carry on Their Busy Operations in the Bush —Methods Employed in Taking Out Hardwood in Hastings County

By T. J. F. Sharpe and J. L. Alexander

The operations carried on by the Pearce Co., Ltd., Marmora, Ont., are wholly the production of lumber at their saw-mill, situated in Marmora. None of the limits held in Hastings County by the company was secured directly from the Government. This area in Lake Township was originally held by three companies, viz.: The Gilmour Lumber Co., The Rathbun Lumber Co. and the Marmora Cooperage Co. The Gilmour and Rathbun Companies logged through the area, culling out the white pine only, as is indicated by the present stands. This was about forty years ago. The Pearce Co. took over the limits from these companies and are now taking out hemlock, pine and hardwoods. The hemlock being the most valuable commercial species; the pine mostly large, isolated trees, which were apparently considered inaccessible at the first cutting.

In Lake Township there are approximately 23,000 acres of burned over land, mostly in the north-west corner, north of Tangamong Lake. This area is now stocked with poplar and birch, from 15-30 years, and an occasional pine sapling or pole, not in sufficient numbers to re-seed the area by any means, although in some few places it occurs in groves.

Judging from an area in the southern part of the township the fires were severe enough to destroy the soil and now it is estimated from 30 to 40 per cent. of the burned-over area is bare rock.

Originally the lumber companies had to provide two rangers during the fire season, but at the present time this is arranged by the Government and the company pays for protection at the rate of $6.40 per sq. mile per annum (one cent per acre per annum). In addition they pay $5.00 per sq. mile per annum ground rent.

Contracts are made in a small way with farmers in the neighborhood. At the time the operation was visited two gangs were working, three men crews felling and bucking a certain amount, and then skidding the same. The contracts only call for felling bucking and skidding, the contractor providing men, equipment and provisions. The company cuts all trails, haul roads, etc., and drives the stuff. The average d. b. h. runs about 16 in., and the total stand per acre from 3,000 to 4,000 F. B. M. The reproduction of hard maple seems to be fairly dense and the stand would be considered over mature.

The mixed swamp type, occupying from 150 to 200 acres of the area, or from 12 to 16 per cent., is composed largely of cedar poles.

Pine and hemlock logs in skidways of Pearce Co., Marmora, Ont.

There are, however, some cedar logs and some black ash. The minor species are black spruce, elm and an occasional white pine.

Conditions of the Timber.

The logs, on the whole, are fairly sound. The basswood and hemlock show butt rot in many cases. Basswood, however, is utilized here with an outside ring of wood 4 in. wide. In the case of the hemlock the rot necessitates sawing off from 3 ft. to 6 ft. from the butt of the tree.

As regards straightness, from looking over the skidways the logs run mostly to twelves. Usually they run three to a tree, but in rare cases five have ben obtained. The logs, on the average, run as follows: Pine, 88 F. B. M., basswood, 67; ash, 60; hemlock, 70; cedar, 32; elm, 162; spruce, 46.

The drainage of the whole of Lake Township is divided between Beaver Creek and Deer River, both of which flow into the Crow Rver, which, in turn, flows through Marmora. The major portion of the township is low and rolling, with no bad mountainous obstructions and easy approaches the lakes.

The camp is located on an old cadge road built 22 years ago. This, and the fact that all parts of the operations are within two miles of this point, were the important factors in the selection of the site. The camp is six miles from the main road from Marmora to Vansickle. About 150 feet from the buildings there is a small stream from which water is carried in pails for drinking, cooking and washing purposes, and at which the horses are watered. From this camp 1 200 acres are being logged, and this, according to the foreman, is the average area logged from one set up.

Decking with chains in the Pearce Co's. operations in Hastings County

The camp occupies one-half acre and comprises the following buildings: (1) bunk house; (2) cook house; (3) meat house; (4) stables, (5) office and van, (6) men's accommodation.

The camp is built to accommodate 50 men and the stable from 12 to 15 teams. The material used in construction is logs, mostly, with lumber floors and roofs. Tar paper is used on the roof and gable ends, and the walls are chinked with mud.

A warping crib or craft is used, 24 ft. x 24 ft., constructed of two tiers of cedar poles at right angles to each other, with a capstan in the centre. One hundred yards of 2 in. rope or warping line and tow are required. An anchor is attached to the raft. The crew consists of 2 horses and 12 men (this number varies). The crib is used when towing the logs through the lakes and there is, therefore, one in every lake.

The tote road leading to the camp is six miles in length, i.e., from the Vansickle-Marmora Road. The principle in laying is to follow the line of least resistance and it is extremely snake-like in appearance. There are several fairly steep grades and the limit of a team is about 1,200 lbs. The Pearce Co. have not made any improvements on the road. In reality it is an old Government road put in some 22 years ago.

The logging roads follow the ravines to the water. The slopes are very slight. Only one case was noted, where the grade is sufficient to demand sanding when hauling commences. These roads are 16 ft. wide and everything is cleared off down to the ground, i.e., stumps cut off and mounds levelled down. For this operation there are about 6 miles of main haul road and as much more in spurs, i.e., 12 miles in all. There have been fifteen men (this number varied

working on the roads from the middle of October to the middle of December, but no horses).

The problem of laying out the roads is quite simple. As stated, the area had previously been logged over for white pine, and as the area has not been burned since there still remain traces of the old haul roads. It might be added that these old road beds do not decrease the cost of construction now. In fact the old roads are responsible for a certain amount of windfall which now has to be removed.

How Hardwoods are Logged

In the connection with the logging of hardwoods the procedure is as follows:

The trees are felled in May and June. The bark is peeled from the S. W. surface of the tree, but bucking into logs is not done at this time. The idea is that, by felling in the spring, just as the leaves

Stop log dam erected by the Pearce Co., Marmora, Ont.

come out and leaving the tree as it falls, the leaves help to draw the water from the trunk. The trees are left like this until fall, when they are bucked and skidded. The principle of the whole thing is to decrease the weight of the log to facilitate floating, or, in other words, to make it possible to float these hardwoods. It is being done with maple and beech mostly. The three-man crew will cut 100 logs per day.

Animal skidding with horses is the only method used on this operation. A crew consists of five men, viz.: Teamster, swamper, rollers (2), top loader.

In many cases, when the timber is medium size and the grade allows it, only one horse is used in skidding, the logs, while the other horse is used for decking. Where this is not practicable the same team that skids also is used on the decking line. Whenever possible, however, the skidways are built on an incline and two men can then roll the logs up by hand.

The logs are snaked in over trails which have been roughly made by the swamper merely clearing out the brush, and the logs going over it do the rest.

The trails run up to 200 ft. in length. Various devices are used in decking by the employment of blocks. This largely does away with the necessity of making any trail or clearance. When horses are used for decking they may be at the back of the skidway and in this case no block is used. With one block on the top of the skidway and anchored to the skids, the horse or horses may be at the either side. By using two blocks, one as just mentioned and the other elevated about 12 ft. on a tree in front of the skidway, the skidding team can drag the logs up to the skidway, hitch on to the decking line and place the log.

There is no set number of logs to a skidway. The logs remain on the skids until hauled to the landing. The length of time varies: in this case the landing is on a lake, and the climate will be the influencing factor as to the length of time before hauling. Last year logs were felled and skidded up to Christmas, and hauling was commenced on the first of January.

The skidways are of two types: Flat skidways and high skidways. The high skidway is only used in handling. Several of these skidways were built at various places on the main haul road. This skidway is 5 ft. high and the idea is to bring the logs from near-by skidways, unload them on the high skidway and use them to top off the loads. By using this skidway the spurs from the main haul roads only are very roughly constructed.

The flat skidways to accommodate the logs in the bush, are built about 3 ft. high. Some are level, others on angle. The skids are from 4½ ft. to 5 ft. apart and vary in length. There are two front pieces, and for these small logs or, in many cases, the butt of a tree suffering from butt rot, will be sufficient. These are notched where the skids will lie, to keep them in place. About a foot back from the front and on the top of the skids is another notch into which a pole is fitted. This will keep the front log from rolling off. The material used in skidway construction is whatever is nearest to hand. Much of it should make good logs.

Floating the Logs Downstream

A stream, to be considered drivable, must have a medium current only. If the current is too strong the logs are damaged and if the water is not deep enough, there must, in addition, be good locations for dams.

The water through which the Pearce Co. drive their logs has been driven for the past 40 years and very little work is necessary in the way of clearing the streams. Most of the expense is in the maintenance of dams, and, when necessary, constructing new ones.

Dams are located where the greatest amount of water can be stored with the least expenditure in dam construction. As far as is known all the dams are at the outlets of the lakes. The drive last spring was a seven weeks' job, and the cost for the 25 mile run was about $6.00 per M.

On the area visited the cutting might be classified as "clear cutting." Owing to the proximity of the mill to the actual bush operation, the hardwoods can be driven, consequently everything that is merchantable is taken. The result of the system is a vast amount of debris left in the woods in the form of tops, etc.

At first sight this would appear to present a serious fire menace. However, on closer examination, the whole area is protected on both the East and West sides by natural waterways, and again, it is well protected from the fact that it is surrounded by areas that have already been burned over, and, as far as could be noticed, there is practically nothing on these areas to burn, so we might say that the area is safe so far as external influences are concerned. In view of the above, brush disposal should not be considered.

Damage from windfall is also not serious. The whole township is low, gently undulating country. The elevation at Marmora

Warping crib of the Pearce Co., Marmora, Ont.

is close to 600 ft. and Lake Township is somewhat higher, perhaps averaging from 750 ft. to 800' above sea level. There does not appear to be any part of the country subject to erosion.

The coming stand will be pure hardwood, composed chiefly of hard maple and beech. At the present time there is a fairly dense maple reproduction. No conifer reproduction, whatever, was noticed, except in the swamps, which occupy but a small part of the area.

This tract, situated as it is, viz., easily accessible; in close proximity to drivable streams; the short distance that logs have to be driven to the mill, and hardwoods will float satisfactorily for that distance; and lastly, the demand for those hardwoods, is in a favorable position, in that, unlike other parts of Canada, no effort need be made to make the area anything but a hardwood forest. Nature has provided a dense reproduction of hardwoods, so that the whole future of the area depends on the utilization of these hardwoods.

Unfortunately no authentic data could be secured as to cost of production per thousand of logs delivered to the mill. Felling, bucking, skidding and road construction were the only activities. However, it is understood the cost will not vary appreciably from 1918-1919 which averaged from $12.000 to $15.00 per M.

Urgent Need of Homes to Cure Social Unrest

Every Part of Canada Calling for More Houses—Why is not Greater Progress Made in Their Construction? Observations on Present Day Trend

In nearly every paper that one picks up, the cry is heard for more houses. It is pointed out in Toronto there are annually four times as many marriages as there are new homes, and that during the past year although there was an increase of over 13,000 in population, there were only about 1,500 to 1,800 new houses erected.

This affords an illuminating example of how pressing is the necessity for more dwellings. What is applicable to the larger centres is, in a measure, true concerning smaller places. One interest is blaming another for more work not going on in this or that district and thus the building famine continues. The bricklayer blames the lumberman and the lumberman passes the censure on to labor and labor tosses it to the avaricious landlord, and the landlord declares that he can see no way of securing a moderate return on his investment at present outlay. Thus the popular pastime of "passing the buck" proceeds. This shifting of responsibility, this evasion and dodging the issue goes on. Everybody is blaming everybody else. Some predict that if there was a fall in prices, there would be more activity, and another man declares that the lower prices are, the farther away building will be removed, as on a falling market no one will undertake any construction for fear that prices may go still lower. Then, others seek to place the onus on the railways, claiming that increased freight rates have added so much to the cost of materials that no serious-minded person will think of erecting houses for rent or as a speculation unless absolutely compelled to do so.

Solving the Mystic Maze Problem

Thus we have theories and speculations and economic reasons galore. It is a sort of mystic maze proposition and no daylight enters the inner recesses. Ostensibly it is a case of each interest going it blind or perhaps selfishly, and little that is practical has been accomplished. It would see mto be time that all the interests concerned were brought to a realization of affairs, present and prospective and got down to a hard rock, commonsense basis.

Every part of Canada is in desperate need of buildings, particularly houses, and what is the solution of the matter? It is difficult to analyze the complex issue. At least half a dozen theatres, each costing anywhere from $200,000 up to $1,500,000, have been constructed in Toronto during the past six months, and others are on the way. Still a few thousand dollars cannot, apparently, be expended for the erection of dwellings, the urgency of which is more pressing as each day passes and the approach of winter draws near.

It is expensive to buy houses and doubly expensive to lease. The average person is between Scylla and Charbydis so far as definite results are concerned. We have labor unrest and unprecedented demands for wages, frequent elevations in the price of houses and ascensions in rents that are almost staggering, and yet there is nothing settled so far as the building situation is concerned. All is at sea and unrest seems to grow more pronounced and deep-rooted.

Too Few Are Home Owners.

This brings up the whole question of why more people should not own their homes, or, rather, do not own their homes. Such an institution has long been spoken of as the basis of social comfort, the foundation of happiness and a centre of peace. Home-owning has been spoken of as a pillar in the national structure, and yet it is declared by leading authorities on the other side of the border that less than 60% of Americans own the roof over their heads. F. Roger Miller, general secretary of the Chamber of Commerce of Macon, Ga., recently spoke before the Rotary Club of Stockton, Cal., and said some startling things, over which the average reader may well ponder. Here are a few of them:—

To a mob, rioting horribly through the streets of a coast city, raucous, sweating, strident with threats, the mayor appealed:

"Go home, men!" he cried, trying to beat back the wave of humanity run amuck; "maintain law and order for the protection of your homes."

And the mob laughed.

"We have no homes!" they cried.

Out of every one hundred Americans, sixty are discontented. Three widely separated and independent authorities have set this figure as the ratio of unrest in the United States in amazing and sig nificant statements, simultaneously issued. None had consulted the other in arriving at this conclusion.

Says the military: Sixty per cent. of the American people may be classed as forces of disorder or forces of discontent. Lashed by unrest, nursing grievances vague and half understood or bitterly real, the forces of disorder, reinforced by the drifting forces of discontent, are whispering revolution and the overthrow of the Government.

Says a most eminent statistician: Sixty per cent. of our population may be classified as galley slaves rankling under the burden of drudgery borne without apparent reward of progress, resentful, sullen, almost hopeless.

Says the church: Sixty per cent of all America may be conservatively reckoned as lacking in religion and the qualities that make for higher citizenship.

To the thinker—and every man is becoming a thinker in these solemn times—there is startling coincidentalism in these figures:

What is the matter with the sixty per cent.?

Is there anything pertinent for the thinkers of America in the fact that sixty per cent. of the population of this country do not own their homes; that the ratio of our people who drift from shack to shack, from cheap cottage to dismal flat, without anchorage, without ties in the community or responsibility of property—is sixty per cent.? I think there is.

A Mere Generation of Drifters.

We are no longer a nation of home owners. We are become a generation of drifters, renters, floaters—sixty per cent. of us! Six out of every ten uprooted from the soil, having no claim upon the land, rattle about loosely, a prey to every wandering wind. And then we ask: What is the matter with the country? The old pilgrims were wiser than that. After those bitter winters in Plymouth colony, when the bleak Massachusetts hills were sown with frozen graves, when mutiny and discontent soured the hopeful hearts of the people, the old historian records that "in 1624 each family received a small allotment of land for its own. And after that there was plenty to eat in Plymouth." Plenty to eat and peace in Plymouth because each family owned its own home!

What of the women? The home-making instinct is probably the most persistent attribute of woman. Long after the mating passion has burned itself out and the maternal instinct has died—lingeringly, usually and with recurring pangs—the homing instinct stubbornly endures. Only a woman who dares not tack a picture upon the wall of a rented house, or dig a posey bed in a piece of ground that belongs to someone else, can understand the desolation of the homeless. There are women in the forces of disorder. Emma Goldman is a woman. There are millions of women in the dreary army of discontent.

The Government is depending upon the loyalty of the contented, prosperous, thrifty forty per cent.—upon the home owners of America. The initiative of the successful classes, the contented classes, must somehow bridge the chasm which separates them from the army of the drifting and discouraged. Give the homeless man an opportunity to acquire a home. No propaganda will be needed to arouse the desire in the hearts of the sixty per cent. The home instinct dies hard. It is as old as the earth, as old as discontent, as old as pain. Discouragement has drugged it. Despair has beaten it to the ground. The poison of harbored grievances has stupefied it; but let hope shine upon it for a little while and except for the occasional cases where actual degradation has occurred, you will have a little plant thrusting out eager tentacles—seeking friendly air and rains and the depths of the sane and homely earth in which to root.

When the Forests Give Out, What?

"There is no general expectation that by postponing new building for a few months, marked savings may be realized through future declines in prices," says the Guaranty Trust Co., as quoted by the New York Tribune. "Even should the long-desired definite recession in prices develop it is believed that for some time yet building costs will show at best but slight decline and many think there will be further advances in building costs generally.

"The raw materials for building are available in abundance, sufficient to support the most ambitious building programme and in the lumber industry it is estimated that there is an excess plant capacity of 50%. The supply of materials may therefore, in many cases, promptly be enlarged whenever demand calls for it. Other lines of business enterprises are affected by credit stringency, but most of them show no such marked decline in activity as does the building industry. It appears that the transportation tangle is the primary source of the decline in building operations."

Uniform Order Form May be Adopted

The secretary of the Ontario Retail Lumber Dealers' Association has sent to the various members of that body a copy of the official order blank of the State Retail Lumber Associations of New York, Michigan, Pennsylvania, Ohio and Indiana.

At the last annual meeting of the O. R. L. D. A., a resolution was carried to the effect that the Trade Relations Committee, along with the secretary, be empowered to draw up a blank order form that would be suitable for all members, and that legal authority be consulted with a view to having the form made as binding as possible. It was agreed that before any standard form should be adopted, that the opinions of the members should be obtained, and if favorable, the ordering of these forms in large quantities would be gone on with.

Secretary Boultbee has received a number of favorable replies, and the accompanying order form, (which is published again in order

Official order blank of the State Retail Lumber Associations of New York, Michigan, Pennsylvania, Ohio, and Indiana

SQUARE DEAL LUMBER CO.

YOUR TOWN, NEW YORK

DATE

OUR ORDER NO.

YOUR ORDER NO.

To

SALESMAN

AGREED DATE OF SHIPMENT OR DELIVERY

SHIP TO

VIA

PRICES F.O.B. AT

SEND INVOICE WITH BILL OF LADING ATTACHED TO

QUANTITY (SPECIFY DEFINITELY)	PLEASE FURNISH AND DELIVER THE FOLLOWING. UNLESS OTHERWISE SPECIFIED, A CARLOAD OF LUMBER PRODUCTS SHALL CONSIST OF NOT LESS THAN 50,000 POUNDS.	PRICES

Substitutions will not be accepted.

TERMS. Freight, net cash, settlement for balance to be made in 10 days from delivery at 2 per cent discount for cash, or 90 day note or trade acceptance each from date of invoice.

REMARKS:

Government tax and any advance in freight rates to be paid by purchaser, any reduction in present freight rates to be credited to purchaser
All flooring, ceiling, siding, and partition to be bundled
All material not up to grades and specifications, whether in part or whole car loads, will be unloaded and held at shipper's expense and disposition

This is a written confirmation of our verbal agreement with your representative on above list.

ACCEPTED:

FOR

BY

DATE

SQUARE DEAL LUMBER CO.

BY

ORIGINAL COPY TO SELLER, DUPLICATE COPY RETAINED BY BUYER, TRIPLICATE COPY TO ASSOCIATION SECRETARY

that its various features may be studied), has received hearty approval on all sides. The order form is used a great deal by the retailers of the five states named. It is very simple and covers conditions in those states as comprehensively as possible.

Two or three important points are worth noting, and one is that a carload of lumber, unless otherwise specified, shall consist of not less than 50,000 lbs. The terms are reproduced here in a little larger type in order that they may be carefully studied. They are: "Substitutions will not be accepted. Terms, freight, net cash; settlement for balance to be made in ten days from delivery at 2 per cent. discount for cash, or ninety day note or trade acceptance each from date of invoice. Remarks: Government tax and any advance in freight rates to be credited to purchaser. All flooring, ceiling and siding and partition to be bundled. All material not up to grades and specifications, whether in part or carloads, will be unloaded and held at shipper's expense and distribution."

Supplies of British Columbia Interesting East

Eastern capital is watching with keen interest the development of the pulp and paper resources of British Columbia, declared Mr. Wendell B. Farris, Vancouver, on his return from a visit to the big cities of the Atlantic seaboard on a combined business and pleasure trip.

Mr. Farris says that it is anticipated in American centres that the high prices for pulp and paper will continue for some time to come. British Columbia is regarded as the last big source of supply of pulpwood.

Superintendent for Forests Department

As announced recently in the "Canada Lumberman," reorganization is being planned in the Department of Lands and Forests of the Ontario Government. The Deputy Minister, Albert Grigg, will be relieved of some of his heavy duties by the appointment of a Superintendent of Woods and Forests. E. J. Zavitz, who is at present head of the Forestry Branch, will be appointed to the new position at a salary of $4,500. He will bring the Forestry Branch under the new head and will be given an assistant, who has not yet been named. The Woods and Forests branch was formerly under a head clerk directly under the Deputy Minister. Other minor changes are contemplated to fit into these arrangements.

New Pulp Company for Labrador

Major Daniel Owen; of Annapolis, N.S., who accompanied the planes and flying boat which about a year ago visited Labrador, interviewed in Montreal, stated that 15,000 aerial photographs of the country had been taken and elaborate estimates of over 2,500 square miles of the country made. The expedition wound that behind the 20 miles of coast line there lay one of the most generously forested regions in Canada. In consequence of this exploration, Major Owen said that a new company has been organized, the Southern Labrador Pulp and Paper Company, in which United States capital has been interested with the idea of installing a pulp mill, with four sawmill units of 50,000 feet per day capacity, which will begin operations in the district next year. James Munroe, president of the Canadian Cordage Company, and director of the Imperial Tobacco Company of Newfoundland, is a member of the new company.

Ontario Leads in House Building

The end of the year will have seen abont 2,200 houses erected in Ontario under the Ontario Housing Act, 1919. During last year 1,184 houses were erected and 1,000 have been erected or are in course of erection in 1920. The total costs of these houses and the land on which they were built is approximately $8,800,000. The persons who have received loans have contributed toward the cost of the houses over one million dollars. About two-thirds of the houses have been erected on lots already owned by the persons building. Ontario leads the Dominion in the matter of municipally and provincially assisted housing.

Complaints Against Penalty Storage Charge

A recent despatch from Washington says that the American National Lumber Association has filed with the Interstate Commerce Commission a complaint against the $10 penalty storage charge on lumber held for reconsignment beyond the 48 hour free period.

The complaint names John Barton Payne, director general of railroads, as agent, and the railroads generally, as respondents. It is the usual form of complaints filed before the commission attacking the reasonableness or lawfulness of rates, rules or practices of carriers.

The complaint asserts that the $10 penalty storage charge is unjust and unreasonable and in violation of Section 1 of the Act to Regulate Commerce and Section 10 of the Federal Control Act.

The charge, which is in addition to the regular demurrage rates, is declared to be an unjust discrimination against lumber and forest products taking lumber rates. The fact that hay, grain, cotton, fruits, vegetables, coal, pig lead, spelter etc., "are reconsigned in transit and that the service rendered in connection with the holding of such shipments for reconsignment is identical with the service rendered in connection with the holding of lumber for reconsignment," is stressed.

This discrimination results "in the assessment and collection of greater compensation from reconsignors of lumber and other forest products moving at lumber rates than from reconsignors of other commodities for a like and contemporaneous service under substantially similar circumstances and conditions, in violation of Section 2 of the Act to Regulate Commerce;" and in "the giving to all other commodities and the reconsignors and reconsignees thereof an undue and unreasonable preference and advantage and subjecting lumber and other forest products moving at lumber rates and the reconsignors and consignees thereof to undue and unreasonable prejudice and disadvantage, in violation of Section 3 of the Act to Regulate Commerce."

Expansion of Great Woodworking Industry

How Progressive Ottawa Organization has Come to the Front Through Many Vicissitudes—Varied Activities in Welfare and Comfort of Employees

From a little "two-by-four" factory, making 10 doors per day by hand, to the largest and most up-to-date of its kind in Canada, with a capacity of a door per minute; with an export trade embracing Great Britain, South Africa, and other parts of the world; with large timber limits and sawmills of its own; owning and controlling a village; owning and conducting a school; with a varied business enterprise embracing the manufacture of refrigerators, portable houses and garages, boxes and box-shooks and window shutters, and being the owner of some 60 houses, two apartment houses and a factory, which it leases—

Such, in brief, has been the history of the firm of James Davidson's Sons, Ottawa, which has done a little more than its bit in placing Ottawa on the map.

Started in a humble way back in 1874 by the late Robert Thackray, who was the stepfather of the late James Davidson, this well known Ottawa firm has had a history of steady advance and enterprise.

An interesting feature of the history of this firm is that, though it has had steady enlargements calling for increased demands for capital, and though it has passed through four phases of family ownership, it has always been, and is today, a privately owned business. It has never been a joint stock company, and not a person outside of the members of the family have had a dollar in the concern. In 1918, when Mr. Keith Davidson became of age and the estate of the late James Davidson turned the business over to the two sons, Grant and Keith, the brothers elected to continue the business as it had been.

Another interesting feature is that the business under the ownership of the sons is not only continuing its prosperity, but has been steadily increasing it.

Quick Recovery Was Made

A third interesting feature about the Davidson story is that the firm in its time has had three disastrous fires, which almost put it out of business; twice the Ottawa mill was burned, and once the mill up the Coulonge was destroyed. But such has been the spirit that made the business what it is, that after each fire the firm went ahead in a bigger way than before. After each fire the mill became larger and more modern and the output greater.

It was back in 1874 that Robert Thackray opened a little sawmill and sash and door factory. That mill, old-timers will remember, was located at the upper end of Bell Street, south of the Grand Trunk tracks. It was there the late James Davidson, father of Grant and Keith, the present owners of the business, got his early hard knocks and learned the business in a practical way. It wasn't much of a business—a few men, a couple of saws and some belting, etc.; but it had the germs of success.

And so it came about that five years later, in 1879, Mr. Thackray moved down to the centre of the city, where the growing business could be seen. He got right into the middle of things by getting a site on Sparks Street, between Bank and Kent, just west of the Dominion Theatre, which building, by the way, James Davidson later built and owned for a number of years, together with the Cecil Hotel.

Whether Mr. Thackray came to Sparks street because he had a prophetic eye as to property values, the fact is that the land which Mr. Thackray bought in 1879 for a few hundreds of dollars was sold by the estate in 1913 for $125,000.

Anyway, on this site Mr. Thackray erected a fine brick mill. At that time the mill property ran from Parker's Dye Works, on the west, almost to Bank street, and extended through from Sparks street to Queen street, and included the side of the present Journal building.

The new mill was a comparatively small affair, the property being mostly yards. A few years later it was destroyed by fire. The larger and better mill quickly took its place.

In 1893 Mr. Thackray retired and the business was taken over by Mr. Wm. Thackray and Mr. James Davidson, the half brothers, under the firm name of Davidson and Thackray. Under this new firm the business went on progressing until 1903 when one night the whole of the fine mill went up in flames.

The First Big Effort Made

The following year Davidson and Thackray rebuilt in a still larger way on the present site on Wellington street, at the corner of Rochester, purchasing land which extended from Wellington street, along Rochester, and a good part of the way over Preston street. This site, it might be interesting to note in these dry times, was originally the site of the old Rochester Brewery, which older Ottawa people will remember was one of the big Ottawa enterprises of the early seventies. The owner, the late John Rochester, was a former mayor and well known philanthropist. It is also worthy of note in this connection that the new owner of the site subsequently became a controller and a very prominent figure in Ottawa public life.

In 1905 the Davidson business entered a new phase. Mr. William Thackray retired and Mr. James Davidson took the business onto his own shoulders under the name of James Davidson. From 1905 to 1911 the business continued in this way growing rapidly and branching out into new enterprises till Mr. Davidson's untimely death in 1911.

Then, from 1911 to 1918, the estate managed the business, as Keith, the youngest son, was only 14 years of age at the time of his father's death.

Into Present Hands

One bright morning in 1918 the trustees officially handed the whole business over to the two boys, and since then they have been conducting it with marked success. But Mr. Grant Davidson, the senior partner, had had plenty of solid practical training, having

Grant P. Davidson, Ottawa

Manufacturing Plant of James Davidson's Sons, Ottawa, Ont.

Keith Davidson, Ottawa

been for years before both in the office and the factory and had made himself practically acquainted with the operations on the limits.

And it is no small business which has fallen to the sons. As an indication of the extent of the business, it may be said that in the sash and door branch the complete output of the factory has been for several years contracted for a full year ahead.

The present factory is one of the most complete of its kind to be found everywhere. It is equipped with the most up-to-date labor-saving machinery, and is so laid out that the office commands a view of the whole factory, which runs at angles parallel with Wellington and Rochester streets. One wing of the factory manufacturers the sashes and doors, boxes and shooks, etc., while the other looks after the making of refrigerators, portable houses and other lines which the company handles, including movable houses.

Movable Houses to the Front

The refrigerator "The North Star," which the firm makes, is, by the way the idea of an Ottawa man, a Mr. Ouelette, and it is made under his patent. These refrigerators, like the doors, go far and wide from Ottawa and help to keep the capital's spot on the map freshly inked. The portable house branch of the business has also developed greatly. The firm makes houses from the size of little one-room shacks, suitable for fishing expeditions, up to 5 and 6 room buildings of the summer cottage variety, complete with partitions, stovepipe holes, verandahs and all the other paraphernalia, and which can be fastened securely together at a few hours' notice. These movable houses are made in bungalow and other designs. A real nice portable bungalow can be bought as low as a thousand dollars, while fishing shacks and garages can be had for very modest sums. The movable house idea has taken wonderfully. The firm ships these houses as far as British Columbia.

The first important extension of the Davidson enterprises came in the year 1876. Previous to this year the firm had bought all the lumber it manufactured. In 1876 Mr. Thackray decided to be self-sustaining. He purchased a small pine limit on the Quyon River, 16 miles back of Quyon. This limit held about 30 square miles of pine. It was operated till about 1900, when it got played out and was put in the discard.

Then, in 1909, Davidson and Thackray further branched out by purchasing three adjoining limits back of the village of Coulonge. Included in this purchase was part of the old Hurdman limit which included a lot of fine hardwood, which the firm needed in its refrigerator and other developing business. The purchase also gave them over 107 square miles of fine white pine and spruce.

The purchase included one of the Booth limits and a nice limit bought from the Promleys of Pembroke. The Bromley limit was the first purchased, in 1898; the Hurdman, in 1899, was the second, and the Booth, in 1900, the last.

Shortly after this the firm built a sawmill at the mouth of the Coulonge River, at its junction with the Ottawa. At this point was born the village of Davidson, which today is firmly established as part of the Ottawa Valley topography.

Five years later fire again hit the Davidson enterprise, wiping out the Coulonge mill. But the very next morning Mr. James Davidson was on his way to Coulonge to lay plans for a new mill, which, like the second Sparks street mill, was to be bigger and better than its predecessor. And so it became. The mill at Davidson today has a capacity of 100,000 feet per day. Seventy-five per cent. of the lumber sawn is white pine. The mill now employs an average of 180 men, and the village is a thriving little place, with stores and all the equipment of a live village, including a post office, church, hotel, etc.

School For Firm's Operatives

But one of the most interesting features of the village, which, like the town of Pullman, and the creations of other large business concerns, is Davidson owned, is the school which the firm operates. It owns the building and pays the teacher and educates the children free. On Sundays the school building is used for church purposes.

"We do this," said Mr. Grant Davidson, "not entirely from philanthropy, but because it is also good business. Having educational facilities, keeps the parents contented and permits to employ married men with families who, generally speaking, are the best employees." In his office here, Mr. Davidson has a fine set of photographs of the school and children which he took himself, being an enthusiastic amatetur photographer. He has also, by the way, a complete set of views of the various operations of the firm throughout the limits, all personally snapped.

In the limits the Davidson firm keeps two camps going, each camp employing about 100 men. This year the firm expects to take out about ten million feet of white pine, spruce, etc.

During the war the Davidson factory did its bit, working night and day. In the five years Canada was at war the Davidson mill turned out the enormous number of three million shell boxes. In order to handle this work the firm purchased a large quantity of special machinery.

It should be mentioned also as no small feature of the Davidson history that the firm is a large house owning concern. Since about 1900 the firm has built and now leases over 60 good class houses and two large apartment houses. Mr. Davidson's genius for business shows itself in this effort. The building of the houses kept the mill busy and at the same time helped a local brick company in which he had an interest. As the city grew these properties enhanced greatly in value till today the buildings and land are worth over double their original cost.

A story of this enterprise which has helped so materially to keep the name of Ottawa before the world would not be complete without some personal reference to the later activities made the business, and to his sons, who, under the title James Davidson's Sons, are so capably extending the work their father began.

The late Controller Davidson was in his time one of the strong men of the city. He was in civic life for many years and was always identified with every movement calculated to advance the city. His

James Davidson's Sons Mill at Davidson, Quebec

methods were direct. For years he was chairman of the Civic Board of Works. In civic work he never let technicalities stand in the way.

Mr. Grant Davidson is the senior partner in the firm; is a bright, shrewd young man of keen business ability. That his abilities are recognized is shown by the fact that he is president of the Ottawa Lumber Credit Bureau, a director of the Ontario Retail Lumber Dealers' Association, a director of the Mortimer Company, of Ottawa, a director of the Canadian Theatres, Limited, which control the Dominion Theatre, Ottawa, and a chain of other Canadian theatres. Mr. Dvidson is also one of the live wires of the Kiwanis Club and a great "booster" for the city. He is a keen follower of athletics. He is vice-president of the reorganized Pastime Baseball Club. He has not as yet developed any political ambitions, though he has been repeatedly urged to become an aldermanic candidate for Dalhousie Ward. He is personally popular.

Did His "Bit" in the War

Mr. Keith, his younger brother, is also showing marked business ability. During the war he did his bit, having gone overseas with the Royal Air Force and having served in France. It is a matter of interest that Mr. Davidson received his flying training from the late Vernon Castle, the well known dancer who achieved a reputation as a flying man which was almost as great as his reputation as a dancer.

Before enlisting Mr. Davidson secured a military training at the Royal Military College, Kingston. Like his late father he is fond of clean sport. He is a well known member of the Cliffside Ski Club. Mr. Davidson played football with the R. M. C. team while at Kingston, and while at Ashbury College played on both the hockey and football teams. He plays a good game of tennis and is a member of the Rideau Tennis Club.

Mr. Keith Davidson is very well known to the Ottawa public. In his very young days, he was much before the Ottawa public as an elocutionist and was in great demand.

In closing another Davidson should be mentioned. This is Mr. Robert Davidson, who is a brother of the late Controller Davidson. Mr. Robert Davidson has charge of the firm's operations at Davidson village and limits. Mr. Davidson was formerly an alderman here, having represented Dalhousie Ward for a number of years.

The village of Davidson and the Coulonge limits are both on the line of the Canadian Pacific Railway.

Developing Vast Resources of the Pacific Coast

How Representative Timberman Has Presented its Unrivalled Possessions in Manner That Has Resulted in Bringing Capital for Industries

C. S. Battle, Vancouver, B. C.

C. S. Battle, head of the C. S. Battle Timber Co., Vancouver, B. C., is one of the aggressive lumbermen on the Pacific Coast, who has had an interesting career which stands out uniquely in some respects.

He has resided about eighteen years in the West and says that he has a much better opinion today of Vancouver, British Columbia and Canada than he ever had.

Mr. Battle's people were originally French, who went to England for refuge and lived in the Old Country for two and a half centuries. The name formerly Batille was anglicized to Battle. Later on his branch of the family moved to America, settling in the Virginias and Carolinas. Mr. Battle's father was a native of North Carolina and his people were mostly English. The mother was a native of Alabama and her people were Scotch-Irish. Mr. Battle is a product of Louisiana and was born in a turbulent time when the war was raging between the North and the South. His father, Colonel Battle, who was one of the largest planters and manufacturers in the South, was completely ruined by the war; his home, factories and other properties were burned and the country was devastated by the Yankees, or, as some would term it, Northern troops. Under carpet-bag and negro rule, the family property was practically confiscated and Mr. Battle, Sr., then a man in his fifties, was compelled to flee for his life to the then unknown country of Texas and labor for an existence and support his family under very trying conditions.

The subject of this sketch was compelled to go to work at twelve years of age owing to his father's long illness and death. At nineteen years he went into business for himself. This business grew until later on he moved from McKinney, Texas, to Sherman, Texas, buying an interest in a large wholesale concern. He was successful, but the territory was limited and he sold out and organized a company in Fort Worth, Texas, a large railroad centre, and ran a successful business for a number of years when his health failed and he had to move to the Pacific Coast. He lived in Los Angeles for a short period and visited every town from San Diego to Vancouver, and was not satisfied until he saw Vancouver.

Mr. Battle started in the timber business, buying and selling, and then organized the Vancouver Lumber Co. and conducted it successfully for a year. He then sold it to some southern friends in Texas.

They ran the old mill for a few years and then built a much larger one, and Mr. Battle purchased for them over one billion feet of standing timber, which, needless to say, has made them a snug amount of money. In selling his mill he retained the timber and has been buying, selling and handling timber on a commission basis ever since. He bought a small mill in Howe Sound but sold it after having run same for something over a year. Mr. Battle has been interested in logging camps, not to the extent of personally operating, but for the two-fold purpose of helping the other fellow and gaining information regarding the cost of logging, etc.

He has been working on a constructive policy ever since he reached Canada, and among the first large transactions in timber he sold the Shevlin-Clark Company, of Minneapolis, about 60,000 acres of standing timber which they sold later on at a handsome profit. Through the Shevlin-Clark people the Brooks-Scanlon Co. came to B. C. to look around also, and that was the basis of the big Powell River Pulp & Paper Co. Mr. Battle has secured millions of capital for sawmills and shingle mills and for logging purposes. He sold the White Bros. Lumber Company a number of years ago a tract of three billion feet of timber located on Vancouver Island and later on bought for them an additional two billion feet, making five billion feet in all, which tract is considered the best large one on the Pacific Coast, averaging over 60,000 feet per acre on 82,000 acres. In this company are associated such men as Cyrus McCormack of the International Harvester Company; Alexander Legge, president International Harvester Company; H. B. Utley, vice-president and purchasing agent International Harvester Co.; Mr. Lufkin, principal owner Kimball Piano Co.; W. O. King of W. O. King Hardwood Co.; Mr. Letts, of the American Western Wholeesale Grocery Co., all of Chicago, and the White Brothers of Boyne City, Michigan.

About two years ago they organized a subsidiary company known as the Beaver Cove Lumber & Pulp Company and have already spent about two million dollars laying the foundations, building a sawmill, shingle mill, and the first forty ton unit of a pulp mill. Mr. Battle is a shareholder and one of the directors in the Beaver Cove Lumber & Pulp Company.

Mr. Battle owned and carried during the war period about 2-000,000 feet of standing timber. He refrained from engaging in business locally for the reason that he wanted to conserve his time and energy for the purpose of bringing in capital to develop the vast natural resources of British Columbia. His heart is in this work and he is in the hope of being even more successful in the future than in the past.

Mr. Battle's hobbies are golf and motoring. He recently took part in one of the largest and best golf tournaments ever held in the North American continent, from the standpoint of numbers, talent and management. This tribute was paid to the tournament by the entire Pacific Coast press. Mr. Battle has also been elected president for next year of the Pacific North West Golf Association, which includes all the golf clubs in a part of California and all Oregon, Washington, Idaho, Montana andBritish Columbia. A prominent member of the Masonic Order, and a Mystic Shriner, he also belongs to the Vancouver Club, the Tennis Club and other organizations as well as the Vancouver Golf and Country Club and the Shaughnessy Heights Golf Club. Mr. Battle was born on September 1st, 1863. He does a little fishing occasionally—that is, when he can spare the time from his active business and the pursuit of golf.

New Fire Alarm Publications

The Northern Electric Company has just issued two new fire alarm bulletins. One of these describes fire alarm systems for municipalities; the other fire alarm systems for industrial plants, schools, hospitals, hotels and public buildings. The intricate and important problems connected with fire protection are treated in detail with descriptions and illustrations of the various systems and equipment used. The books also contain some very vital statistics on fire losses and an outline of the history of fire alarm development. They are excellently printed on first-class stock and cover designs are in appropriate scarlet; appearance and contents combining to make a most impressive exposition of an impressive subject. Sample copies of both publications were distributed to the Fire Chiefs at the International Fire Chiefs' Convention recently held at Toronto, and met with very favorable comment.

Paper Company Buys Canadian Limit

The Matane Lumber and Development Company, owned by O'Brien and Doheny, has sold all its assets, real and personal, to the Hammermill Paper Company of Erie, Pennsylvania.

The deal, which involves a price of several millions of dollars, was completed last week in Montreal.

The timber lands acquired with the mill site, river improvements, etc., lie on the rivers Matane and Cap Chat, on the south shore of the St. Lawrence, comprising an area of 133,000 acres.

Dollar Interests Have Three Mills

The Canadian Robert Dollar Company's lumber mills on the Pacific Coast are now cutting 450,000 feet of lumber daily. They have three plants, one at Bandon, Oregon; one at Dollarton, Vancouver, and one at Portland, Oregon. The latter has been recently purchased. The deal was put through six months ago and the Dollar interest placed the mill in operation six weeks ago. The property was purchased from L. W. David of Portland, and was known as the Monarch Lumber Mills. It is understood the price was in excess of a million dollars.

Personal Paragraphs of Interest

A. N. Dudley, of Toronto, is on a hunting trip to Sheppard Siding, Algoma.

A. W. Barnhill has joined the selling force of the E. C. Plant Lumber Co., wholesale dealers, Montreal.

Frank H. Stearns, of F. H. Stearns & Co., Montreal, has been on a short business visit to Halifax and St. John.

A. E. Clarke, of Edward Clark & Sons, Toronto, has returned from an extended business trip to Boston, Vermont and the New England States.

Wm. H. Crowe, manager of the Federal Lumber Co., Vancouver, B.C., was in Toronto recently on his way to Scotland, where he will spend a few weeks.

W. L. Bird, who has been manager of the Kaministiquia Power Co. since its establishment in Fort William, has been appointed manager of the Fort William Paper Co.

J. M. Donovan, Toronto, has returned from a successful fishing trip up north. The party had remarkable good luck, capturing a large number of pickerel and three 'lunge.

Mr. Kelly of Kelly & Dunlay, retail lumber dealers, Campbellford, Ont., has bought out the interests of his partner, who has retired. The business will be continued by Mr. Kelly.

John MacFarlane, for many years identified with the paper industry in Canada, and for a long period president of the Canada Paper Co., passed away recently at his home in Westmount, Que.

W. Mason, of the Mason-Kimball Lumber Co., Montreal, wholesale lumber dealers, has returned from a trip to the Pacific Coast where he made some business connections, on behalf of the firm for handling B. C. forest products.

James H. Lane, of Montague L. Meyer, Limited, London, England, is on a business visit to Canada. He will go as far as Vancouver. Mr. Meyer was formerly timber buyer for the British Government, and has business interests in this country.

A. R. Thompson, late of Belleville, Ont., who for many years has held the position of chief tie and timber inspector for the Grand Trunk Railway, has removed with his wife and family to Toronto and taken up his residence at 349 Rusholme Road.

W. L. Creighton, Canadian National Railways advertising agent, Toronto, has received a new and responsible position in the railway service. He will go to London, England, as European advertising agent of the Canadian National Railway and Steamship Lines, and will sail in the near future.

Wm. F. Miller, on the staff of the inspectors of the National Hardwood Lumber Association, was recently transferred from Grand Rapids, Mich., to Toronto, Ont., to assist John E. Banks, chief inspector for the Toronto district. Frank Fravelle, assistant to Mr. Banks for some time, recently resigned.

The death occurred recently in Quebec of Mrs. Kernan, wife of Robert P. Kernan, general woods manager of the Donnacona Pulp & Paper Co. Mrs. Kernan was married four years ago at the summer residence of Judge Beardsley, Mrs. Kernan's father, at Long Island, N.Y., and was prominent in social and charitable circles in Quebec city.

W. R. Youmans, of Toronto, who represents Hunt, Washington & Smith, Nashville, Tenn., reports that his company recently launched a new sawmill at Blakley, Ga., with a cutting capacity of 75,000 feet a day. The principal product cut will be short and long leaf southern pine. The new mill has the latest dressing equipment, drying kilns and other installations.

Peter B. Burton, Toronto, recently passed away at Dundas, Ont. For many years he was a traveller with John Bertram & Sons of Dundas, and later acted as a representative for the A. R. Williams Machinery Co. of Toronto. For the past few years he was manager of the Galt warehouse of the Canada Machinery Corporation. He leaves a widow, one son and one daughter.

Herbert Gagne passed away recently at his home in New Mills, N.B., at the age of 67 years. He had been in failing health for some time. He was a well-known lumberman, having been employed for a long period with McNair Bros., and with the Prescott Lumber Co. at New Mills. Mr. Gagne, who was particularly well known as a walking boss and dam builder, is survived by a wife and seven children.

Robert Bury, president of Robert Bury & Co., Liverpool, England, and Mrs. Bury, are spending a few weeks in Canada. Mr. Bury is visiting a number of the important lumber centres of Ontario and New York State, looking into sources of supply for the coming year. He recently returned to Toronto from spending several days across the border, accompanied by F. M. Thompson, manager of Robert Bury & Co. (Canada). Mr. Bury's many friends are pleased to meet him, as it is four or five years since his last visit to the Dominion.

C. G. Anderson of the C. G. Anderson Lumber Co., Toronto, accompanied by his wife and son, returned recently from a two months' trip throughout the prairie provinces, British Columbia, Washington and Yellowstone Park. This was the first extended holiday that Mr. Anderson has taken in a number of years and was purely a pleasure jaunt in which many points of interest were visited and several side trips taken en route. Mr. Anderson speaks in the highest terms of the beauty of the country and particularly the city of Victoria from a residential standpoint. He is looking remarkably well after his highly-enjoyable vacation.

T. N. Phillips of Timms, Phillips & Co., Vancouver, is spending a few months in Toronto looking after the local offices of the firm at 18 Toronto Street. He reports that lumber business in the west is quiet and believes that trade will revive as soon as the harvest is gathered in and conditions readjusted after the recent raise in freight rates. Mr. Phillips is directing at present the firm's business in the east which was until lately supervised by C. J. Brooks, who has gone with Rose, McLaurin, Limited, Toronto, as their Ontario representative. "Tom" Phillips is a former champion hockey player and took part several years ago in many a hard-fought contest in the old Mutual Street rink, Toronto.

Speaking of the arrival of Tom Phillips in Toronto, a Hamilton paper says that he was probably the greatest hockey player the game has ever produced and that his business is likely to keep him down this way the entire winter. His wife was a former Hamilton girl and, while Mr. Phillips says he does not wish to mix up in the hockey game at all again, Hamilton advices are to the effect that it would not be surprising if some of the provincial or amateur clubs made an effort to get him to act as their coach for the season.

W. A. Ransom, president of the Gayoso Lumber Co., Memphis, Tenn., whose family have been spending the summer at Port Colborne, Ont., spent a few days in Toronto recently with W. R. Youmans, 933 Queen Street West, Canadian representative of the firm. The Gayoso Lumber Co. are large producers of quarter sawn red gum, plain and quartered oak, poplar, chestnut, etc. Mr. Ransom reports that in the south stocks among the consumers are generally low but that more inquiries have been coming in lately than for some months past, and many are looking for a stiffening in prices by the 1st of November. The Gayoso Lumber Co. also does a large business in various parts of eastern Canada through Mr. Youmans, who has been calling upon the trade for the past eight years.

W. W. Carter, president of the Fesserton Timber Co., Toronto, and Mrs. Carter, returned home lately from a ten weeks' visit throughout western Canada. The trip was taken by easy stages and visits paid to a number of leading towns and cities on the prairies. The Fesserton Timber Co. has opened up a western office at 810 Dominion Block, Vancouver, which is in charge of George W. Abraham. Mr. Carter visited a number of the coast and mountain mills and said the general opinion is that lumber values are bound to ascend owing to the higher freight rates. Stocks with the majority of B. C. concerns are not large, and, while trade is quiet at the present time, an improvement is looked for in the near future. Mr. Carter met a large number of former residents of Ontario, who are now located in the west, and they are all doing remarkably well. He also took in Seattle, Portland and other cities, and was highly delighted with his outing.

New Position for Mr. Allan

Duncan M. Allan, who has been appointed Ontario representative for the Canadian Puget Sound Lumber & Timber Co., whose mills are at Victoria, B. C., and offices at Stratford, Ont., has already made a large number of friends in the retail lumber ranks in the province. His first association with the industry in a business way started in 1919 when he worked for the Connor Lumber & Land Co., of Laona, Wis., in various capacities in the woods and mills. In December last he was offered the position of shipping clerk for the Canadian Puget Sound Lumber & Timber Co. in Victoria, and remained with them until tthe end of July. He found employment in various capacities in the sheds, yard and office, all with the ultimate object of representing the company in Ontario.

Mr. Allan is an old Stratford boy and is returning to his home town. He is the only representative of the company east of Winnipeg but so far has restricted operations to western Ontario.

We understand that there are some hundred thousand standards of Canadian timber bought by the British Government still overlying in Canada awaiting shopment. This wood is deteriorating in condition, and it is a matter of great surprise that the Government have not taken steps to bring the timber over during the present shipping season.—Timber Trades Journal, London, Eng.

Conserving Natural Possessions of Canada

What Commission of Conservation Has Done in Eliminating Crude and Wasteful Methods—Careful and Scientific Utilization of Our Resources

Canada's natural resources have been referred to so often and so emphatically as "vast inexhaustible" that the phrase has come to be accepted as a literal description of the country's wealth in land and water, says J. F. MacKay, of Toronto.

The very prodigality of Canada's possessions, however, has led to such wanton waste, notably in forest and fisheries, that these sources of a once boundless wealth are now seriously threatened with exhaustion.

This is a truth hard to accept in view of the glowing statistics and golden prophecies on which the present generation has been reared. The public in its mental attitude towards national wealth is not unlike the lady who received notice that her bank deposit was exhausted.

"That cannot be," she exclaimed, presenting her cheque-book; "see, I have lots of checks left yet!"

Twelve years ago when the Commission of Conservation was established as a permanent government department it was received with opposition in some quarters and with indifference in most. The Commission was to serve as a public intelligence bureau with respect to the natural resources of Canada. Although it has no administrative functions, it stands for careful and scientific utilization of those resources.

Broadly speaking, the Commission was to investigate the manner in which Canada's great possessions were exploited; to ascertain if wasteful methods are being employed; to enquire into natural causes of loss, such as forest fires; to discover by what means undeveloped resources, such as coal and other minerals, could be turned to good national account. By the natural sequence of ideas, to that function was very soon added the duty of conserving the nation's greatest asset, its man power.

It was not long before the investigations of the Commission revealed that in many directions Canada was living on its vast but by no means inexhaustible capital, and with all the native faith of the lady in her bank. unsigned checks. It was demonstrated that crude and wasteful methods were in vogue; that many of those engaged in exploiting the abundant resources of the country were totally lacking in the scientific education that was necessary in order to make the best use of that which was placed in their hands. More or less capable amateurs were doing work that should have been in the charge of trained scientific men. Forthwith the Commission started its propaganda to teach the elementary truth that technical problems should be in the hands of technically trained experts.

A Non-partisan Commission.

Through its committees the Commission of Conservation, of which Sir Clifford Sifton is chairman, has a personnel that is representative of the entire Dominion. Its committees on fisheries, game, fur-bearing animals, forests, lands, minerals, waters and water powers, and public health, cover every conceivable phase of the public interest and welfare. The Commission is strictly non-partisan, and party politics are unknown at its annual conventions.

In view of the fact that not so very long ago for every tree cut down in Canada, three were destroyed by fire, the work of the Commission in lessening the menace of forest fires alone would justify its appointment. In this respect the Commission has achieved a work which it is almost impossible to believe has been accomplished in little more than six years.

The need for scientific education has been insisted upon in season and out. Particularly of the fishing industry has this been true. The unpleasant fact that Canadian herrings were worth considerably less than half the value of the Scotch variety led to an enquiry that revealed the Canadian fisherman as inexpert. The remedy was obvious and has been applied with gratifying success. The threatened extinction of the salmon of the Fraser River district has engaged the attention of the Commission, and suggestions have been made which, if the government at Washington concurs, will establish the salmon industry in perpetuity. Some of the Western lakes which were considered depleted a few years ago have been restocked from government hatcheries with a greater supply than ever. These hatcheries were established at the urgent instigation of the Commission.

Similarly steps have been taken to preserve the game and fur-bearing animals from extinction. Ruthless destruction of the big-horn sheep, deer, moose, elk and caribou of the Rockies and elsewhere has been stopped, and where there are no settlers with prior claims to the land, reserves for these creatures of the wild have been established.

The coal situation has been thoroughly examined and when the Commission recommendations for utilizing the vast deposits of coal in the Dominion are acted upon on an adequate scale, Canada will take a foremost place among the coal-producing nations of the world and her dependence upon the United States for fuel will be a thing of the past.

Our Wealth in "White Coal."

The exploitation of Canada's "white coal," or water power, has also engaged the close attention of the Commission. Our illimitable wealth in this direction is but feebly realized by the average citizen, but it is safe to say that once this great reserve of energy is utilized the motive power and heating problems will be solved for all time. Meantime the Commission of Conservation, by constantly referring to the subject in pamphlets and reports of the most thoroughly practical nature, is rendering a very great and valuable service.

No part of the commission's undertaking has surpassed in value its work in the direction of rural planning and development.

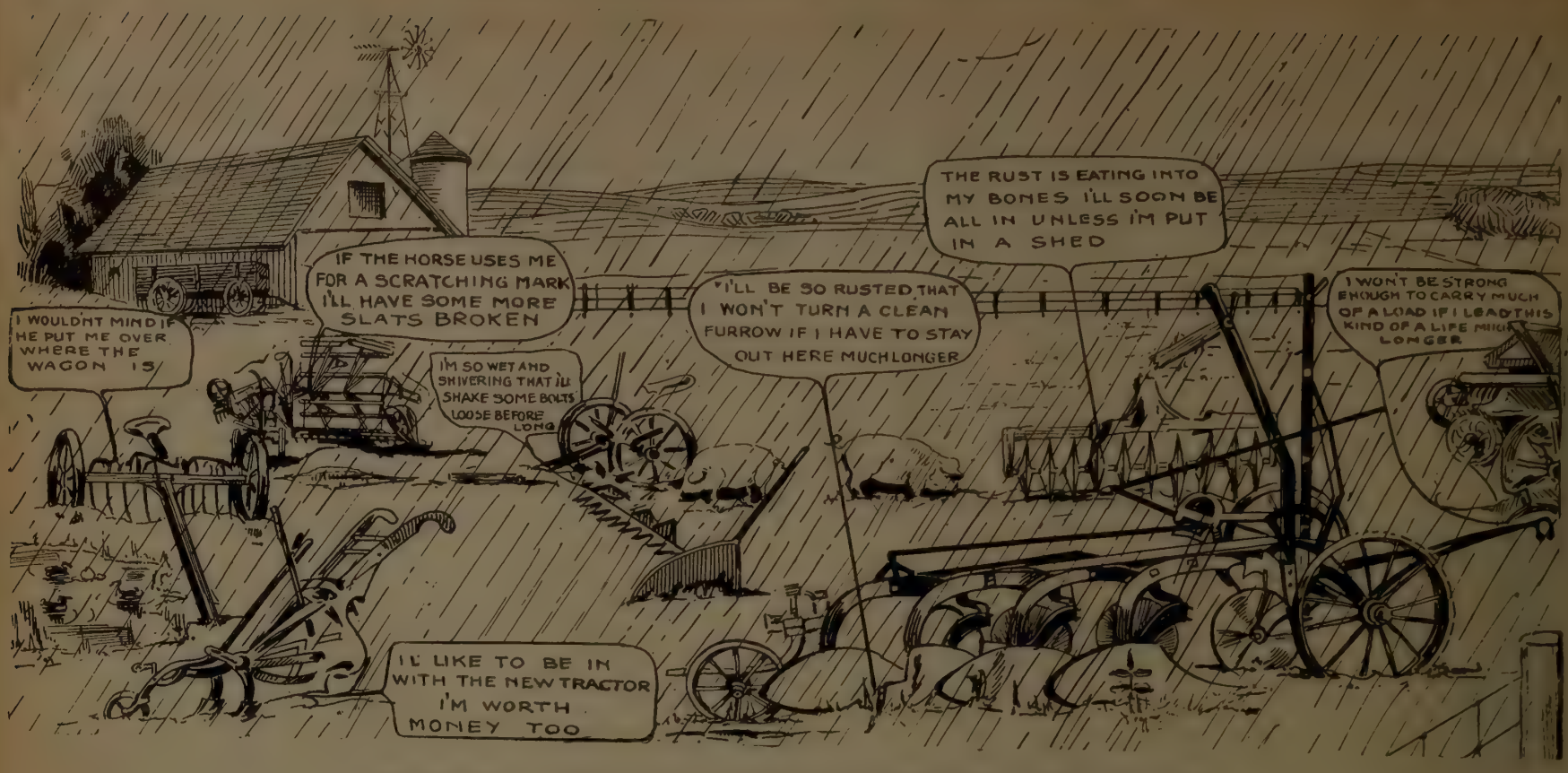
Although a comparatively young and undeveloped country, Canada has its slums and its drab, dreary country districts. To remove this reproach is the task of the Commission's Town Planning Department. Environment, public health and welfare go hand-in-hand. Long ago Goldsmith spoke of a land where "wealth accumulates and man decays." No waste is so deplorable as waste of human life, and no other loss is so hard to make good. A wealthy land may be effete but no country with a virile manhood can be poor. How its ciltizens live, and where they live, is as vital to a country as where its natural resources are located and how they can be utilized. There are such things as preventable death and preventable disease.

The work of the Commission of Conservation in town planning and land development has been warmly supported in every province, and its advice and help have been uniformly welcomed and to a large extent utilized. This is all the more gratifying because the commission has no executive power and acts in an advisory capacity only. Because it stands consistently for careful and scientific utilization of all natural resources it is accomplishing very great and satisfactory reforms.

I cannot conclude without a word of tribute to the staff of experts who, at very moderate salaries, have been responsible for the success of the various departments. It is a pleasure also to refer to the devotion of several fellow-members of the original commission with whom I have been associated throughout. Senator W. C. Edwards, Dr. J. W. Robertson, Dr. Howard Murray, Mr. W. B. Snowball, New Brunswick; and others have shown a widely informed interest that has never flagged. If the work of the commission is subject to any criticism it is that it has been done too quickly, and in giving this birdseye view of its activities it is fitting that mention be made of those who during twelve busy years have given ungrudgingly of their time and talents in this signal piece of service.

When the Forests Give Out, What?

"One of the most interesting things to come to my knowledge is the seeming lack of interest on the part of the people of the United States to save our forests," said Charles Lathrop Pack, president of the American Forestry Association. "Our new growth of timber is not more than one-third of the amount being used or destroyed every year. There is an end to all things," continued Mr. Pack, "and the timbermen, lumbermen and wood-using industries must get together with the foresters on a national forest policy of some kind. We all know about locking the stable door after the horse is stolen, and we can all stand around and wonder what to do when the well runs dry, but what are we going to do when the forests give out? Place your finger on something into which the use of wood in the making does not enter. Rather hard for you to do it, I will say. The newspaper owner knows about the mounting cost of print paper and the cost of the barrel in which you find your flour has gone away up. You cannot eat the paper or the barrel, but they figure big in the high cost of living you hear so much about. We must have a natural forest policy in this country, and that soon."


I WOULDNT MIND IF HE PUT ME OVER WHERE THE WAGON IS
IF THE HORSE USES ME FOR A SCRATCHING MARK I'LL HAVE SOME MORE SLATS BROKEN
I'M SO WET AND SHIVERING THAT I'LL SHAKE SOME BOLTS LOOSE BEFORE LONG
I'LL BE SO RUSTED THAT I WON'T TURN A CLEAN FURROW IF I HAVE TO STAY OUT HERE MUCH LONGER
THE RUST IS EATING INTO MY BONES I'LL SOON BE ALL IN UNLESS I'M PUT IN A SHED
I WON'T BE STRONG ENOUGH TO CARRY MUCH OF A LOAD IF I LEAD THIS KIND OF A LIFE MUCH LONGER
I'L LIKE TO BE IN WITH THE NEW TRACTOR I'M WORTH MONEY TOO

If Iron, Steel and Wood Could Talk During the Cold, Rainy and Stormy Seasons

Proper Protection of Farm Machinery

The fall rains will soon be here and it is time that the farmer had all his equipment under shelter. The barnyard, the open field, or even the shade of a tree are not places for storing the binder, the mower, the cultivator, the disc harrow or the sulky plough. The total expenditure of this equipment represents much money and the damage done by the elements during the fall and winter season is incalculable. Rust and decay get in their work, nuts become loosened, gears get out of play, and the whole wood and steel frame of each machine probably suffers more damage through being left out in several weeks of rain and snow, hail and sleet than it would sustain through the operation of two or three years.

The ordinary farmer will take mighty good care to see that his automobile is properly housed, that his tractor is under cover, that his stock is well stabled; but when it comes to expending a few hundred dollars for the erection of a first-class implement or storage shed, he calls a halt. Anything will do for the farm machinery. The work it is called upon to do is of a strong, hard nature and, therefore, the equipment itself should be able to withstand any attacks made upon it by the elements.

It is well known that valuable machines soon rust when left outside, and it has been declared time and time again that implements will last twice as long if protected with a suitable shed. The accompanying cartoon shows what would possibly be said by the different pieces of machinery if steel, iron and wood could talk.

So much has been said upon the subject of farmers having suitable accommodation for their farm implements that little new information can be presented. We learn more and retain more through the sense of sight than by any other faculty, and that is the reason the cartoon arouses so much interest and keen appreciation today. The picture on this page tells very forcibly why a retail lumber dealer should get in touch with their rural customers and more especially those who have not suitable implement sheds, and urge upon these residents to spend a few dollars in such structures in the interest of economy, thrift and self-protection.

An Aerial Survey of Labrador

Some details of the aerial survey of southern Labrador, made by an expeditionary party about a year ago, were given yesterday by Major Daniel Owen, who was a member of the expedition and who was recently in Montreal. The steamer which was commissioned for the expedition was equipped with airplanes and a hydroplane, and manned by men experienced in land survey and timber lore, aerial photography and other requirements of the work in hand.

In reviewing some of the work of the party Major Owen stated that they took 15,000 photographs, and elaborated estimates, based on checks and measurements made on the earth, over 2,500 square miles of territory around the basins of the Alexis, Gilbert and St. Mary's rivers. They found that the rugged and barren coast line was but a fringe of some twenty miles in extent, and that beyond it there lay one of the most generously forested countries in Canada.

Sufficient faith had been previously given, Major Owen observed, to lead to a project, backed by European capital, and countenanced by the Royal Bank of Scotland, to suggest practical development of the timber areas within these regions. The scheme, however, was overtaken by the financial discouragement of the war and went into abandonment.

Following the evidence brought forth by the aerial survey—the first of its kind ever undertaken—a new company has been organized, known as the Southern Labrador Pulp & Paper Co., in which American capital has been enlisted, with the idea of installing a 400-ton pulp mill, with four saw mill units of 50,000 feet per day capacity, to exploit this great Labrador timber preserve, and bring its productivity into the markets of the world. Major Owen says that there is assurance in the statement that operations will be begun there next year. The scheme provides for the location of the pulp mill on the Alexis river, with power developed from the falls of the Gilbert river, which also flows through the territory. Mr. James Munroe, president of the Canadian Cordage Co., and director of the Imperial Tobacco Co. of Newfoundland, is a member of the new company, which has been promoted by W. F. O'Connor, formerly chairman of the Board of Commerce.

Major Owen, in speaking of the Labrador timber area involved in this project, said that the old superstition of barren lands had been dissipated by the aerial expedition, which he accompanied. Once beyond the rocky belt of the shore line, the area is all virgin timber, without a barren spot. It is estimated that there is sufficient forest to keep the proposed pulp mill going in perpetuity. Ninety per cent. of the timber is spruce, which, owing to natural conditions, is harder and firmer than the spruce of more southerly latitudes, and yields more pulp to the ton. He says that every conceivable test has been applied to determine the quality of the timber, as well as its quality, and that American anaylists have pronounced the Labrador spruce equal to producing the finest pulp in the world.

Another point elucidated by the aerial expedition was as to the adaptability of the soil of Labrador to agricultural pursuits, the fact being more generally promulgated that the soil and climate of these comparatively unknown regions are capable of producing vegetables in variety and of yielding a very fruitful return for labor expended in cultivation. The Alexis, St. Mary's and Gilbert rivers, Major Owen says, are navigable for steamers for thirty-five miles from the coast

Clearing Hardwood Bush Near Galt

Quite a dent has been made in Cowan's bush close to the Canadian Pacific track on the Roseville road near Galt, Ont., a couple of acres of which have been devoured by the portable saw mills. Pine, oak and maple trees are being felled, all of which are being converted into building material for houses, shops and bridges. The material so far through the mill is of excellent quality.

Strong Desire of Canada to Trade with Empire

What British Trade Commissioner Has Accomplished in Industrial and Commercial Lines—Great Assistance to Canadian Manufacturers

The following are extracts from the reports on the trade of Canada and of Ontario by F. W. Field, Toronto, British Trade Commissioner in Ontario, just issued as a British Government Blue Book.

A review of the year which has elapsed since the signing of the Armistice, suggests that economic, industrial and commercial conditions are sound, and that given more stable political and social conditions throughout the world than those obtaining at the beginning of 1920, the Dominion should achieve a degree of development far surpassing that achieved hitherto. Canada has gained a larger sense of nationhood through the war, and this feeling will become more pronounced as the time passes and conceivably find expression in the economic sphere. Her achievements in finances, in production of every kind, as well as those of her Expeditionary Forces, have engendered feelings of the kind mentioned. In common with her Allies, she is confronted with grave problems, but is dealing with them with characteristic energy and hopefulness. With her vast resources she has reason to hope that in the difficult times ahead, she will create sufficient wealth to liquidate her heavy burden of debt and to play a more prominent part in world economy.

As a market for British manufactures Ontario presents an attractive field, more especially in the lines in which United Kingdom manufacturers have excelled for so long. The development of Canadian manufacturing, of which such a large proportion is carried on in Ontario, leads one to the conclusion that the greater part of British trade in this market will in future years be confined to the principal groups of manufactures which constituted the business here of United Kingdom firms before the war.

It is still a matter for the consideration of certain United Kingdom firms as to whether their agency arrangements for Ontario, and Canada generally, should be treated as part of their United States agency arrangements. At least one British firm with branch works in the United States has now established a branch in Ontario. The tendency of United States firms with trade connections in Canada is to establish separate units in Canada, either branch works, offices, or agents, to deal with their Canadian trade.

There is room for much more advertising by the majority of United Kingdom firms doing business in Canada. The local agent among others should be consulted as to the best methods of expending the advertising appropriation.

The past year was notable for the number of United States companies making inquiries in this area with regard to the proposed establishment of branch works.

The Industrial Commission of an Ontario city, in close proximity to the United States, was in correspondence as to this matter in November, 1919, with over a hundred United States firms. In many cases a decision was made to erect such works, and construction was commenced.

The character of these enterprises varies from small assembling plants to large factories employing several thousand hands. This action has been taken for the following reasons among others:—

(a) To handle the Canadian market at close range.

(b) To grow, as a Canadian industry, with the expanding market and increasing purchasing power.

(c) To enjoy, as a Canadian industry, the benefits of any special trade arrangements made for the units of the British Empire.

(d) To handle the export orders, received by the parent company in the United States, for shipment to the United Kingdom and other points in the Empire.

In addition, several United States concerns with small works in Ontario, have been seeking sites for the establishment of larger factories.

The inquiries of United Kingdom manufacturers as to the establishment of branch works in Ontario were more numerous in 1919 than ever before. Works were established for the production of elastic hosiery and abdominal belts, felts for paper-making machines, and silk labels.

Alterations and additions were commenced on large branch works of a Welsh tinplate mill, which acquired one of the national manufacturing works at Toronto of the Imperial Munitions Board.

Representatives of many United Kingdom manufacturers visited Ontario to investigate conditions for local factories. While several branch works of United Kingdom firms may be erected in 1920, the number of such plants will probably never equal that of United States firms with branches here.

There is a strong desire in Ontario and Canada generally to trade with the United Kingdom and other parts of the British Empire whenever Canadian industries cannot supply local wants. This was given practical shape in the requests to this office of Canadian manufacturers and traders for information as to sources under the British flag of raw materials and quotations on manufactured articles. United Kingdom firms have also made inquiries here with a view to transferring their buying from foreign countries to Canada. An English firm which erected branch works in Ontario instructed their contractors to buy materials and equipment, as far as possible, in Canada, and, in any event, not outside the British Empire. The enlargement of such a policy throughout the Empire will undoubtedly prove a vital factor in building up inter-Imperial trade.

As the work of the British Trade Commissioners in Canada proceeds, it is seen that the tendency to strengthen the relations within the British Empire is becoming more pronounced. Inquiries were received from United Kingdom firms, for example, with regard to the possible purchase in Ontario, of intermediates for dye making, ground mica and sheet mica. In at least one of these cases, part of the business was diverted from a foreign country to Canada. Correspondence has been carried on with United Kingdom firms desiring that the products required by them should be made by Canadian firms, and with Canadian firms desiring that the goods purchased in the United Kingdom should be made in United Kingdom works. Canadian firms have also expressed a wish to establish branch works in the United Kingdom, while British firms are considering the establishment of branches in Ontario. Inquiries have also been received wtih regard to trade between Canada and India, Australia, New Zealand, South Africa and the British West Indies.

The British Trade Commissioner at Toronto has been of assistance to Canadian importers and manufacturers in various ways. Lists of United Kingdom manufacturers, importers and exporters have been furnished locally, introductions to the department in London handed to business men proceeding overseas, inquiries of Ontario concerns for quotations of United Kingdom firms forwarded and information as to the establishment of Canadian branch works in the United Kingdom. Ontario firms have made use of the office as a general source of information as to British trade matters. A number of letters received from His Majesty's Consular officers in various parts of the world have been transmitted to local firms making inquiries abroad. Acknowledging the receipt of such a letter, a Toronto firm wrote: "The information supplied is of considerable assistance to us and it will avoid us incurring expenses in that territory which would eventually prove unprofitable."

Milling-in-Transit Privilege Wins Out

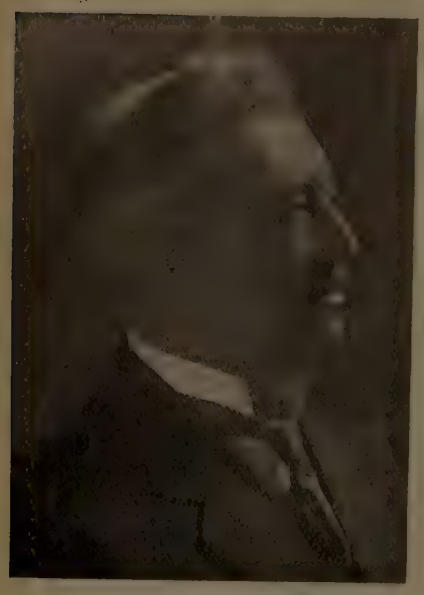
Chalk up another sweeping victory for the Southern Hardwood Traffic Association as well as for the lumber industry of Memphis and Louisville, Ky., says a recent despatch from Memphis, Tenn.

This organization is just in receipt of telegraphic information from Washington that Attorney-Examiner Barclay, of the Interstate Commerce Commission, has recommended to the latter body that Memphis and Louisville should be granted transit privileges on lumber and other forest products permitting them to be assorted, dried, dressed, manufactured and otherwise handled, and then reshipped, on the basis of the through rate, from point of origin to destination, with a small payment for the stop-over.

It is expected that more than $10,000,000 in new capital will be invested in mills, yards and woodworking plants at Memphis and Louisville as a result of this victory because it is regarded as practically certain that the commission will adopt the recommendations of Mr. Barclay, especially in view of the fact that, subsequent to the filing of the complaint, the Southern Railway and the Louisville & Nashville agreed to transit arrangements, the former at Memphis and the latter at Louisville, Ky.

J. H. Townshend, secretary-manager of the association, is elated over the news from Washington that told of victory after a hard fight dating back as far as 1909.

Resignation of an Aggressive Minister



Hon. (Dr.) E. A. Smith, Fredericton,

Hon. Dr. E. A. Smith, who for nearly three years past has been Minister of lands and Mines for the Province of New Brunswick, has resigned his portfolio. It has been rumored for several weeks that Dr. Smith was at variance with his colleagues in the matter of the location of a provincial game reserve and that he could not see eye to eye with the other members of the Cabinet with respect to the amount of stumpage dues to be collected on Crown lands.

Hon. Dr. Smith, durinng his incumbency of office, inaugurated many reforms in administration, and also put into effect a progressive forest policy. The timber relations of New Brunswick are regarded as among the best in Canada. A survey of the timber resources of the province is being conducted and many other advanced moves have been made in the line of conservation, fire protection, etc.

Dr. Smith is a native of Shediac, N. B., and was born in 1864. He graduated at Pennsylvania Dental College and has been a lumber and general merchant for some years. He was Mayor of Shediac in 1906-7 and first entered provincial public life in 1916 when he won a by-election against the Minister of Public Works. The following year he was again victorious in the general contest and in March, 1918, at the time the Foster ministry was formed, he was made Minister of Lands and Mines, which post he ably and successfully filled.

Declares that Selling is Teaching

Business is only a form of teaching. You teach workmen how to make the right product; that is manufacturing. You teach people to co-operate with you; that is organization. You teach people to desire your product; that is selling.

Many years ago, while at Biskra, Africa, I saw one Arab selling dates to another. The man who sold the dates advertised them by the five senses—hearing, seeing, feeling, smelling and tasting.

In this way he taught his customer to desire the product he was selling.

This experience with the two Arabs and the pile of dates on the desert showed me the importance of using the most effective method of teaching people.

We have to teach our employees, our agents and our customers. It is not possible for us to use all the methods used by the Arab merchant. In this business the use of the senses of taste, smell and touch is of no value in teaching.

It is very important to know the best way to teach. There is a great advantage in teaching by the eye. When you talk to a man, what you say usually goes in one ear and out the other. This is because it is hard to retain what you hear.

A man remembers what he sees. The nerve from the eye is 22 times as strong as the nerve from the ear to the brain. The eye sends its message to the brain 22 times as fast as does the ear. About 87 per cent. of our knowledge is received through our eyes.

To succeed in business it is necessary to make other men see things as you see them. This means you must see and believe them before you can tell another. I have been trying all my life to see for myself and then to get other people to see with me.

One of the many advantages of teaching through the eye is the exactness of the knowledge gained by the students. One of the first articles we purchased when the business was started was a blackboard. The men were often called together and given talks which were illustrated with diagrams and sketches.

One of the most effective plans used then was to draw a pair of scales and on one side show the cause and on the other side the effect of some action. It never failed to impress an audience. They quickly saw the point I was trying to make.

From this developed a system of cartoons or chalk talks. Paper pads were substituted for the blackboards. The drawings were homely, but they expressed the idea and made the contrast. The funny figures put the people in a good humor.

We also employed an artist to go around the shop with me and make sketches of things which were not being done right. These sketches were made into drawings. Then the men were called together and shown exactly what they were doing.

Later, a stereopticon was purchased and the drawings were projected on the screen. This made them even more effective than on paper. We also used photographs in this manner.

Mottoes were framed and hung in prominent places throughout the factory. These act as a constant reminder to our employees to try to improve.

Our people were also taught by bulletin boards, one of which was placed in every department in the factory. These bulletin boards have been used constantly since they were started many years ago. Playlets, pageants, and demonstrations have also helped to make our ideas clear to others. The use of these methods makes it easy for all to understand.

When moving pictures came, we began using them to teach people. We now have a big department, with many motion picture films, modern up-to-date machines, and more than 75,000 stereopticon slides.

We started a newspaper to teach our agents and salesmen. We want them to learn the many good things we learn here at the factory. We want them to have the necessary information and material to teach merchants about our product.

Booklets and pamphlets of many kinds have helped in this work. Wherever possible these publications are illustrated with photographs and drawings.—John H. Patterson, National Cash Register Co.

New Toronto Wholesale Lumber Firm

The R. Imrie Lumber Co. have been organized and opened offices in the Canada Permanent Building, 18 Toronto Street, Toronto. The members of the organization are Robert Imrie, Toronto, and Lieut.-Col. E. L. Thomson, D.S.O., late of the City Hall auditing department, and for several years a well-known accountant.

Mr. Imrie will have charge of the buying and selling, and Lieut.-Col. Thomson will look after the financial end. The company will specialize in spruce and jack pine and general Northern Ontario stocks. Mr. Imrie is a thoroughly practical lumberman and comes of a family long associated with the timber trade of Scotland. He has been in Canada fourteen years, hailing from the Galloway district in the south of Scotland. His first association with the industry in the Dominion was with A. McPherson & Co. at Longford Mills, for whom he was manager for several years. He next joined the firm of McPherson, Dudley & Imrie, who conducted an operation for some years at Dane on the T. & N. O. until the limit which they possessed was cut off. Since then Mr. Imrie has been associated with A. N. Dudley, wholesale lumberman, Toronto, handling all his purchasing operations.

Lieut.-Col. Thomson is a well known military man, who served overseas, his old regiment being the 9th Northumberland Fusiliers. He received his discharge only a few months ago and since then has been residing in Toronto. He is a brother-in-law of Mr. Imrie.

Conference on Lumber Camps Regulations

Dan McLachlan, of Arnprior, president of the Canadian Lumbermen's Association, and Frank Hawkins of Ottawa, secretary of that body, were in Toronto recently conferring with the Provincial Board of Health in regard to certain improvements which have been recommended by Dr. J. W. S. McCullough, Chief Officer of Health for Ontario, in respect to standard camps and improved sanitary conditions. The matter is now being taken up by the lumbermen and the Health Department with a view to coming to a satisfactory conclusion on several points and meeting as far as possible the suggestions of the health authorities.

The effort of the Provincial Board of Health is in the direction of having standardized camps as far as it is possible to do so.

Help Reported Scarce in North

J. J. McFadden of McFadden & Malloy, Spragge, Ont., was in Toronto recently on business, and reports that their mills at Blind River and Spragge are still operating and do not expect to close down until the end of October. Help is still very scarce, as far as the camps are concerned, and higher wages are being paid than ever, but men are still restless and far from being efficient.

McFadden & Malloy are operating seven camps this season, which is about the same number as last year. White pine is holding its own in value, other softwoods are somewhat weaker in price owing to competition from southern and British Columbia forest products.

The lumber cut of the Maritime Provinces has been estimated as to kind: spruce 50 per cent.; pine 20 per cent.; hemlock 20 per cent; hardwood 10 per cent.

National Retailers Favor Uniform Standards

For Sizes of Yard Lumber, Patterns of Wood Mouldings and Worked Lumber—Abuse of Transit Car Privilege Denounced—Proper Cost Accounting

At the fourth annual meeting of the National Retail Lumber Dealers' Association, which was held in St. Louis, Mo., there was a large and representative attendance and the various sessions were most profitable and interesting. The following officers were elected:

President—John E. Lloyd, Philadelphia, Pa.
First vice president—Harry G. Foote, Minneapolis, Minn.
Second vice president—W. S. Dickson, Kansas City, Mo.
Third vice president—A. H. Kemper, Toledo, Ohio.
Treasurer—John Claney, Chicago (re-elected).
Secretary—Charles E. Bowen, Detroit, Mich, (re-elected).

In the course of his address the retiring President, John J. Comerford, of Detroit, said in part:

It has been my hope—indeed my heart's desire—to see this organization so developed that the manufacturess of the nation would be glad of the opportunity to discuss their problems with us on occasions when they gathered in their meetings, and in like manner, representatives of this organization might speak to them on phases of distribution that have a common interest to the manufacturer and the merchant distributor. Can there be any question as to the propriety and value of such discussion between these two interests, to wit: Manufacturers and those who distribute 90 per cent. of the product? Can there be any doubt that such a course would develop a better understanding and a riper sympathy touching these economic handicaps that beset both branches of the industry? It is my firm conviction that some of the manufacturers who at times sell to our trade would not do so had they a better understanding of our problem. I am constrained to this belief because it is inconceivable to me that a manufacturer would consciously destroy the hand that feeds him.

Small Dealer Needs Association Most

I only wish I had the power to tell you of my conception of the power this association for good. We are launched in a great enterprise. The development of this organization is not the concern of any one man or group of men. It should be the lively concern of the entire industry. It is thought by many that this association of necessity must confine its activities to large city distribution. This is an error. True it is there are problems in the cities which differ from those of the smaller town. However, the four corners of the industry involve city, town, village and crossroads dealers, and are touched by certain common principles. Important as this organization may be in aiding the dealer with the large investment, it is in truth much more important to the man of small needs who has his very all interested in some remote community. It is the small dealer who has no opportunity to come in touch with these sources of information that can only be gathered nationally. Through the medium of an organization of this character, the small dealer can be rendered incalculable service, a service that will make him a better merchant, and thereby reflect resultant value to his whole community.

John Henry Kirby, unable to be present in person, sent a letter which was read to the meeting by Secretary Bowen. Summed up, modern business is service to the consumer at the least cost. Selfishness in business can not survive nor can propaganda started from entirely selfish motives ultimately succeed. The retailer is absolutely essential to modern business, to progress and growth. This cry for the elimination of the retailer arises from a selfish purpose not founded in the welfare of the whole country; the lumber retailer is an absolute necessity. The retail lumberman, together with the banker, form the keystone of community welfare and progress. The direct shipper, on the contrary, has no direct interest in community boosting or growth. Trade ethics, viewed from the manufacturers' standpoint, must never overlook the interests of the retailer.

Legislation Recommended to Aid Housing

Among the resolutions adopted were:

Whereas, the prevailing unrest is largely due to insufficient and improper housing accommodation, and

Whereas, all other reforms are of little avail unless the people are adequately and comfortably housed, and

Whereas, present resources are wholly inadequate to remedy existing conditions and capital finds more attractive investment in tax exempt securities, and

Whereas, federal state and municipal aid are necessary to permit the carrying out of projects to solve the housing problems: therefore be it

Resolved, that we recommend the following legislation:

(1) The elimination of State and Federal taxes on incomes derived from interest on improved real estate mortgages on residential property;

(2) The elimination of all taxation for a period of ten years on residential property erected during the years 1921 and 1922;

(3) The right of expropriation of private property, with reasonable compensation, when needed for housing extension or any civic betterment;

(4) Power to be vested in State housing commissions to create proper building codes, towns and city planning ordinances, right of expropriation, and to compel enforcement;

(5) The several States be empowered and authorized to issue bonds against mortgages on newly constructed residences owned by building and loan associations, co-operative building companies and limited dividend housing corporations, to the extent of 80 per cent. of said loans; said State bonds to be deposited with the United States treasurer to secure the issue of United States home bonds, at low interest rates;

(6) Said bonds to be lawful investments for all fiduciary and trust funds and security for public deposits: Federal Reserve banks to buy and sell under such restrictions as may be deemed advisable;

(7) That postal savings funds and all savings banks shall be required to invest a certain percentage of all deposits in said home bonds;

(8) That in order that said bonds shall be readily absorbed, all necessary circulation privileges shall attach thereto as will ensure low rates of interest to the ultimate borrower—the house owner.

(9) We believe that all municipal, State and Federal aid should be in priniciple as outlined herein, but that neither municipal, State nor Federal agencies should engage in construction of houses.

Urge Standardization of Lumber Sizes

Whereas, distributors and consumers of lumber in the United States are at a preventable commercial, economical and technical disadvantage, due to the variance in sizes of yard lumber and patterns of wood moldings and worked lumber now furnished by producers in the different regions of the country; therefore be it

Resolved, that the National Retail Lumber Dealers' Association urge upon those producers the desirability of and necessity for concerted action on their part which will result in the general adoption of uniform standards for sizes of yard lumber and patterns of wood moldings and worked lumber.

Oppose Abuse of Transit Car

Whereas, the economic evil involved in the abuse of the transit car privilege is well recognized not only by the manufacturer, wholesaler and retailer, and

Whereas, only those who seek an unfair advantage indulge in the abuse of this transportation privilege, and

Whereas, the prime need of the hour in America is more and ever more transportation facilities; therefore, be it

Resolved, that the National Retail Lumber Dealers' Association hereby goes on record as unutterably opposed to the abuse of the transit car and pledges itself to use all of its resources in demonstrating to the Interstate Commerce Commission that the present purpose of certain wholesale interests to abolish the $10 penalty is not in the interest of the public or the industry but would simply be reopening the opportunity for the abuse of transportation facilities.

The board of directors is hereby authorized and empowered to take whatever steps may be necessary adequately to present the facts to the Interstate Commerce Commission as to the wisdom and justice of the $10 penalty, and in this connection the board of directors is hereby authorized to intervene in the suit that is now pending, under the advice of legal counsel, wherein this penalty is drawn in question.

Approve Formation of Service Corporation

Whereas, the board of directors of this association has heretofore discussed several plans of organization and has approved the formation of a corporation for the purpose of selling service to the retail lumber industry; therefore be it

Resolved, that this association endorse the action of its board of

directors, and does hereby further empower and authorize the board of directors to execute and deliver such instruments of transfer and to do any and all things necessary and proper to form a service corporation; and the board of directors is further authorized and empowered to increase its own nuumber and make such changes or additions to the present articles of association as it may deem proper or advisable.

Be it resolved, that this association believes in the sanctity of contracts and their just and equitable fulfillment and acceptance without regard to market conditions.

Adopt Cost Accounting System

Whereas, accurate knowledge of the cost of doing business is absolutely essential in the intelligent operation of a retail lumber yard; therefore be it

Resolved, that the board of directors recommend to all members immediate adoption and use of a proper cost accounting system as near the plan heretofore approved by this association based on the Chicago and St. Louis plans.

Newsy Briefs from the Maritimes

With reference to the lumber situation in the Maritime Provinces a shipping agent, speaking to a correspondent of the "Canada Lumberman," said that the demand for laths and lumber in the United States is limited, and added that no improvement is looked for before spring. This will mean a small cut in the woods this winter.

The following article recently appeared in one of the leading New Brunswick papers: "Nothing should be taken for granted in connection with New Brunswick lands. If there is a reason even for suspicion that the surveys may not have been right the province should make sure that it is not a sufferer. Timber lands are too valuable an asset for there to be any doubt or uncertainty as to their ownership." In answer to this another paper comments: "While the allegations made by Mr. John Stewart, of Andover, are not taken very seriously it should be borne in mind that fifty years ago little value was placed on Crown lands by those in authority. This is shown by the fact that the Government granted to a private corporation ten thousand acres a mile as a subsidy for constructing a narrow gauge railway from Gibson to Edmundston. It was the biggest blunder ever committed by a government in the history of the province. A re-survey would probably show that the company got at least all that it was entitled to".

The case of C. H. Hayes, of Head of Millstream, King's County, N.B., against H. C. Heans and Carl Duffy, composing the Coal Creek Lumber Company of Chipman, Queen's County, N. B., before Chief Justice McKeown, in Hampton, N.B., was concluded recently. The plaintiff's claims was for $7,540, the balance alleged to be due for the price of logs sold by the plaintiff to the defendants in April, 1919. The defendants had paid $2,500 on account and tendered $2,100 in full settlement of the balance due, which amount the plaintiff refused to accept and brought action. The jury, after being out three hours, found a balance due the plaintiff of $6,608.95. On motion of the defendants' counsel His Honor deferred the entering of a verdict until the end of the session of the court.

The Board of Trade in St. John recently received notice from the Government that the British Board of Trade has withdrawn all concessions in connection with deck-loads of timber destined for the United Kingdom. This means that deck loads of lumber must be smaller during the stormy season and that the conecssions granted during the war have been cancelled.

The Pejepscot paper Company's mills at Great Salmon River, St. John County, cut during the season, now about closed, 3,000,000 feet of logs into pulp wood and 500,000 feet into lumber.

There is a report in circulation that the St. George Pulp Company may sell their property. It is said that they have received an offer from a large New York paper.

Lumber Exports from Canada Grow

While the trade in munitions, which helped to sustain Canada's prosperity during the war, has dwindled almost to the vanishing point, exports of products of the forest, lumber, woodpulp and newsprint paper have steadily increased in volume and value during the three years ended July 31st last. Exports of unmanufactured wood rose in value from $60,673,107 in the period ended July 31st, 1918, and $66,753,673 in 1919, to the enormous figure of $122,706,285 in 1920. Partly, no doubt, because of the great demand and high prices recently prevailing, the sum realized by Canadians engaged in this trade has thus increased more than 100 per cent. in three years. In the same manner exports of paper have grown. Of printing paper 12,806,152 hundredweight, valued at $36,414,147, were exported in the year ended July 31st, 1918. In the following like period newsprint exports rose to 13,143,385 hundredweight, valued at $43,053,000. In 1920 the quantity was 14,909,484 cwt. and the value $60,084,414. Other paper exported increased in value from $4,9298,552 in 1918 to $12,060,050 in 1920. Canada sold abroad woodpulp valued at $29,302,677 in 1918. She sold the same commodity abroad to the value of $57,919,248 in 1920. In the three-year period trade in woodpulp thus doubled.

Compared with the exports of woods and paper, the imports of like goods were small. They were valued at $23,541,492 in 1918 and at $37,434,773 of which $25,522,081 was for wood, in the period ended last July. It will be seen, therefore, that products of the Dominion's forests have contributed in a steadily increasing measure to the maintenance of a favorable trade balance during the past three years.

Twenty-Six Years in Lumber Line

Mr. B. C. Howard, of B. C. Howard & Co., manufacturers and dealers in pulpwood and lumber, Sherbrooke, P. Q., has been in the lumber business for 26 years,and has made a success of the job. He is first and last a lumberman.

The firm have a well equipped plant at English Lake, on the Quebec Central Railway, with a capacity of 10 million feet of spruce

B. C. Howard, Sherbrooke, Que.

per annum. They have very extensive limits, enough in fact to furnish lumber for the next forty years. These limits are in Canada and the United States, and are all freehold lands.

At the present the firm are getting their cut off other lands, reserving their own limits for future use.

May Abandon Big Lumber Mill

Merchants of Waubaushene, Ont., are authority for the statement that the Georgian Bay Lumber Co. will shut up shop and abandon its mill at the close of the present season's cut. It is the sole supporting industry of the Georgian Bay town, which now numbers about one thousand souls, but the news does not come as a surprise to the inhabitants as action toward this end had been contemplated for some time. The timber limits of the company are exhausted; in fact, part of this season's cut has been from the logs of other firms. There are no available limits to warrant further operation at Waubaushene. Already merchants and citizens are preparing to pull up stakes and indications are not wanting that the town will go to the way of many other mining centres with the trend of the industry ever northward. The Georgian Bay Lumber Co., of which W. J. Sheppard, the well known lumberman, is the head, employed upwards of four hundred hands for about five months of the year and has an exceptionally well equipped mill.

Will Carry On Pulpwood Operations

The Hawk Lake Lumber Co., Limited, with headquarters at Monteith, Ont., of which A. E. Wicks is president, has purchased the rossing mill and sawmill of the Monteith Pulp & Timber Co. at Monteith, on the Driftwood River in Northern Ontario.

The Hawk Lake Lumber Co., Limited, has obtained a charter and the name replaces the former one of the Driftwood Lumber Co., Limited. It is understood that the Hawk Lake Lumber Co. will carry on extensive pulpwood operations in and around Monteith.

A Better Understanding of Lumber Business

Aggressive Association Inaugurates Wide Advertising Campaign to Set Public Right Upon Fundamental Facts—Correcting False Impressions

*By C. M. Harrison

The dogmatism of success, which probably is as pronounced a variety as you will see anywhere, continually stands in the way of advertising achievement.

The Standard Oil Company for years was pelted with all kinds of criticism and abuse. But it believed it was a fairly decent company after all. Anyway it knew it was growing. Practically everybody was buying its oil. Why worry, therefore, over what people thought or said? Later it did care. It began to realize that lasting success could not be won alone upon nation-wide demand and financial power. Then it began advertising—to sell itself to the people as an institution.

The same experience with variation was undergone by the packers. Seldom has there been a great industry so maligned. Yet the packers grow in wealth and power. While accusing them of practically all the commercial crimes on the calendar and believing stories of human tragedies "back of the yards," people kept on buying meat and the multitude of packing house by-products. The packers have been hurt somewhat in their self-esteem by what was said about them, but inasmuch as they kept marching right ahead they felt that they could afford to leave well enough alone.

Later, this dogmatism of success on the part of the packers was broken down by the advertising sense. They concluded it was for the best interests of their business in the long run to make an advertising showing to convince the public that they were reputable business men doing a great thing for the producer and the country in general as well as for themselves and that they were not the black-hearted robbers and profiteers that they were pictured to be.

And now, wonder of wonders, comes the lumber industry also, with an institutional presentation to the public. The cool complacency of the lumber people under the attacks that have been made upon their business for the last ten or fifteen years has been one of the amazing things that business authorities have been forced to admit they could not comprehend. For the attacks on the lumber interests have not been the sporadic utterances and complaints of outraged consumers. Lumber has not been abused in the newspapers as was oil or meat. The average person knows little about lumber and cares less.

"But while there has been no popular outcry against us," said the head of a big lumber firm, "we have been fought by the vastly more dangerous enemy of skilfully organized and well-executed propaganda.

The Error to be Combatted.

Everybody has to eat. Nearly everybody uses oil in some form. Only the comparative few have occasion to buy much lumber. Yet in all the nation there is hardly an individual able to read who has not accumulated the idea in some mysterious way that lumber was almost done—that it soon would be extinct and only a memory.

The lumber people knew better. They kept on making money—plenty of it. They sold much lumber; fortunes were accumulated. What mattered it to them, therefore, that people should get these erroneous ideas just as long as they kept on buying?

The belief that timber was vanishing became so widespread that even the Government believed it.

We all remember how, during the war, a country-wide movement was inaugurated to induce people to trace every possible walnut tree. The Government, it was explained, was in dire need of walnut timber to make gun stocks. Boy Scout troops in every city were started out on a search for walnut trees.

A business man living on a country estate at Lake Forest, a suburb of Chicago, was very proud of a huge walnut tree—the only one on the place.

One day some Boy Scouts came and tagged it. It was listed as part of the walnut-timber assets of that part of the country.

"I really believe," this man told the writer, "if the war had lasted another six months somebody would have come and cut down that tree."

The facts are, according to the American Walnut Manufacturers' Association, that there are enormous quantities of walnut trees growing in many parts of this country.

There are enough of them, an official of the association said to Printers' Ink, to supply legitimate needs for scores of years to come.

"You and I and our great grand-children will be dead long before walnut is gone," he declared.

The Government's campaign made the walnut lumber interests wake up. They reasoned that if the idea about the scarcity of walnut were really as widespread as it seemed, people would quit buying walnut, thinking the price would be prohibitive. The obvious thing was to set the people right by a campaign of advertising. This is being carried on now.

Of course nobody contends that walnut lumber is as plentiful as it was. The idea of using it for fence posts and for rafters in barns has gone out of fashion. But for cabinet work, fine interior finish and similar purposes it is declared there is an ample supply for many years to come.

The people did not know this. It is safe to say they will be surprised when they read the association's advertising in national mediums.

A similar condition of apathy or apparent indifference is to be seen in other branches of the lumber industry. Various associations have taken little forays into advertising now and then. But now the thing seems to have started in earnest in a big national way.

The American Hardwood Manufacturers' Association has begun a campaign in national magazines, the purpose of which is to give the people of the country a better understanding of the lumber business as a whole which is declared to be "the nation's second largest basic industry."

The unuausl feature of this advertising is that it is not going to talk specifically of the varied species of hardwood lumber. Previous campaigns put out by lumber associations have been limited to individual boosting. This effort will be in behalf of all lumber. The benefit to the hardwood association will be indirect.

To Show Underlying Fundamentals.

The campaign which started in July will be carried on by means of a series of advertisements entitled "Glimpses into the Spirit of America's Second Greatest Industry."

Glimpse No. 1 was headed "Similarity of Ideals Is What Makes a Nation." In this it is declared that "next to food, shelter is the most important thing for mankind and for this purpose the various products of trees have been his chief reliance ever since the increasing population caused a shortage of caves. So the American lumber industry is and always has been practically second to agriculture as a facile, dependable and economical reliance for us all."

Glimpse No. 2 shows a picture of a solid bed of eastern hardwood logs which is said to extend for more than two miles and which "in due course will yield over twelve million board feet of the best furniture, trim and specialty woods in the country."

The advertisement reminds its readers that nowhere in the world does the science of lumbering equal American methods.

The third advertisement of the series will picture a track-laying gang repairing a lumber railroad through a flooded Southern hardwood forest. This is supposed to add emphasis to the thought that prevailing prices for lumber do not all represent a manufacturer's profit. It will have as its title "Labor with a Smile Is the Measure of the 'Boss.'" The idea is to supply a valuable commentary on general labor conditions as they are alleged to exist in the lumber industry.

The American Hardwood Manufacturers' Association, it will be remembered, was subjected to injunction proceedings some time ago on a charge of violating the anti-trust law. The court ordered in effect that the various members of the association have no business dealings with each other. This judge's opinion, though not literally his inhibition, extended even to straight-out co-operative advertising of its products. This may or may not have something to do with the decision to start the present series of institutional advertisements. Be this as it may, the association very plainly is doing the kind of advertising now that will put it before the people in a different light.

Advertising's Advantages Better Understood.

"The chances are," said a man connected with the association, "that if this kind of advertising had been done ten years ago the public feeling toward the lumbermen would have been such that the court action never would have taken place. This was based upon a misapprehension of the facts. Of course, we took too much for granted. Or possibly it might be said that some of us were not a-

*In Printers Ink.

much concerned as we might have been about what people thought.

"There is, you know, such a thing as a man taking refuge in his own personal knowledge that he is not the crook or the reprobate that he is said to be. He may know he is doing right and may have preserved his self-respect inviolate. He wraps the mantle of dignity about him and lets the people talk.

"This sort of thing won't work in business. However righteous it may be it is a relic of the old school of merchandising. The lumber industry has been slower than others in fighting its detractors and in letting the country know the exact truth about it. It isn't thoroughly awake yet. But I do believe this campaign of the American Hardwood Manufacturers' Association will open the way for some constructive advertising in which the whole lumber industry will take part by creating a powerful background of public knowledge and public favor behind the various legitimate selling campaigns of the various woods.

"Many of the erroneous ideas are based on propaganda spread either by uninformed sentimentalists who say they want to save the forests from exploitation for commercial purposes or by others for business reasons.

"For example, take the widespread idea that wooden buildings are fire traps. The average person does not know that there really is no such a thing as a fire-proof building. The materials used to make a building may be fire-proof but the building itself cannot be. We have known all along that the insurance companies' rates are in favor of mill-construction buildings, with wood beams and sprinklers. This in itself is sufficient answer. Why have we not advertised this fact? you ask. I suppose the best answer would be to say that the lumber industry has been in the past so automatically successful that it has not realized the insidious encroachments on its ultimate markets. Doubtless when we encounter our next sag we will broaden our conception of advertising. It would be wiser to do it first."

There was a move made four or five years ago to combat the idea that wooden buildings were necessarily highly inflammable, such as the man just quoted speaks about. The National Lumber Manufacturers' Association put out a booklet treating on wood construction and its relation to fire losses in Europe and America. It was called "A Surprise Book." Only comparatively few copies were circulated. It was not advertised, and its revelations went to waste. The war came on and stopped building. The campaign flivvered out for no apparent reason. The book is a convincing presentation —one that would do some good were it given adequate circulation.

Beginning of Institutional Advertising.

The lumbermen's association of Chicago also got out an illustrated booklet a while back as part of some propaganda against a proposed extension of the city's fire limits which would prohibit the construction of frame buildings.

But in general the lumber people have not made any organized efforts to set forth their ideas regarding the safety of frame buildings. Neither have they gone very far in support of their contention that there is yet enough standing timber in the country to supply lumber for many years.

The campaign just started by the American Hardwood Association represents the first real effort to present the lumberman's case in a national way. Close observers believe it is the forerunner of much advertising along this line.

"And when it does get fairly under way," a Chicago lumber man said to Printers' Ink, "some interesting and surprising things will be told to the people. You wouldn't believe, for instance. that there is yet a great plenty of fine pine in the forests of the Carolinas, would you? Well, there is. In the presumably 'denuded East' it will be used for many a year yet.

"People don't believe this and a great many other things they ought to know about lumber. Advertising will tell them."

While the lumber people are thus breaking into institutional advertising it is interesting to note also that they are continuing forward steps in the kind of advertising that can sell lumber directly, as evidenced by the remarkable work done by Cypress — which amounts to a historic citation in the whole field of advertising. Without the least desire to be critical, it must be admitted that while the advertising of species has been notably successful the industry as a whole has neither recognized nor used its greater opportunity. The dogmatism of success, spoken of in the beginning, naturally had a great deal to do with this. The same considerations that would cause the lumber interests to disregard attacks and propaganda would cause them to overlook the value of advertising their wares direct.

But when the light of advertising begins to break it dispels a lot of antiquated notions.

A sawmill has a short life as compared with other manufacturing plants. It may last five years or fifty, depending upon the extent of the available timber in the locality. When the mill finally is obliged to move it may have to begin the production of an entirely different kind of lumber.

Lumber manufacturers, recognizing this basic principle of their industry, are now beginning to see the value of establishing good will. If the lumber buyer can be sold thoroughly upon a certain trade-mark, or even company name, then the producer's good will is going to last, even though he moves to another location and produces another kind of lumber.

The capitulation of the lumber industry to the force of advertising really marks an epoch. Lumber held out for a long time, but now it seems to be preparing to go the whole route.

Spruce Bud Worm Plays Havoc

The spruce bud worm has entered the forests of Northern Ontario and threatens the standing balsam and spruce. They are really myriads of caterpillars who devour the foliage. To trace its pathway a Dominion seaplane with forestry officers and entomologists has arrived from Ottawa to make a study of the situation and at the same time make a survey of the province's forest resources. The aircraft, piloted by Col. Robert Lackie, made the trip from Ottawa in five hours' actual flying, averaging 65 miles an hour. It is hoped to be able to trace the budworm from the air and then advise the timber operators of the rate and direction of the spread, that they may salvage their timber in advance of the outbreak.

Varied Forests of the United States

About 30% of the forest area of the United States, which now totals 463,000,000 acres, excluding 100 to 150 million acres of low grade woodland and scrub, is estimated to be virgin timber. Forests publicly owned in the United States contain one-fifth of all timber standing in this country; forests privately owned contain four-fifths and the private timber is generally more valuable than the publicly-owned.

The publicly-owned forests are mainly in the West and consist of national forests, national parks, Indian reservations, military reservations, and state forests.

The trees of the country are rather sharply defined as to species in the various regions, this being the result, of course, of climatic and soil conditions. The northern forest is the home of the white pine and allied species, such as spruce, hemlock, cedar, balsam fir, besides several hardwoods. Yellow pines predominate in the southern forests, with hardwoods on the better soils and cypress in the swamps. In the central forests are mostly hardwoods, including oak, yellow poplar, elm, hickory, chestnut, red gum, ash and walnut. The Rocky Mountain forest is coniferous with western yellow pine as perhaps the most common tree. The Pacific coast forest is largely evergreen, chiefly Douglas fir, western yellow pine, redwood, western red cedar, other cedars, firs and spruces. Its trees are the largest and its stands the heaviest recorded by history or by geology.

A salesman is generally supposed to be a man who gets an order. Not so. A real salesman is a man who gets an order, profits himself and his employer, and leaves a permanent good opinion of his proposition in the mind of the buyer.

An aerial photograph of Toronto Island showing the wealth of detail that is possible with such surveying methods which will next season be used more extensively by Canadian lumber companies and limit holders (Bishop-Barker Aeroplanes, Photo)

No "Luxury" Building in England

W. Stuart Kay, of Wm. Kay, Limited, Bolton, Eng., was among the delegates to the Ninth Congress of the Chambers of Congress of the Empire, which met in Toronto recently, and took an active part in the proceedings. Mr. Kay called upon a number of representative lumbermen in the city and will visit several plants at various parts of Ontario and Quebec before his return home. He is much interested in the Canadian lumber situation, and his firm handle a good deal of white pine, particularly white pine squares (4" x 5" and 5" x 5") for which he placed a number of orders with a large Ontario concern. Mr. Kay was negotiating for a cheap plain door for use in connection with the housing proposition now being carried out in many cities in the Old Country. Wm. Kay, Ltd., who are well-known timber merchants and woodworkers and manufacture packing cases, boxes, etc., have contracts for supplying numerous houses with interior and exterior trim.

Labor unrest in England is causing business in many lines to remain at a standstill, according to Mr. Kay and constant agitation seems to be the watchward of many organizations. There is a dissatisfied attitude among the workers coupled with excessive demands, which have never before been exprienced. The housing problem is also an acute one and the government and various municipalities are doing their best to overcome the shortage. In Bolton, Lancashire, 5,000 houses are being erected under the government plan, and in some other cities as many as 20,000 dwellings are going up. No "luxury" building is permitted by the government, such as garages, ice cream saloons, billiard parlors or anything of that character. It is feared that the construction of these would take men away from other necessary and more important work. Home building must be taken care of first.

Structural costs are very high and the average workman's house, which could be put up for £250 before the war, now reaches £1000. Many firms are unable to obtain expert workmen for their plants because they have no means of affording them and their families shelter. There is little use in purchasing a domicile. If one is bought that is occupied by a tenant, who has paid rent at a reasonable rate, he cannot be legally dispossessed by the new landlord for two years if he continues to meet the rent. When an employer buys a residence in order to afford accommodation for his help, it does not mean its possession. If the lessee wishes to stay on, he can do so and be within his legal rights until March 1922. The only solution is putting up more houses and to this end the government is directing all influence and affording all assistance possible, said Mr. Kay.

B. C. Spruce Mills Start Building

Wattsburg, B. C., will soon witness great activity on the part of the B. C. Spruce Mills Limited, which company recently acquired the holdings of the Wattsburg Lumber Co. at that place, and some 10,000 acres of the finest spruce available in that vicinity. Ground has been broken for a new plant. While work is progressing on the 12-mile flume which will be used for transporting the timber from the tract to the mill, as rapid progress as was hoped for has not been attained because of the shortage of labor.

Manager B. C. Robson is on the ground directing the work to be done and is highly pleased with the outlook and the vastness of the timber tract which was acquired by his company composed of Michigan and Wisconsin capitalists.

No Increase on Certain Services

Referring to the recent increase in freight rates, says the Canadian Lumbermen's Association, please take particular notice that the judgment of the Board of Railway Commissioners, which forms part of the order of the board, reads as follows:—

"Local switching rates were materially increased by the carriers about ten months ago, and these, together with the tolls for interswitching, it is not the purpose of this judgment to increase. The same must be said of the charges of such other incidental services as milling in transit, diversion, reconsignment, stop-overs, demurrage, weighing and the like."

Special supplements to tariffs have been received from the Canadian Pacific Railway, Grand Trunk Railway System, Canadian National Railways and Central Vermont Railway Co. At the top of page 2 of the Canadian Pacific tariff under "Application of Rates," the paragraph "Charge for switching, transit, etc.," has been pointed out to the Board of Railway Commissioners as not complying wtih the order of the board and they have taken it up with the Canadian Pacific and the matter will be corrected.

The Grand Trunk and Canadian National tariffs are about identical, but in the Central Vermont Railway C. tariff appears the following under "Exceptions":—

"This supplement does not increase rates on building sand, gravel, crushed stone; or charges for terminal or transit services or facilities, switching, weighing, demurrage, car service, transfer, diversion, reconsignment, refrigeration, icing, storage, elevation or other special services."

This latter tariff is in accordance with the judgment and order of the board and will obtain in all cases.

Members, therefore, will please refuse to pay any increased rate for any of these services and in the event of trouble kindly communicate at once with this office irrespective of the railway company concerned in the matter.

The secretary of the Canadian Lumbermen's Association has also received the following notification:—

Department of Marine and Fisheries,
Ottawa, 16th Sept., 1920.

Sir,—I have to inform you that this Department is advised that the British Board of Trade have decided to withdraw all concessions in connection with the carriage of timber deck loads to the United Kingdom which were made during the war and allowed also during the winter of 1919-1920 and that the strict requirements of Section 10, Merchant Shipping Act, 1906, and of regulations made there under will be in operation during the coming winter.

I am, Sir,
Your obedient servant,
(Signed) E. HAWKEN,
Acting Deputy Minister.

Short Methods in Applying Inspection Rules

Figuring the percentage of cuttings. The most useful short method is one used in determining whether a board contains a certain percentage of cutting. This may be called the Unit Method, says the National Hardwood Lumber Bulletin, on this question.

The unit used is 12 square inches, the equivalent of a piece 1 inch wide by 1 foot long.

Multiply the width in inches of each cutting, by its length in feet; add the products thus obtained and the result will be the number of units of cutting in the board.

To determine the number of units required for 66 2/3 per cent cutting, multiply the exact surface measure of the board by 8; for 50 per cent. cutting, multiply by 6; for 25 per cent. cutting multiply by 3; for eighty per cent., multiply by 9 3/5; for 20 per cent., multiply by 2 2/5; for 33 1/3 per cent., multiply by 4. (The last two are useful when it is more convenient to figure the amount of waste instead of the required cuttings).

For example, suppose a board 9 inches wide by 16 ft. long has the following cuttings:—

8½ inch × 6 ft. = 51 units	4 inch × 2¼ ft. = 9 units
3 inch × 9½ ft. = 28½ units	3 inch × 3 1/3 ft. = 10 units

Total 98½ units. The board contains 12 ft. surface measure, and the number of units required for 66 2/3 per cent. cutting is 8 times 12 = 96 units; this board therefore contains more than 60 2/3 per cent. cutting.

If this board is oak, and if the above cuttings are clear face cuttings as defined in the rules, and if the clear face of each cutting is found on the poor side of the board, and if the board does not contain heart for more than half its length, the grade is No. 1 common.

To determine one-sixth the length of a board, multiply its length in feet by 2; the result will be the required number of inches; thus, one-sixth the length of a 12 ft. board is 24 inches, one-sixth of 13 ft. is 26 inches, etc. This is useful in determining free wane and the amount of wane constituting a standard defect.

To determine one-third the length of a board multiply its length in feet by 4; the result will be the required number of inches.

To determine one-fourth the length of a board in (grading Wide No. 1, and in applying the restriction as to heart in No. 2 common) multiply its length in feet by 3; the result will be the required number of inches.

To determine one-tenth the length of a board (in grading Panel) multiply its length in feet by 1 1/5; the result will be the required number of inches; thus, one-tenth the length of a 10 ft. board is 1 1/5 times 10 = 12 inches; one-tenth of 16 ft. is 19 1/5 inches, etc.

To determine the amount of thin lumber by resawing a given amount of any thickness:

For 5/4 resawn once, add 3/5 to the original amount.

For 6/4 resawn once, add 1/3 in three pieces, multiply by 2; resawn in four pieces multiply by 2 2/3.

For 7/4 resawn once, add 1/7.

For 8/4 resawn in three pieces, add ½.

To reduce 7/4 lumber to 6/4, subtract 1/7.

The New Bankruptcy Act Explained

At the annual convention of the Chartered Accountants, held recently in Toronto, G. T. Clarkson, F.C.A., explained in detail the causes for and the provisions of the new Bankruptcy Act, explaining at the same time the benefits it entails.

Chief among these, he said, was the fact that it was easier for an honest bankrupt to obtain his charge, while means were provided to prevent a fraudulent debtor from so doing.

Since 1875, when the Dominion Bankruptcy Act of 1869 was repealed, he said, the liquidation of the estates of bankrupts had been covered by provincial assignment acts. The Dominion still held control under the Winding Up Act, but this act was not looked upon favorably on account of the expense it involved.

Such conditions, stated Mr. Clarkson, had necessitated the framing of the new act last year. The act provided for a division of estates in a similar manner and under the same basis as the Assignment acts, but had to do with the whole Dominion.

Mr. Clarkson pointed out that under the new act the husband or wife of a debtor could not claim a settlement for money loans or services rendered until such time as all other claims had been met. Likewise, a landlord could not claim more than three months' rent prior to a settlement with the other creditors.

Mr. Blair Makes a Statement

Editor, Canada Lumberman:

In your issue of September 1st, page No. 184, I noticed a short article in regard to Mr. Louis S. Rolland, and from my long acquaintance with this young man, I hardly would credit the statement made therein as coming from him; because in spite of the fact that I note with pleasure the advertisement of my old friend Mr. Louis S. Rolland, having formed a lumber company—to which I offer my very best wishes for success—with your permission, if you will give me just a little space, I would like to offer your readers, as well as my many friends, that I take exception to a certain statement in your second to last paragraph, where you say—"Mr. Blair was also interested."

In regard to Mr. Rolland and his connection with Mr. Blair during the period that the firm of Louis Rolland & Company existed, I wish to say that the reason for this firm being called "Louis Rolland and Company" at that time, was because Mr. Blair was actively interested in the closing up of an old lumber company with which he had been connected for a number of years—this company closing on account of the death of the proprietor. Immediately on this work being completed, he changed the name of "Louis Rolland and Company" to read "Blair and Rolland" of which Mr. Blair was chief owner ;and it so happened that during the time this partnership was working under the style of "Louis Rolland and Company," its main source of supply was maintained by reason of Mr. Blair being responsible for the interests of those then furnishing this said company. Also, not long after the formation of "Blair and Company" it was deemed expedient by Mr. Blair, for future business, that this partnership be changed to an incorporated company, which was done, leaving the "Blairs" with 75 per cent. or more ownership.

No doubt my old friend, Mr. Rolland, was not properly quoted in your issue of September 1st—if so, he has forgotten the facts which I give above. If at any time, proof is required, I shall be glad to furnish same. Yours truly—W. B. Blair, Montreal.

Wooden Doors Dating Back to Middle Ages

Among the famous doors of history are the carved wooden doors of the church of Santa Sabina, Rome, depicting in relief, scenes from the Old and New Testament. These are one of the most remarkable examples of early Christian sculpture extant.

In the earliest times, as in Babylon, doors swung on sockets instead of hinges. In Roman days wooden doors were decorated with bronze and inlaid, and throughout the Middle Ages richly carved doors of wood adorned the churches. In the Gothic period, wooden doors were decorated with wrought iron hinges which were often elaborated into intricate ornamentation covering a large part of the door. The doors of the cathedral of Notre Dame in Paris of the 13th century, are the finest examples of this class. During the Renaissance in Germany and France elaborately carved doors were among the most beautiful products of wood sculpture.

In the case of interior doors, splendid oil polished mahogany doors were important features in some old English homes and there were old oak doors of wonderful beauty, especially when found in oak panelled rooms.

Haphazard selection of doors of the ready-made variety should not be allowed in the building of a fine home, but the doors should be designed by the architect who builds the structure that they may be in keeping with the general style of the house. Upon the attractiveness and distinction of the door and doorway depends the visitor's first impression of the home he is about to enter.

Fear Has no Place in Business

Fear is a timidity grown up. It is a paralyzing force which enchains us.. If we are constantly afraid of some evil befalling us, it is almost sure to overtake us in time.. Our very attitude of mind courts the coming of that disaster, says the "Paper Trade Journal."

The man who is afraid of taking any responsibility, will always be an underling.. There is an old saying that, "He that fears leaves, must not come into a wood." And the man who is gunshy of obligating himself of any regular duties, or the meeting of definite financial obligations will never adventure very far and never grow very rich.

A certain amount of fear is given to us for our protection, but that fear is only in the nature of caution. It is to prevent impulsive and over-hasty action. It is always undesirable that we should have about us anyone who fears us, for again the old maxim speaks truly when it says, "He that fears you present, will hate you absent.". Hatred is to be avoided, for thoughts are things. It is much better to have people work for us because they want to, than because they have to.

As a rule, it is much wiser for us to stop and examine the thing which awakens fear within us. The ghost with the up-pointing finger by the woodshed door, proves to be nothing but an old tree with a bare limb. The mysterious foosteps on the porch outside, are the night noises in the maple which overhangs the porch. The terrible financial disaster which we see approaching, and which causes us to tremble, is likely to prove a mere scare head, if we walk right out and meet it. Certainly nothing is gained by running to cover.

The man in business today has to have his nerve right along with him. He cannot be ready to back water at everything, or to shrink into himself at the approach of the first obstacle. What appears to be a big difficulty, may prove to be a very small one or none at all.

One of the surest ways to overcome fear or a natural tendency to fear, is to associate with strong, successful, aggressive people; to read biographies of those who had achieved surprising things in the face of many handicaps; and to cultivate the habit of overcoming our own mental confusion.

Have you ever stopped to think that the reason we are afraid, is because we suffer from idea-rout? That is why we become frightened. Our calmness, our poise, our clarity of though are dissipated by something which disturbs us, but once we get right hold of ourselves and realize the truth, we cease to be frightened. The big man of whom we have stood in awe, is likely to be the simplest, the most human and the kindliest of fellows. Fear of a financial panic which perhaps has kept us awake nights, is just what lots of people have been waiting for, knowing that it will give them opportunities to get rich, for a single dollar then may develop the purchasing power of two dollars.

The big deal into which we have been afraid to go, loses its terrifying aspects when we consult a banker and perhaps our lawyer, and realize where we can safeguard ourselves completely against loss.

Have a little faith in yourself. If you do not believe in your own powers and ability, you must not blame other people if they doubt them too. Live a life of such uprightness, industry, square dealing and the prompt meeting of your obligations, that you can look every man in the face without being afraid of any of them. Then you can go blithely out, knowing that you have as good a chance in the world as any man.

Fewer Men Being Hired for Woods

The lumber operators of New Brunswick are now sending the first of their crews into the woods and are engaging men to go in later in the year. The outstanding feature is that fewer men are being hired this year than last because operations are to be curtailed. Last year there was a considerable expansion of operations in expectation of stocks of manufactured lumber moving rapidly out of the country on account of improved transportation by both land and sea. This movement never occurred. Ocean freight rates remained at a high level which only very recently showed any tendency to subside. Railway congestion continued on account of lack of cars and on account of labor troubles. The result has been that mill-yards all over New Brunswick have remained piled high with deal, boards, etc.

Pulpwood and Its Varied Activities

New Eastern Pulpwood Concern

The Jost Pulpwood Co. of Campbellton, N.B., was recently granted incorporation. This is the new organization formed to take care of the rapidly-expanding business of the Jost Co., Limited, Montreal, in northern New Brunswick and Eastern Quebec, including the Gaspe Peninsula. The idea of this is to give a more complete service to the many producers and shippers of pulpwood in that section and get in touch with them through a local organization, which will be managed from Campbellton. The firm believe that a local organization will be able to foster to better advantage any opportunities that present themselves in that district.

It is not the intention of the new company to go into operating on any large scale, but their policy is to be in a position to handle the finished product. Any operations that they carry on will be in the nature of assisting in a financial way any producer who wishes to erect a rossing plant or extend his operations in the pulpwood business in a definite line.

The Jost Co., Limited, of Montreal, of which P. M. Jost is president, say that the prevailing prices for rossed spruce and balsam pulpwood were never higher than at the present time in and around Campbellton, N.B. This applies to "spot" wood and to long-term delivery. The prices in the Campbellton district depend on the freight haul from shipping point, and command at the present time from $20.00 to $25.00. Continuing, Mr. Jost says: "While the production of peeled pulpwood this year is, no doubt, going to be larger than it was last season, a careful canvass of the situation, convinces us that perhaps the production is not going to be as great as we anticipated. While the prices were good during the early part of the peeling season during May and June, very few jobbers or mills cared to make advances and contract for wood at the high prevailing rates. This resulted in the farmer suspending his peeling operations. On the other hand, it seems that perhaps the production of rossed wood will be greater than heretofore, as many lumbermen who have always put their lumber into manufactured wood, are looking into the pulpwood business, and are making a limited, and, in some cases, putting considerable of their logs into pulpwood. We know of two or three instances where such operations have been undertaken, and the high prices which pulpwood commands at the present time, would warrant the lumberman using their small logs in any event for pulpwood.

While many are looking for a drop in the present high quotations for wood when the first snow roads come, and wood begins to arrive at the stations and sidings, it does not look as if any immediate drop in price is likely. As the market for pulpwood is very strong at the present time, we do not believe that enough wood will come out during the early winter months to more than take care of the actual requirements of the mills. In any event, the car situation is not likely to improve materially so as to enable the mills to get delivery of any more wood than they require for their immediate use, and they will not likely be able to accumulate any surplus in their yards. While we may see a slight decrease in the extreme prices now being paid for spot wood, at the same time our firm is not looking for any big reduction in price, as practically all the wood that has been made, and is being made, is manufactured on a high scale of wages, and cost must be taken care of at current prices. Practically all producers of pulpwood are able to hold their wood for the prices that they are asking."

Lumbermen Getting Into Pulpwood Game

Word received from Fredericton, N.B., is to the effect that more and more firms are getting into the pulpwood business and establishing rossing plants. A considerable number of those engaged in the lumber industry are fitting up departments in their mills to ross wood. Among these are O'Brien's Ltd. and James Robinson of Chatham, N.B. It is becoming increasingly difficult to get the necessary labor to go into the woods and peal during the summer months, and there can be no doubt that the supply of peeled wood will quickly diminish and its place be taken in the near future by machine-rossed wood.

Has Riordon Bought O'Brien Limits?

Deep interest centres in the report heard in Haileybury, Ont., that Senator M. J. O'Brien of Renfrew had disposed of his vast timber limit in northwestern Quebec to the Riordon interests.

This limit is among the largest in Canada, and lies adjacent to the Des Quinze series of waterfalls, at the north end of Lake Timiskaming. It is this area to which the Ontario Government proposed last spring to extend the Nipissing Central Railway from New Liskeard, which work has not yet, however, been commenced. It is also to this point that the extension of the Mattawa branch of the C. P. R. is headed.

The Riordon Company has its Kipawa plant situated at the south end of Lake Timiskaming, 60 miles from the O'Brien limit. This plant is surrounded with a huge limit of its own, and it has not been learned whether the O'Brien purchase is for the purpose of adding to these reserves, or marks the first step in the establishment of another huge plant at the Des Quinze waterfalls.

Mr. Backus and English River Limit

A deputation from Kenora waited upon the Ontario Government recently, asking that certain concessions be granted to E. W. Backus of the Fort Frances Pulp & Paper Co., in regard to the English River timber and pulpwood limits. It developed that the Backus interests are willing to have the English River limits put up to competition and to take their chances on the bidding. They stipulated, however, that in such a case they would not be bound by any agreement to the town of Kenora regarding the erection of a pulp and paper mill on the assumption of certain obligations in connection with the power plant of that town. Representatives of Kenora pleaded with the government to grant a permit to the Backus people without competition but fix its own price on the pulpwood.

In writing to Premier Drury, Mr. Backus said that he had no objection to timber and pulp limits being sold by public tender and only regretted that this course was not adopted sooner, so that development work might have been proceeded with several months ago if the tender of his company had been accepted. "If you will put the English River area up for public tender," he said, "I shall try and meet my competitors on common ground, but if I must do so, I certainly cannot be bound with any agreement with Kenora, which was conditional upon its securing the raw material for the mills." It appears Kenora will be in a bad way if it does not get the big pulp mills, which Mr. Backus proposes erecting there. The town has had the Backus people submit a tentative to the agreement in which one of the stipulations is that they would, if necessary, reserve 50% of their output for Canadian publishers.

Various other matters were discussed and Premier Drury stated that a strong case had been made out and that the whole question would be decided by the Cabinet in the near future.

Britishers Want Quebec Pulp Lands

Although it cannot hold out the temptations to immigration which are possessed by Ontario and more especially by the Western provinces, Quebec is at the present more prominently before British investing public than any other part of Canada, says a cable from London, Eng. Lt.-Col. P. Pelletier, Agent-General of the province, said that he has been approached during the past two months by a large number of British financiers who desired to purchase pulpwood limits along the North Shore in Gaspe, in Chicoutimi, and in other districts.

It is understood here that Sir Lomer Gouin will shortly come to London to interest British capital in the pulp and paper opportunities of Quebec. Sir Lomer's brief outline of these advantages at the Canadian Club banquet in London was widely commented upon by the British press at the time, and before he returned to Canada he was in touch with several British capitalists interested in this line of business.

Development of Ancient Colony's Resources

Important development of the great pulpwood resources of Newfoundland is about to be undertaken under grants to two pulp and paper manufacturing companies made at the last session of the colonial Legislature. One of these companies is British, the other Norwegian.

The mills of the British concern will be located at Bonne Bay, half way up the west coast. This port is the centre of winter herring fishing activities. In its vicinity are large areas, thickly wooded with spruce and fir, through which flow rivers which will afford good water powers as well as facilities for floating logs.

Bonavista Bay, on the east coast, is to be the site of the Norwegian company's mill. Cod fishing at present is the great industry there. Backward from the bay runs a series of well-wooded valleys, drained by rivers of good size.

(Continued on page 74)

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

Wanted

A few cars of Birch No. 1 Common and Better, 4/4 to 16/4. Name us your best price delivered here, on grades.

WARREN ROSS LUMBER CO.,
18tf Jamestown, N.Y.

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request. Also Deal ends.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

WANTED

White Pine Spruce
ALL GRADES.
Also LATH of all grades

JOHN F. BURKE,
2-t.f. Aeolian Bldg., New York City.

Spruce and White Pine

Established wholesaling concern with Sales Offices in New York and Boston markets desires connection with Canadian manufacturer having facilities for supplying large quantities of rough and dressed lumber, as well as by-products and Hardwoods. Box 380, Canada Lumberman, Toronto. 19-20

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

Dry Merchantable Spruce For Sale

400,000 feet 1, 2 and 3 in. Widths separate in the 2 and 3 in. Also a few car culls 1, 2 and 3 in. Write

D. G. RHEAULT,
17-20 Mont Joli, P. Q.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

For Sale—Birch Lumber

About 750,000 ft. of Birch Lumber 4/4; 8/4; 12/4 and 16/4. This year's cut. Apply Box 343 Canada Lumberman. 16-19

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

Hardwood Logs For Sale

1500 logs for sale, Birch and Maple, 12 in. and up in diameter. Next winter delivery. For particulars apply to

J. A. TOUSIGNANT,
19 Victoriaville, P. Q.

Crating Spruce

About 500 M. ft. of ⅝ in. Crating Spruce, also Log Run Spruce.
500 M. ft. of 1 in., 2 in. and 3 in. Cull Spruce.
Also One Million Laths.

J. P. ABEL, FORTIN, Ltd.,
379 Desjardins Ave., Maisonneuve,
19 Montreal, Que.

For Sale—Cherry

1 car 1 in. No. 1 Common
1 car 1¼ in. No. 1 Common
1 car 1 in. No. 2 Common
1 car 2 in. No. 2 Common.

Also fair stock other grades and thicknesses 1 in. to 4 in. Fine stock. One year and older, immediate shipment.

Address Box 375, Canada Lumberman, Toronto. 19-20

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

Automatic Slat Cutter Wanted

Particulars to

Papineauville Lumber Co., Ltd.,
8-21 Papineauville, Que.

Wanted—Power Pointer

26 or 30 ft. long, equipped with 10 or 12 H.P., 4 cycle engine. Boat and engine to be in good condition.

FIRSTBROOK BROS., Ltd.,
17-20 Thessalon, Ontario.

Swing Carriage Heading and Shingle Machine wanted. Box 351, Canada Lumberman. 16-19

Wanted Second Hand Steam Engine

that can develop from 225 to 250 H.P. Quote best price giving full particulars. Address

D. G. RHEAULT.
19 Mount Joli, P.Q.

Wanted

Vertical Band Resaw for 12 in. x 12 in. timber. Also small jointer.

J. E. RUSSELL,
19-22 Foot of Cherry St., Toronto.

Wanted—Two Circular Rossers

48 or 60 inches with or without knives, in good condition and first-class working order. State price and specifications and where same can be inspected.

MEIGS PULPWOOD COMPANY,
19-20 10 East 43rd Street, New York City.

Wanted—Used Portable Boiler and Engine Combined

30 Horse Power—with 100 pound steam pressure. Must stand New Brunswick inspection and be in first-class operating order. State price and specifications.

MEIGS PULPWOOD COMPANY,
19-20 10 East 43rd St., New York City.

Machinery For Sale

For Sale

Guaranteed re-built saw filing machinery at half price. Send for monthly mailing list.

Ge Bott Manufacturing Company,
18-19 Big Rapids, Mich.

Sawmill Carriage For Sale

Complete with set works, Boss Dogs, Opening 36 in. No track. Bargain.

HOLT TIMBER CO., LTD.,
19-22 Bolger Bridge, P. O., Ont.

For Sale

4 Phoenix Steam Log Haulers.
57 set Logging Sleighs for same. Second hand—good condition—right price.

PRINCE ALBERT LUMBER CO.,
16-20 Prince Albert, Sask.

Contents of Wagon Manufacturing Plant For Sale

The undersigned are asking for tenders for any or all the machinery formerly in the plant of the Port Arthur Wagons Ltd. at Port Arthur. This machinery is in good condition and can be examined at any time.

Machinery is mostly the product of the Defiance Manufacturing Co. but also includes that made by other well known manufacturers.

For information on any machine or complete lists of all equipment write

J. STIRRETT & SONS,
18tf Port Arthur, Ont.

For Sale—Locomotive

One 28 Ton 3 Cylinder 8 x 10 Standard Gauge Lima Geared. Located in Canada. Box 376, Canada Lumberman, Toronto, Ont. 19tf

For Sale—Two Moreau Barkers

in good condition, practically new.

CANADIAN PULPWOOD CO.,
19-22 129 Commissioners St. W., Montreal.

For Sale Cheap

1—20 in. Swing 20 ft. Bed Putnam Engine Lathe, suitable for Shafting Work.

HYDRAULIC MACHINERY CO., Ltd.,
19-22 Montreal, Que.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

Equipment For Sale

Diamond Horizontal Band Resaw.
Outfit Dovetail Box Machinery.
54 in. Vertical Band Resaw.
Wickes Gang.
American "Boss" Timber Sizer.
Triple Drum Sander.
Box 370, Canada Lumberman, Toronto, Ont. 18-19

Locomotive For Sale

1 H. K. Porter—21 Ton Saddle Tank Locomotive. 42 in. gauge. Cylinders 11 in. dia. x 16 in. stroke.

Only used three years and practically good as new. Price $3,800, F.O.B. cars, New Glasgow, N. S. Apply

WALTER McNEIL,
19-22 New Glasgow, N. S.

Truck For Sale

Four-ton Acason Truck for sale, run 18 months, good as new, new tires throughout and in best of condition. If interested see this at once. Price $4,040, $2,500 cash, or will take amount in lumber. Terms on balance arranged. Apply

HALL BROS., LTD.,
12-t.f. Toronto, Ont.

Logging Outfit For Sale

Surplus logging equipment, in good order, at Bolger, Ontario. Prompt delivery. Blankets, tools, and camp equipment. Sleighs, snowplows, tanks, horses and harness. Blacksmith outfits. Log loaders, steam and gasoline and horse power. Powerful Pacific Coast skidding engine, cables, boats, etc. Easy to inspect. Holt Timber Co. Ltd. Bolger Bridge P. O., Bolger, Ontario. 16-19

At a Bargain

1—Steam Engine made by Smalley Bros., 24 in. x 32 in. Horizontal box bed saw mill engine, slide valve, 12 ft. diameter cast iron flywheel, outboard bearings, flyball governor.

1—Wick's Bros. 36 in. gang saw machine for 28 saws, and 130—36 in. gang saws, 15 live rollers 9 in. x 48 in. together with gears, shafting and boxes. 1—set of 8 delivery rolls 9 in. x 37 in.

1—Wm. Hamilton No. 65 automatic gang saw and sharpener.

All in first-class condition.

18tf Box 523, Sault Ste. Marie, Mich.

For Sale

60 H.P. Brown slow speed Steam Engine, 13 in. bore, 30 in. stroke, flywheel 10 ft. dia. 18 in. face, 85 Rev. per min. Dakin Feed Water Heater 3 ft. 4 in. dia., 11 ft. 4 in. high, 3 compartments.

2 Ply Leather Engine Belt 16 in. wide, 68 ft. 6 in. long. J. M. T. Bronze Pressure Reducing Valve 5 lbs. and up, for 2 in. pipe.

Moorehead Steam Trap size No. 1.

Would exchange for lumber.

KALBFLEISCH PLANING MILL,
19-22 Stratford, Ont.

Second Hand Machinery

We have over $250,000 worth of used machinery of all kinds for sale. Suitable for mines, quarries, railroads, pulp and lumber mills, etc.

Everything carefully overhauled at our shops before shipped.

Send us your inquiries.

R. T. GILMAN & CO.,
19tf Montreal.

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

Book-keeper and Office Man, some experience in estimating and grading, eight years in lumber business. Box 369, Canada Lumberman, Toronto, Ont. 18-19

Young man 25, both languages, three years in a bank, experience in lumber and pulpwood business. Wants position in a wholesale lumber or pulpwood broker office. Can furnish best references. Apply Box 374, Canada Lumberman, Toronto, Ont. 19

Situations Vacant

Wanted—Planing mill foreman to take charge of Montreal mill. Both languages required. Apply Box 379, Canada Lumberman, Toronto, stating age, experience and salary. 19

Commission Salesman Wanted

Wanted—Good salesman in Ontario and Quebec to sell lumber on a commission basis. Apply Box 384, Canada Lumberman, Toronto. 19-20

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

Wanted—First class millwright to take charge of Montreal planing mill. Apply to Box 378, Canada Lumberman, Toronto, stating age, experience and salary; also if both languages. 19

Wanted—A man accustomed to measuring lumber and picking out lumber orders. Steady employment. State salary expected. Apply

Walter T. Piggott Lumber Co.,
19 Windsor, Ont.

Business Chances

Open for sawing contract, New Ontario preferred. Mill capacity 20M. Box 373, Canada Lumberman, Toronto, Ont. 19

For Sale

At Carmi, B. C., 75,000,000 feet timber limited. Address

J. D. GeBOTT,
19-22 Big Rapids, Michigan.

For Sale

Timber Limit in Northern Ontario, with Mill site. Also complete logging plant if wanted.

HOME REALTY CO.,
19-22 Bank Street Chambers,
Ottawa, Canada.

Bush For Sale

About 34 acres of Pine and Hardwood Bush. Many large Maples and Beech. Some large Basswood and many small Pines, 6 to 10 inches in diameter. Four miles from Maple Railway Station, 18 miles from Toronto.

Apply to

A. C. MacNAUGHTON,
19 Room 511, McKinnon Bldg., Toronto

Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. 12-t.f.

For Sale

Fully equipped hardwood operation, now shipping lumber, with cutting rights on 30,000 acres in Nova Scotia; adjacent to railways and waterways. Can be purchased reasonably. Box 263, Springfield, Mass. 17-20

Timber tract approximately 1,000 acres, containing Birch, Maple, Pine, Spruce and Cedar, 2,200,000 feet as per Cruiser's report, located near Sault Ste. Marie, for sale at a bargain. Apply A. Leslie, Post Office Box No. 763, Barrie, Ontario, Canada. 17-20

Wanted—The undersigned are prepared to contract with Mill Owners for cutting of White Pine Lumber, Jack Pine Ties, etc., capacity should be 25,000 ft. F.B.M. per day or over. Some smaller mills also wanted. Communicate with head office at Pembroke, Ont.

19-20 Pembroke Timber Tie & Pulp Co. Ltd.

Complete Mill For Sale

Capacity 25 to 30,000 feet per day. Machinery, shafting and belting, for $6,000. Good condition.

Papineauville Lumber Co. Ltd.,
17-20 **Papineauville, Que.**

Standing Timber For Sale

170 acres in District of Parry Sound—14 miles from Grand Trunk—7 miles south of Lake Nipissing—good swamp of Spruce, Balsam, Cedar and hill with Hemlock, Birch, Basswood and Red Oak, etc.

Apply Box 377, Canada Lumberman, Toronto. 19

For Sale

Timber license consisting of approximately two thousand nine hundred and fifty acres. Two hundred miles east of Toronto; limit contains vast quantities of pine, hemlock, spruce, tamarack, whitewood, oak, elm, ash, hard maple, beech, pulp wood, poplar, etc. Limit begins about two miles from a railway and extends back eight or nine miles. Easy haul on winter roads. Great opening for a saw mill of half million feet or more per year. Apply by letter to

D. W. PARK,
18-19 **Perth, Ont.**

For Sale

At reasonable price.—Fireproof Planing Mill, fully equipped with machinery, gas engine and electric power. Mill building 42 x 75, with frame lumber sheds, barn, etc., large yard for piling lumber. Office building and superintendent's residence. Excellent location on brick highway, one half mile from Buffalo, in fast growing and thickly populated section; nearest competitor four miles. Excellent opportunity for parties with capital to run an up-to-date lumber and mill business. Business established 20 years. Box 381, Canada Lumberman & Woodworker, Toronto. 19

Standing Timber For Sale

We have listed with us for sale, many attractive properties in all parts of Canada and Newfoundland, Freehold and Crown Lands both in Hardwoods and Pulpwood, close proximity to railroads, easily operated. Also several very attractive mill properties with and without timber Limits. Cruisers' reports and blueprints where available furnished bona-fide principals. Timber Limits bought and sold.

WM. COOKE & SONS,
Timber Brokers,
19-22 Stair Bldg., Toronto.

Big Opportunity! For Quick Sale Timber Limit

15 square miles under license, approximately 3 miles free hold. Complete mill with machinery and all necessary buildings. Good mill, yard, about half mile from station, down hill haul. Land along river bank. 50,000 cords White Birch. 20,000 cords Pulp Wood, and several million feet Pine, Hemlock, Red Birch, Beech, Ash and Basswood.

Price $35,000. Half cash, terms on balance. Wire or write

MACDONALD LUMBER CO.,
18-21 Toronto, Ont.

For Sale

Hoop Stave and Lumber Mill as a going concern. For particulars apply to Merritt & Co., Stratford, Ontario. 17-20

Miscellaneous

For Sale—Stack

65 feet x 20 inches dia. in Good Condition —Right Price.

J. P. ABEL, FORTIN LIMITED,
368 Desjardins Ave., Maisonneuve,
19 Montreal, Que.

For Sale

25 Lumbermen's Trucks and Wagons, 100 sets Logging Sleighs. All new.

ALEXANDER BARR,
16-19 Pembroke, Ontario.

Ontario

Sale of Timber

Tenders will be received by the undersigned up to and including **Wednesday, the 27th Day of October, Next,** for the right to cut the timber in the Townships of Ryan and Palmer, in the District of Algoma.

For conditions of sale and further particulars apply to the undersigned or to Mr. A. H. HUCKSON, Crown Timber Agent, Sault Ste. Marie, Ontario.

BENIAH BOWMAN,
Minister of Lands and Forests.
Toronto, September 13th, 1920. 19-20

Early Rains Put Out Forest Fires

Statistics prepared by the provincial forest branch of B. C. covering the season to date, show that 981 forest fires have been reported to the dept. It cost the province $182,408 to extinguish them. Vancouver district, which includes Vancouver Island, had a record of 299 fires, costing $45,500, with Nelson district next in line, with 248 fires, which cost $65,000 to extinguish. In the Cranbrook area 98 fires were reported and $40,000 was expended putting them out. In Kamloops district, which is in the dry belt, only 75 fires were reported, the cost being set at $15,000. Vernon district had 76 fires, which cost $14,000. In Northern B. C., Prince Rupert district had 56 fires, the cost being $456. Cariboo had 50 fires costing $600, while Prince George district reported 79 fires which were put out at a cost of $1,850.

Fire hazard for the season has apparently passed, in the Coast districts at least, where an abnormal rainfall marked the second week in September, usually quite a dry, hot period. The Kamloops district reported snow-fall in the higher levels of the forest area in the same week.

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street,
MONTREAL, P.Q.

FOR SALE

Flooring and Furniture Factory

Wiarton, Ontario

High class building and equipment, formerly operated by Siemon Bros, Limited.

For particulars apply to

The Union Trust Company, Limited
Richmond and Victoria Streets, TORONTO, ONTARIO

Review of Current Trade Conditions

Ontario and the East

Conditions in the lumber line are rather quiet at the present time. Some wholesalers report that a fair amount of stock is moving, but generally there is a disposition on the part of retail dealers to buy only for immediate requirements. White pine values are holding but spruce and hemlock are off a bit. The building outlook is somewhat uncertain and the tendency of nearly every industry is to curtail and unload as much goods as possible. What is characteristic of the other activities is also applicable, to a large extent, in the lumber arena. It is anticipated that there will be a large number of men seeking work in the bush this winter. Hundreds will be returning from the west, and, as many factories have laid off hands, there may be some difficulty in the wanderers finding employment except in the woods. While wages asked are $70.00 to $75.00, along with board, it is predicted by some loggers that there will be a drop before many months.

Most of the lumber camps are not putting in as many crews this season as last, and the building outlook is rather precarious. Then, too, many other factors have entered into the situation and tended to perturb conditions. First, there was the general labor unrest and then came the business tax of 1% and 2% on all sales, and lastly the 40% jump in freight rates in the east.

"Is it any wonder," remarked a leading Toronto wholesaler this week, "that business is shot to pieces in some lines. Just as soon as conditions begin to settle down or to become stabilized, there is a strike, a new tax or some other disintegrating factor. The Government and the railways, along with labor, are largely to blame for the present quiet period. It has all had a deterrent effect on building, and unless more structural enterprises are undertaken, I can see where some firms are going to have a good deal of stock on hand. I do not believe in prophecy. So many standards have been upset, but you cannot expect conditions ever to become normal as long as so many unforeseen cost-increasing regulations, in the way of getting the stock in the hands of the retailers and on the market, continue. Additional labor demands, increased freight rates, scarcity of cars, business sales tax, and I don't know what next, are all having their influence in keeping back the period of readjustment and reconstruction, concerning which so many fine theories have been spun."

Most of the cars of B. C. stock that were put in transit before the new freight rates went into effect have been sold, and naturally there is not much doing in western stuff at the present time. The principal topic of discussion is the new freight rates and whether the B. C. mills will assume any portion of this extra charge has not yet been definitely decided. It is reported in certain quarters that the operators will take care of part of the additional levy, while other manufacturers say that, owing to the excessive cost of production they are unable to do so. There the matter stands at present but it is expected a definite decision will be reached in a few days.

An Ontario representative of a live lumber firm, who has been spending several weeks in the north and is thoroughly familiar with conditions, says that mills are paying men $75.00 per month with board, and that these figures cannot get suitable workers. At one point twenty-five men jumped in one day. In a single week one concern hired fifty-seven men, fired four and fifty-two jumped. It has been the same routine during the last few weeks. "On account of the labor situation and market conditions, there has," he continued, "been very little done in the bush as yet. Several companies have not put in any men, and those firms, which have started opeations, have only a few workmen in the woods. When the harvesters return and the mills close down, the labor situation will, in all probability, be relieved. Even if the camps were to fill up this week, the fact remains that they are from one to six weeks behind."

"This," added the speaker, "looks to me as if production for 1920 will be very low. This state of affairs, coupled with the extra high wages and decrease in efficiency, makes me believe and feel that prices will not go very much below present levels; in fact, if there is any demand at all next spring, I would look for a raise in price. I understand that one firm in the north have their camps filled up, and this is because they have a large burned limit to clear. They are paying up to $85.00 a month. Their intention is to clear this limit and then close their camps early in December. I do not think they have sleigh roads to build, but skid their logs to the water. There is, of course, a lot of 1920 cut of white pine still in the manufacturers' hands, as well as several lots of hemlock. Then there are unusually heavy stocks at mill points held by wholesalers. Some of this may be sold at reduced prices during the next few weeks. From the standpoint of the manufacturer, I cannot see where values will go much lower than they are at the present time."

United States

Business is generally quiet and values have fallen in some lines of forest products. The general attitude is one of mark time until the Presidential election is over and trade again gets on the upward swing with building operations resumed on a larger scale than has prevailed for some time. No real live condition of affairs is expected before the end of the year and perhaps it will be next spring before the revival fully sets in. The recent advance in freight rates has, just the same as in Canada, been a disturbing element and tended to depress matters materially. Buyers demand that the mills should pay the extra carrying charge and, while some manufacturers have yielded for fear of losing business many of the large ones entertain the other view of the matter.

The majority of the larger mills are maintaining their prices and most of them are accepting only those orders that meet their ideas of values. But a good share of the current volume of business is being actively sought by mills that need orders and concessions are seen in virtually the entire list. Timbers are a single exception, having held firm with a tendency to further stiffening in the 14 and 16-inch sizes. Conservative opinion is that recession in prices will continue, but conditions indicate that it will be gradual.

Hardwoods continue inactive, due to extreme dullness of demand from industrial consumers. Here, too, there are indications of greater stability within the next two or three months. Many lumber-using industries are depleting their stocks without replacement and a period of buying is in prospect despite the reduced consumption. Railroad buying of hardwoods is more in evidence, but there is little change otherwise in the current situation.

From Buffalo comes the report that very little is doing in the hardwood line and trade is small in volume compared to a few weeks ago. Hemlock shows but little change. There are some inquiries but prices are still uncertain. Trade in southern pine remains quiet. Prices continue uncertain and ample stock is obtainable. There has been a decline in the price of shingles. The demand has fallen off because of the many substitutes for shingles that are being used. The lath trade is quiet. The market for western pine remains quiet. New price lists show some advances. Retailers report business rather quiet and they are buying only absolute requirements.

There is generally in every city much speculation as to the future trend of lumber prices. It is generally known that there is a wide range in prices, depending upon conditions in the several sections. Manufacturers whose financial situation is such as to make unnecessary any large concessions in prices are holding firmer than those whose financial necessities require prompt movement of their product. With an improvement such as is expected when the spring buying movement opens up, students of the market look for the early elimination of the low prices, because of their too close proximity to the cost of production to make for a safe margin of profit; at the same time no general advance over highest prices now prevailing is expected, but that values next season will show a greater measure of stability.

In Detroit, prices in a number of southern pine items have advanced slightly, but this has been due to the fact that transits have governed quotations for the past few weeks and these are pretty well taken up. B and Better edge grain flooring is being offered at $110 for 1x3, and $110 for 1x4 and 2x4 dimension in 10 to 20 feet lengths is quoted at $47.25. Buyers are cautious and believe that present local stocks are adequate to take care of demands pretty well for the remainder of the season. General factory conditions are still unsettled to a certain extent, which has curtailed several new projects which have been under way or contemplated. There were 191 permits granted in Detroit for the past week, totaling $2,890,186, compared with $597,145 for the previous week.

In a recent article entitled "Getting Back into the Main Road" there appears the following timely observation in "Lumber" of St. Louis:—While admitting that there is considerable, not to say sufficient, excuse for pessimism these days, we refuse to believe otherwise than "behind the night there is plenty of light and things are all right." The trend of events, industrial and political, is evidencing

View of Mills in Sarnia.

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a slow but sure return to national sanity, and when that result is definitely accomplished and thoroughly established there will begin, in our humble opinion, a period of prosperity that will permeate the entire world. It will not be prosperity of the evanescent or spasmodic kind, such as this country experienced during and immediately following the European war, but prosperity of a permanent kind, built upon a solid foundation of experience; a prosperity that will permit the world to substantially rebuild and rehabilitate itself.

Great Britain

In a recent report on the timber market Alfred Dobell & Co. of Liverpool, say: The consumption of New Brunswick and Nova Scotia Spruce Deals was disappointing. Values were easiear and stocks are sufficient. There has been no change in the Douglas fir situation since our last report. During the past month there was very little change in the position of Scandinavian Deals and Boards. There was a slight improvement in the consumption of Flooring Boards. Values were easier.

The consumption of pitch pine slightly exceeded the import, but the stock at Liverpool and Manchester, which still amounts to over 2,000,000 cubic feet, is ample. Quotations for forward shipment have advanced in sympathy with the depreciation in value of the £ sterling.

The dullness in the demand of hardwoods still prevails, the present labor unrest and adverse American exchange being depressing factors. During the past month the import has been moderate, and stocks, which are ample for present requirements, are only moving slowly into consumption.

The market continues dull for East India teak and stocks being heavy, buyers will not commit themselves to further purchases. There were no Auction Sales of mahogany held during August. The quietness in the mahogany trade generally continued throughout the month but some activity was shown in the disposal of part of the stocks of inferior wood. With the reduction of the quantities of this description in first hands it is hoped that the market for all grades will show an improvement. Large prime logs have been continually in strong demand, but the number of these available is very limited. The import during the month was light and the prospects are that arrivals will be restricted for some time to come.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

General Lumber Trade at St. John is Quiet

During the last two weeks a dullness has pervaded the export market for spruce both to United States and to Great Britain. Prices for United States delivery are not reduced to any extent, but no sales of any size can be made as no one seems to want to purchase ahead, prefering to wait and buy only as wanted.

The English market is at the moment very sluggish. No prices are obtainable, and buyers refuse to purchase. Freights are not steady, with a lower tendency.

No sales or contracts are being made by brokers here for next winter or spring's delivery of portable mill stocks. They refuse to trade at any price and will not advance money to any one, claiming that it is too much of a chance even though they are offered winter cuts of portable sawn lumber as low as $30 to $32 per M., St. John. Should this condition keep up only a very limited portable cut will take place, which no doubt will have a good influence on the market for next year. This condition of affairs will also be found in logging. Practically no logs will be cut on the upper St. John to come to St. John. Messrs. Stetson, Cutler & Co. will probably cut about ten million or less. Murray & Gregory, Ltd., about 1½ million. Randolph & Baker three to four million. Messrs. Stetson, Cutler & Co. are carrying over a large stock of logs. Murray & Gregory, Ltd., will cut for their mills near home on the lower section of the river, and Messrs. Randolph & Baker the same. The St. John Lumber Co., whose mills are at Van Buren, Me., will only cut about 10 to 20 million against a usual 40 million.

The mills at St. John will therefore not be loaded up with any great quantity of logs and will be in position not to saw unless the market shows a profitable price. The mills are still sawing, but very little shipping is taking place, and no inducements are held to ship any stocks at present.

Local business at the factories still remains good and shows considerable repair work taking place all over the country. Prices have not weakened.

Laths and shingles on the local market remain unchanged.

Export Business Falls Off Decidedly at Quebec

Shipping activities in regard to timber and sawn lumber from the port of Quebec has almost come to a standstill. The slackening off set in towards the middle of September and Quebec exporting firms consulted say that this change in conditions is due to the fact that the markets in the United Kingdom have stopped buying and that this also applies to the American and the Canadian markets. The only shipments noticeable in the present are small parcels of deals and spoolwood. The steamer "Bitmore Head" arrived at Quebec from Montreal on the 19th to complete a cargo, and was desirous of loading up 700 standard of deals but could only obtain 200 standard for the reason that the Quebec lumber firms had no orders to fill. The goods are here and owing to the low depth of water in the St. Lawrence between Quebec and Montreal, the ships are most anxious to come to the port of Quebec for timber and deals, but there are no cargoes for them on account of the state of the United Kingdom markets, which are practically all closed as far as buying is concerned.

There is very little demand for the American market, while the Canadian market is quiet. There is a feeling in the Quebec trade, however, that when the presidential elections in the United States are over, there will come a reaction in favor of the Canadian lumber trade. One of the causes for the stagnation in both the American and Canadian markets is the slump in the building trade of both countries. The cause is primarily due not to the cost of timber and sawn lumber but to the high cost of other essential materials and the shortage of cement. The demand for the latter has greatly increased for the product in the district of Quebec, and, it is understood, the same applies to all parts of the province, where the article is manufactured. The demand for cement does not alone apply to the cities and towns. The farmers in the country are seen building the foundations of their homes with cement, and in the more up-to-date villages using it for sidewalks. In the meantime there are signs of a change in conditions. The requisition for house acommodation in Quebec and, in fact, the whole province, has become so insistent that the municipal councils are discussing the question in all its seriousness. The New York State Legislature is being called for a special session to consider the question and adopt a scheme for the promotion of building, and, no doubt, the result of this session will give an impetus to building, which will affect the Canadian market.

It is rather difficult at the present to forecast the cut and manufacture of timber and sawn lumber for the 1921 market. The Quebec correspondent of the "Canada Lumberman" has discussed this question with the leading limit holders and mill owners of Quebec, who say it is a difficult question to answer at the present. They all agree that logs will be no cheaper this year and point out that the big end of the cost will be in the production of logs, and if labor seeks higher wages, the cost of manufacture will naturally advance. They point out that the big and continued increase in the demand for pulp and paper and pulpwood means that the way things look today there will be a large curtailment of labor in the lumber trade for the reason; that by a higher scale of wages in the manufacture of pulpwood, labor will be attracted from the cutting and manufacture of lumber. Another feature in the pulp and paper and pulpwood trade to be reckoned with is the larger profits in comparison to the manufacture of lumber. One of the largest and most important Quebec timber and lumber firms, discussing this phase of the wood business, demonstrating the difference in profits, said that 1,000 manufactured deals, if put into the finished product, of pulp and paper, would be double its value to the manufacturer.

Another feature in the province of Quebec timber and lumber trade is the possible scarcity of timber and manufactured lumber in the near future by its abandonment to enter the field of pulp, paper and pulpwood trade by the attraction of its larger profits. This question was discussed by the correspondent of the "Canada Lumberman" with one of the members of a Quebec trading firm, who admitted the possibility. The province of Quebec is at present covered with explorers representing the pulp and paper interests of Great Britain, France, Belgium, as well as the United States in search of limits to purchase.

Viscount Burnham, president of the Imperial Press party and proprietor of the "London Daily Telegraph," who remained over in Quebec to visit timber limits and pulp and paper mills in the Saguenay district, in which he has acquired a financial interest, was the

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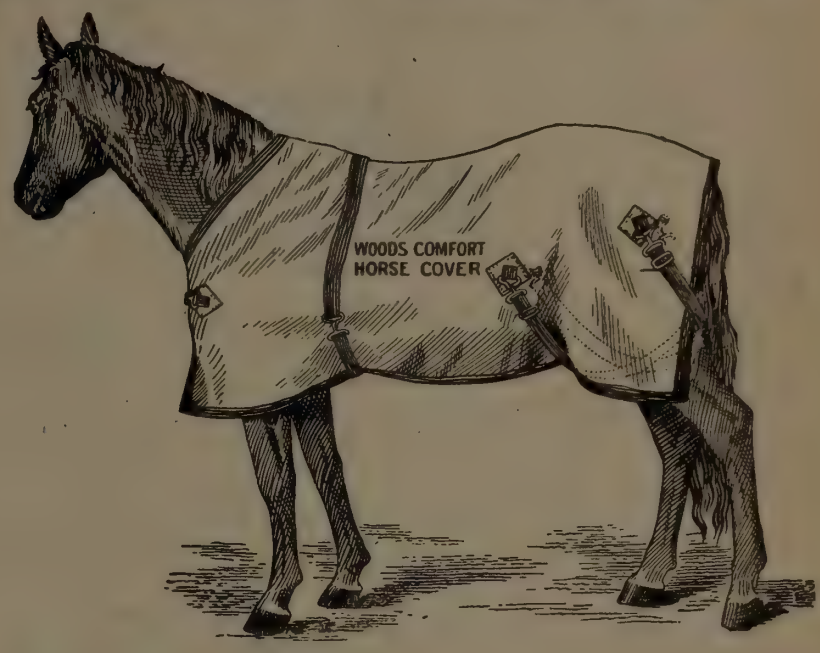

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guest of honor at a lunch meeting of the Quebec Canadian Club held at the Chateau Frontenac, September 21st, and, in the course of a speech he made, said that he had seen during his trip something of the unlimited limits of the timber resources. "We have," said his Lordship, "had a stone age, the bronze age and the iron age. Perhaps this will be known as the paper age. We sometimes talk as if paper only meant newsprint. Our consumption of newsprint in Great Britain is only one-sixth of the total consumption of paper." While he thought Canadians had been wise in refusing to be mere lumbermen and export pulpwood, it would be defeating our own objects and lessening our own prosperity by refusing to export pulpwood.

The influx of explorers from Europe and the United States, who are now to be found in every section of the forest properties in the province of Quebec, is beginning to cause serious reflection on the part of the Quebec Government and those identified with the timber and lumber trade, who fear that the demand will make such inroads into the forest wealth of the province as to deplete the wood asset before the scheme of reforestation has been seriously put into practice.

One of the questions that is now agitating the minds of the Quebec timber trade as well as the Government is the actual extent of the forest areas of the province. No real survey has ever been made up to the present, with the exception of the 45,000,000 acres under license and the approximate 75,000,000 acres of land still free of license, practically virgin forest, while on the other hand something like 1,000,000,000 feet of timber have been already cut from the licensed areas, and it is calculated that four or five times more than this amount can still be removed from the same lands without unduly exploiting them and endangering the future supply.

The Quebec Government is paying more attention than ever in the importance and value of its forest wealth, and has come to recognize that the most important fact is to ascertain the actual extent of the forest property of the province. To this end the Government has decided to institute an inventory of the entire forest lands of the province, a work of no small magnitude. It will be carried out systematically under the expert supervision of Mr. G. C. Piche, chief of the province of Quebec Government Forest Service. To begin with forest posts will be established at Hamilton Bay, Ungava Bay and James Bay, from which centres foresters will go out and make inventories. These posts are to be connected by means of wireless telegraphy, and at the same time the aeroplane is to be called into rquisition for the purpose of making photographic surveys. Thus it will be seen that the Taschereau Government is not only desirous and anxious to learn the real and full extent of the forest property of the province, but to prevent the forests from being wasted or over-exploited.

Ottawa Reports Shortage of Labor and Cars

A serious shortage of woods labor, together with a sharp decline in the availability of foreign cars, and a general slackening of trade, marked the Ottawa Lumber market during the closing period of September. The slow call for lumber and lumber products, came as a distinct surprise to those of the trade who in June and July most optimisticly prohpesized "good" fall business. Despite the circumstances the trade was hopeful that business would yet pick up.

Prices remained firm in all grades. Lath and shingle stood at their previous quotations. The demand for sash and door, if anything fell away. Woodworking factories and plants reported a lessened demand and business on the whole was chiefly confined to box, furniture and other manufacturers.

As gauged from the principal or most important angle, that of manufacture and source of supply, the market seemed to be in the most unstable condition that it has been for many years in relation to bush labor.

The programme previously designed and hoped for in the bush operation of the Ottawa Valley is not being fulfilled or carried out. This may seem a rather strong assertion to some manufacturers or the trade in general, but it's the truth.

The correspondent of the Canada Lumberman has been cited several instances, where woods production is not only going to fall, but is actually falling down. Without naming any particular company the following is a concrete example:

The company this year in one operation intended to establish and operate eight camps instead of six. Each camp was to be manned by one hundred men. The result was that six camps began operations with fifty instead of one hundred men each. The operating camps were not filled, but the company nevertheless held some slender hope that they would ultimately establish the two extra camps and carry out their particular operation. A special representative and employee of the company set out at Ottawa to get one hundred men, at particularly high wages. He got six men.

Generally in trade circles considerable apprehension was attached to this year's woods output. As previously forecasted in these columns the likelihood is that the cut of the Ottawa Valley this year will drop—and perhaps drop heavily. John R. Booth, and other leading companies have, so it is stated, a very considerable number of logs "stranded" owing to low water. These logs were cut last year or perhaps two or three years ago. Consequently, with the advent of high water prevailing in the Ottawa River and its tributaries next spring, the likelihood is that these logs will come down, and if they do in sufficient quantities, perhaps there will be enough to ensure production on a normal scale. However, this is problematical, and if certain buyers of the trade could correctly dope out what is going to happen between now and next June, it's safe there would be a lot of buying. The uncertainty as to the outcome of this year's bush operations naturally set everyone guessing.

From an employer's end the labor situation was largely attributel to an increase in construction operations being carried on throughout the country. Several of the manufacturers openly stated there was this year an apparent reluctancy on the part of labor to go into the woods if other positions were available. On an average the camps of the Ottawa Valley lumbering companies are a little more than half filled in comparison with last year, and the prospect of new camps being put in and fully manned are slim.

The demand, such as it was, came principally from the United States and was mostly for the middle grades. A difference of opinion existed among shippers as to the car situation. Some maintained there were plenty of cars to carry the reduced shipments, while others inclined to the view that foreign cars were scarce.

One of the principal reasons outside of the labor situation for the decrease in orders, was the new increase in freight rates. It was referred to by several wholesale yards purchasing lumber out of Ottawa that they were not now ready to buy if the stock was shipped from very distant points.

Another and more optimistic view was entertained, that when the public became accustomed to the added increase in freight rates that purchases of lumber would be made as before. Little or no change was shown during the period in connection with the European export situation. The press notice that the Canadian Government had declined to guarantee delivery of shipments and enter into trade to and from Russia had not been fully digested by the trade up to September 24th.

Laurentide Has Big Pulpwood Reserve

George Chahoon, Jr., Grand'Mere, Que.

Shareholders of Laurentide Company, Limited, at the first annual meeting of the reconstructed enterprise held in the offices of the vice-president, C. R. Hosmer, Montreal, heard from the president, George Chahoon, Jr., an interesting outline of the policy being carried out by the prosperous pulp and paper concern in the way of extensions to both mill capacity and pulp land holdings and the changes in these respects effected in the year.

The two new paper-making machines, upon which construction work was begun some months ago, Mr. Chahoon stated, were now reaching the stage of complete installation, and it was anticipated that both would be in operation by the turn of the year. The output of newsprint would be increased by 150 tons daily, or approximately 50,000 tons per annum, he said, which additional supply was to be taken by the New York Times under a five-year contract favorable to the company.

The Laurentide president further stated that the company during the past year had acquired here and there small parcels of timber lands, the supply of wood from which would be sufficient to meet the demands of the Grand'Mere enterprise for the increased capacity of the next ten or twelve years, without touching the old limits. The policy of acquiring fresh limits, he said, had been pursued for some years past, so that at the present time, Laurentide has a greater supply of wood available than it had some ten or fifteen years ago.

Mr. Chahoon, in reply to Mr. Blackadar, one of the shareholders present at the meeting, stated that the company's water powers on the St. Maurice River had been more than doubled in potentiality, while the reforestation policy adopted some years ago was developing along satisfactory lines. Laurentide, he said, was the first paper company to study scientifically the replenishing of cut limits, and had gone further in this respect than any similar industrial on the continent.

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WEST TORONTO

Pulpwood and Its Varied Activities

(Continued from page 65)

At present the only pulp and paper mills in the island are at Grand Falls, in the interior, were the Anglo-Newfoundland Development Company some years ago established an extensive plant which supplies the Northcliffe papers in England with most of their material. Before the war capitalists were negotiating for other similar projects.

Now that the survivors of the Newfoundland regiment are at home again, and the supply of labor appears satisfactorily, the world-wide demand for paper has stimulated new efforts. Negotiations are under way looking toward exploiting large tracts of spruce on the south coast. The extensive timber holdings of the Reid-Newfoundland Company, obtained as part of their compensation from the Government for opening up a large part of the colony with a railway line, also are expected to be utilized for pulp-making in the near future. Still another project in contemplation is the establishment of paper and pulp mills, saw mills and veneer mills for the manufacture of birch into boxes and barrels, at St. Georges, on the west coast.

The company promoting the St. Georges' enterprise is composed of British and American capitalists, who control 1,500 square miles of timberland in that vicinity and 1,000 square miles bordering on Grand Lake, the largest body of water in the colony. The upper end of the lake has direct rail connection with St. Georges.

Whalen Company Elects New Directors

Sir George Bury officially severed his connection as president and managing director of the Whalen Pulp and Paper Company, Vancouver, recently, when the new board of directors was elected. It is expected that the new president and managing director will be elected in the near future at a meeting of the board held either in New York or in Eastern Canada.

The secretary-treasurer reported that construction work having been now completed the company's plants were now in a position to effectively handle the large and constantly increasing business offered. The following board of directors was elected:

Messrs. A. H. Douglas and Walter McLachlan, representing British shareholders· R. Higgins, of the Zellerbach Paper Company, San Francisco; James Whalen, Alexander Smith, Peabody Houghteling, Chicago; I. W. Killam, president Royal Securities Corporation; Prof. Lawrence Killam, University of British Columbia; T. W. McGarry, Toronto; F. F. Cole, New York; W. D. Ross, vice-president of the Nova Scotia Steel and Coal Company, and M. J. Haney, Toronto, the recently appointed director of the Riordon Pulp and Paper Company.

Death of Pioneer Pulp Man

John Ford, of Portneuf, Que., died recently. He followed the business of paper-making all his life and saw the first groundwood pulp made in Canada by the hydraulic process. Mr. Ford also built the first successful pulp mill in Canada at Glenford, Portneuf county, which was in operation until a few years ago. He was an engineer and inventor of marked ability, and many of his inventions are now in general use in pulp and paper mills throughout Canada. The passing of Mr. Ford marks the severance of another link which connects the present with the past.

Riordon Prospects are Very Bright

There is considerable talk heard in paper circles regarding the prospects of the Riordon Co. The earnings of this organization are constantly reaching new high records, and the present rate would seem to indicate as much as 12% on the new common stock. The new stock is being dealt with on the unlisted department at around 53 a share. The prediction is heard that it will be placed on a dividend basis this fall, but no intimation has been given respecting the probable amount of the dividend. The price of the company's product, which is principally bleached and easy bleaching sulphite pulp, is now at the very top, with orders ahead for a long period, and from all that can be seen, it is believed that pulp is not likely to experience any recession for some weeks to come.

Company Does Unique Advertising

The effectiveness of newspaper and poster advertising was demonstrated in many new ways during the war in getting recruits, floating Victory bonds, inaugurating public celebrations and enforcing military regulations. Many an industrial plant, which has been in need of labor, has occasionally placed a small want ad. or a 2" or 3" black-faced type announcement in the daily or weekly press, but it remained with the Fort William Paper Co., Limited, to undertake the thing on what might be called a colossal scale. This company is erecting a $3,000,000 pulp and paper plant on the Mission site of Fort William, and recently ran a half-page advertisement in the Port Arthur and Fort William papers, notifying laborers to come and help construct the mill. Highest wages were offered along with hot meals, free transportation to and from the works, and other inducements. The result of this appeal met with an immediately favorable response and will enable the company to have its pulp mill erected by January next, as intended.

Pulp Companies Pay High Woods Wages

A leading lumberman reports that men are scarce in several districts and are particularly restless. They are demanding the highest wages ever known and lumber operators in their logging activities are up against the competition of pulp and paper companies who are paying as high as $85.00 a month for woods labor. This they are able to do because newsprint is commanding an exceptionally high price and another advance goes into effect on the 1st of the month, when the product will bring from 5½c to 6c per lb. The market for this commodity is steady—in fact there is a decided shortage— and the mills must have pulpwood, no matter what the operating expenses are. The price obtained for the finished product justifies the means. The lumber situation, on the other hand, is uncertain. Demand has fallen off, buying is rather slow, building has halted, and just what the future holds in store no one can foretell.

Aggressive Head of Busy Concern

H. Biermans, Shawinigan Falls, Que.

Hubert Biermans, managing-director of the Belgo-Canadian Pulp & Paper Co., is widely known to the industry in Canada, and is at the head of one of the most progressive organizations in its line in Canada. The various units of the organization are located at Shawinigan Falls. The Belgo-Canadian groundwood pulp output is 165 tons a day, sulphite pulp 90 tons and newsprint 200 tons. Mr. Biermans was born in Holland in December, 1864, and, after leaving school, was an apprentice for one year in the machine shops of the Railway "Grand Central Belge" at Louvain, Belgium. Later he was assistant engineer in Corsica, Algiers and France of the Compagnie des Cheminsde-Fer-Departmentaux, for four years, and in 1890 was appointed engineer and later chief engineer of the Congo Railway, which position he ably filled for nine years. Mr. Biermans next went on a special mission to the Gold Coast, representing the Banque d' Outremer. This was followed by a tour of investigation of the Phillipines for the King of Belgium, where Mr. Biermans spent two years studying the advisability of building a railway from Santa Crux, Los Banos, to Manilla. Twenty years ago the subject of this reference came to Shawinigan Falls, where he has resided ever since, with the exception of a few months in each year which are spent in Brussels, Belgium, to which point he makes frequent business trips. There the head office of the organization is located.

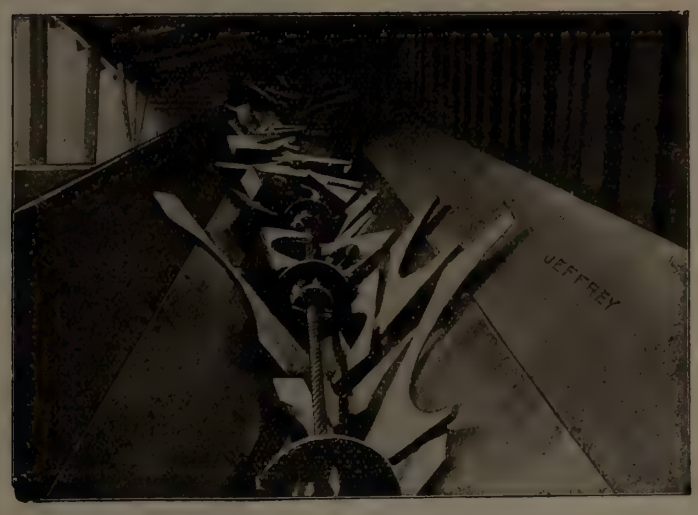
Mr. Biermans is a kindly and thoughtful gentleman, who has won the esteem and confidence of all his associates. His recreations are golf and tennis and he belongs to a number of leading clubs in Montreal.

The Belgo-Canadian industry has been financed largely by leading capitalists overseas and is one of the industries in regard to which spectacular stock flotations or other sensational "fliers" have not been heard. It pursues the quiet, even tenor of its way. Extensive additions are being made to the plant. The new groundwood mill will provide for three grinder units, of which two will be installed at present. The grinder room extensions will be 59' wide and 108' in length, and, the addition to the boiler room, will have a span of 64' and length of 84' and the new transmission building a span of 26' and a length of 74'. The latter is located at the farther end of the new boiler house. The new grinders, which will be installed, are of the magazine type, two to a unit, and each grinder will have an approximate capacity of 20 tons.

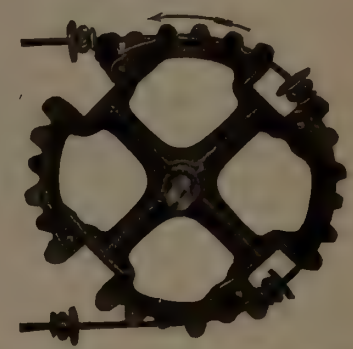
One of the sawmill plants of the Belgo-Canadian Co. is located in Three Rivers, and the other at Shawinigan Falls. The annual cut is about 15,000,000 feet of lumber, besides lath, shingles, boxboards, etc. The lumber department is under the capable direction of H. E. Howe and has had a busy season.

Adapted to Economical Handling of Large Capacities and Long Distance Haulage of Sawdust and Mill Refuse, Etc.

"V" SHAPED TROUGH for large capacities of Refuse, Blocks, Etc. An all-steel trough with re-enforcing angles on the top edges may be used in place of the wood trough with steel lining illustrated above.



One of three Jeffrey Wire Cable Conveyers handling refuse from Saw Mill in a large cooperage plant.



JEFFREY GAPPED SHEAVE WHEELS with Solid Rim and Single Flexible Teeth. Also furnished in Adjustable Rim—Double Flexible Teeth.

Transporting lumber across a river with a Jeffrey Cable Conveyer.

K-2 ATTACHMENT used with Cable illustrated above.

Jeffrey

Wire Cable Conveyers

The Cable Conveyer also has quite an extensive application in the carrying of Pulp Wood

The Jeffrey Mfg. Co.

Canadian Branch and Warerooms

MONTREAL

Handle it Mechanically

Immense Pulpwood Cut in the North

Attractive Prices Induce Many Settters and Operators to Get Busy—Much Poplar Being Offered

E. R. Heyland, of the Thompson & Heyland Lumber Co., Toronto, who carry on an extensive business in pulpwood and ship large quantities to the Thorold district, as well as Pennsylvania, states that there will be a bigger cut of pulpwood throughout Northern Ontario this year than ever; in fact more wood is being taken out now than is usual at this season, and as the fall months roll round, more settlers and farmers will be getting into the game.

Mr. Heyland reports that more offerings of wood are coming to hand than in any previous year. Owing to the prevailing high quotations and the fact that the future of lumber prices and demand is somewhat uncertain, many residents of Northern Ontario and Eastern Quebec are directing their operations in taking off pulpwood. It is the most profitable way to dispose of their smaller logs.

South of North Bay rough spruce and balsam is selling at $13.50 to $14.00 per cord, f.o.b. shipping point, and peeled spruce and balsam from $21.00 to $22.00 per cord. Peeled poplar is bringing $12.50 to $14.00 and peeled hemlock $15.00. Very little rough hemlock or poplar is bought. The product is practically all peeled. These figures may vary some according to the freight rates from different points but are a fair average price of what wood is commanding south of North Bay.

North of that point, say at Englehart, rough spruce and balsam is sold at $12.50 and peeled spruce and balsam $20.00 per cord, while peeled poplar is disposed of at $11.50. There is much more poplar wood being offered than there is a market for at the present time.

The car situation has greatly improved in the northern part of the province during the past few weeks, and shipments are more prompt. As conditions are at present, many of the mills hesitate to go into the northern part of Ontario for wood, owing to the fact that it must be paid for when it is stacked up at the point of shipment. If there are no cars to take it out, it means a tying-up of the investment for a considerable period. It is declared that if pulpwood could be loaded on the cars as it is produced and shipped immediately it would mean a difference of $1.25 per cord in charges, apart altogether from the shrinkage.

Poplar Wood for Soda Pulp

It is understood that the Howard Smith Paper Mills are establishing a 50-ton soda pulp plant at Cornwall, where soda pulp will be made from poplar wood. Mr. Smith was interviewed recently in regard to the development and expansion of the use of poplar in the manufacture of pulp and utilizing even greater quantities of this wood which the north country in certain districts is generously endowed. Mr. Smith states that soda pulp is a new article in Canada, although it has been made for a great many years in other countries, and poplar is the wood employed; in fact, it is the only kind that gives satisfaction. Soda pulp is used very largely in the manufacture of book papers and the Howard Smith Paper Mills have been importing large quantities of this pulp for some time. "The chief difficulty," declared Mr. Smith, "is in obtaining supplies of raw material." He has been very much interested in searching poplar limits to obtain this wood. It, apparently, grows in stands in different parts of the country, and is strictly a "rail" proposition as the wood will not boat. The new soda pulp plant will be located at Cornwall and wood will be brought to that point from the north section of Ontario both by boat and rail.

Mr. Smith states that poplar grows much quicker than spruce and the company has to get some to start with as they cannot wait for the wood to grow in any limits they might purchase or any reforestation scheme they might adopt.

Speaking of poplar, a recent despatch from Ottawa says that this wood bids fair to take on a new value in Ontario, Quebec and New Brunswick. Recent applications have been received by the Government of Quebec for permission to export poplar logs to the United States but these have been turned down on the ground that no logs can be exported from Crown Lands under the Quebec law in unmanufactured form. It was generally thought that as poplar has been a "weed tree" no objections would be raised to its cutting and sale anywhere in log form. The provincial Government takes the view that as spruce and balsam were only a few years ago regarded as "weed trees," poplar is certain to come into its own for soda process paper making and for other purposes. Recently a five million dollar British match concern located in Quebec and will use poplar for match splints exclusively.

A quotation from the market report published in Chicago on July 8th, 1858, shows the following prices: best butter, 10 cents a pound; eggs, 4 cents a dozen; chickens 12 cents each.

Pioneer in the Pulpwood Business

D. H. Pennington, Quebec, P. Q.

David Henry Pennington, of Quebec, was among the first residents of the eastern province to export pulpwood to the United States and was also one of the promoters of the Wayagamack Pulp & Paper Co., of Three Rivers. For many years he has been prominently identified with the lumber and pulpwood interests, and is president of a number of industrial companies in various lines, which are being successfully operated. He is a native of the Ancient Capital where he was born in 1868. His father was also engaged in the lumber line, being with the G. B. Hall Lumber Co. and living at Montmorency Falls. The subject of this reference entered the offices of the Hall Lumber Co. as a junior clerk, and, by industry and perseverance, worked himself up to be general manager of the company's branch of operations in the Eastern Townships, eventually buying out the interests of the company in the townships. At Lyster he established two sawmills, the large dressing plant and a pulpwood storing station. His enterprises were soon felt in the community, and Lyster became an important business outlet on the Grand Trunk Railway route between Quebec and Richmond for the counties of Lotbiniere and Megantic.

Mr. Pennington resided at Lyster for twelve years and was Mayor of that municipality for a long time as well as warden of Megantic County. In 1908 he was elected to represent the county in the Quebec legislature, where he served for a number of years. He is also a former member of the Quebec Harbor Commission, resigning June last. Mr. Pennington had large timber limits on and near the river St. Lawrence and is now largely interested in pulpwood.

Higher Prices for Railway Ties

The time for taking out ties starts early next month, so far as the general operator is concerned. The prospects are bright for an unusually large production of both softwood and hardwood ties during the coming winter. Prices have advanced somewhat and show an increase of about 15% over last year.

A leading Ontario purchaser of ties stated recently that, owing to the somewhat doubtful outlook of the general building situation and the lumber market for the coming year, which was causing various logging firms to decrease production, many small operators were turning their attention to ties. The requirements of the railways were about normal and the advance in the prevailing price of ties of 15% will, no doubt, prove an incentive to increased activity in this direction in various parts of the country.

Some Corrections on Measurements

In the interesting article, "Some Reminiscences of Swedish Lumbering," by Anton Selander, F.E., Montreal, which appeared in the September 1st issue of the "Canada Lumberman," it was stated that trees in Sweden were generally cut three feet from the ground. This should have read "three inches." It was also stated that the width between the runners on the timber sleighs is three feet, whereas it is generally two feet. The logs for charcoal are two feet long and not 10 feet. In a letter to the "Canada Lumberman," Mr. Selander says "the errors were made in my office, so that you are in no way to blame, but I hope you will be kind enough to make the necessary corrections, and greatly oblige."

New Company Procures Charter

A charter has been granted the Northern Pulpwoods and Transport Co., Limited, with a capital stock of $500,000 and head office in Toronto, to carry on the business of manufacturing and dealing in lumber, pulpwood, pulp, paper and other forest products.

According to press reports, two quarts of whiskey were destroyed when a house burned down in a southern city recently, and the paper says that the total loss was $2,000. Wasn't the house worth anything?

Cedar Shingles—All Grades

Can Ship Promptly in Following Brands:

Beaver Brand Fraser Brand

Price Brand

Wire or Write for Quotations

CEDAR PRODUCTS, LTD.

Selling Agents

AMHERST, N. S.

Tea for the Camp

LET us send you a sample of a special line of tea which we put out to serve in the camp, although, at the price which we quote, you may possibly think it not up to much in quality, but we can assure you that it has real merit, and if you will only test it out, you can surely make a great saving, and at the same time give pleasure to the boys in the woods.

Ask for a Sample of "Camp Blend" Tea Black or Mixed in Chests at 29 Cents

H. P. Eckardt & Co.

DEALERS IN CAMP SUPPLIES

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THE EAGLE LUMBER CO. Limited
WHOLESALE LUMBER
SANS-DIEU-RIEN
MONTREAL - CANADA

ROUGH AND DRESSED LUMBER

We Offer for Immediate Delivery:

SPRUCE, 1 in., 1¾ in., 2 in. and 3 in. All sizes.
800,000 ft. 1 in., 1½ in., 2 in. and 3 in. No. 3 Common
BIRCH AND MAPLE.
1 in. and 2 in. ASH AND ELM.

Always "Eagle Quality"

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Head Office: 90 St. James Street, Montreal, Que.
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Northern Office: MIDLAND, ONT.
Southern Office: HATTIESBURG, MISS

Herman H. Hettler Lumber Co.
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Manufacturers and Dealer

White Pine, Red Pine and Yellow Pine
Lumber and Lath

Excellent Planing Mill Facilities. Prompt Shipments

EVERYTHING IN SPRUCE

Dressed Spruce

Flooring, Sheathing and Siding in any Style or Dimension

PROMPT DELIVERIES

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GOOD STOCKS PROMPT SHIPMENTS SATISFACTION

C. A. SPENCER, LIMITED
Wholesale Dealers in Rough and Dressed Lumber, Lath and Shingles
Offices—McGill Building, MONTREAL, Quebec

EDGINGS

Ontario

Dey Bros., Ottawa, Ont., boat builders, recently suffered a loss by fire.

Five buildings were wiped out in a fire which broke out in Dan Strong's planing mill on the Mattagami townsite across the line from Timmins.

Arnold Green, of Green Bros., Toronto, interior woodworkers, recently passed away. Mr. Green was fatally injured in an automobile accident.

The James T. Gilchrist Lumber Co., 496 Gladstone Avenue., Toronto, is making extensive improvements and additions to its buildings which greatly improve the appearance of the premises.

The planing mill, carriage factory and blacksmith shop of W. G. Greenwood, Sault Ste. Marie, Ont., was completely wrecked by a gas explosion. The loss exceeds $7,000, with no insurance.

The Milverton Furniture Co., Limited, Milverton, Ont., were recently incorporated to manufacture and deal in furniture of all kinds, capital $200,000. The provisional directors are John Boshart, Enos Nafziger, Norman Honerich, Alvin Clemens and John Grosch.

The work of reforestation has started in Ontario. Simcoe County has secured 800 acres of land in Vespra township, which has been purchased at an average of about $6.00 per acre. This land is not suitable for agriculture and the county will start the work of reforesting.

The Pigeon River Lumber Co. will erect a large pulp and paper mill at Port Arthur if pulp limits can be secured. A deputation from Port Arthur consisting of Mayor Matthews and other representative citizens recently interviewed the Ontario Government in this connection.

Fred Dane, Commissioner of Settlers' Loans in the Lands and Forests Department, has moved his office from the Parliament Buildings to the Government building at 46 Richmond Street West, Toronto. The office at Queen's Park will be occupied by E. J. Zavitz, who is to be new Superintendent of Woods and Forests.

The Rice Lake Canoe Co., who for many years have operated at Gore's Landing, Ont., have obtained a site and will erect a new factory in Cobourg, Ont. The new plant will be located near the new furniture factory of the Langslow Fowler Co. Favorable shipping advantages, both by boat and rail, make the new location an advantageous one.

The sawmill owned by Adam Schaver, in Keppel Township, was burned recently. The greater part of the lumber piled in the yard was also consumed. Mr. Schaver had been cutting shingles in the afternoon and had quite a fire on under the boiler, and it is thought the blaze originated from a spark from the smoke stack. The mill will be rebuilt.

A charter has been granted the Pembroke Timber, Tie & Pulp Co., Limited, with headquarters in Pembroke and a capital stock of $40,000, to carry on the business of lumbering in all its branches, and to manufacture and deal in timber, lumber and pulpwood. Among the incorporators are James S. Fraser, L. M. Chapman, A. J. Miller and F. P. Shepherd, of Pembroke.

Arrangements are being made between the Canadian Air Board and the Commission of Conservation, for Ontario, the Department of Agriculture and the Chief Forester for New Brunswick to use airplanes and flying boats extensively next summer in the establishing and carrying out of forest fire patrols and the conveying of entomologists to ordinarily inaccessible places in search of spruce bud worms, etc.

The Nipigon Fibre & Paper Mills, Limited, have awarded a contract for erecting their new pulp plant at Nipigon to the Thunder Bay Harbor & Improvement Co. The initial output will be 50 tons a day, and it is expected the industry will be in operaton early next year. Construction work is now under way and good progress is being made. The mill is located one mile west of Nipigon, in the Thunder Bay District on the Canadian National Railway.

The Ontario Cabinet went all through the argument regarding the Backus interest application for the English River pulp limits and no decision has yet been reached. Premier Drury said the Government was waiting to consult Sir Adam Beck regarding the water powers. Mr. Backus, Peter Heenan, M.P.P., and others were present with the Government. Mr. Backus said that the Government had not yet made known its decision. He would not say whether he thought his chances of getting the limits good or otherwise.

A charter has been granted the Kratz & Hall Lumber Co., Limited, with headquarters in Vineland, Lincoln County, to carry on a business of timber merchants, sawmill and shingle manufacturers and pulpmill owners, loggers, lumbermen, etc. Among the incorporators are John H. Kratz, Louth Township, and Joseph H. Hall, Waterloo. The new organization is empowered to take over, as a going concern, the timber limits, mill, supplies, and other assets of the business now carried on at Craighurst, Simcoe County, by J. H. Kratz & Co.

Eastern Canada

The Bolton Last Plant of George Willard & Son, Mansonville, P.Q., was destroyed by fire.

The plant and stock of the Edward Sinclair Lumber Co., Newcastle, N.B., were recently damaged by fire.

Cyrus MacRae, John W. Robinson and Alcide Brisson, of Clifton, P.Q., were recently registered as the East Clifton Pulp & Lumber Co.

Wholesale Lumber Co., Limited, Sherbrooke, Que., was recently granted a federal charter to conduct a general lumber business in all its branches. Capital $10,500. E. M. McDougall and G. S. Stains, both of Montreal, are two of the incorporators.

The Lake St. John Pulp & Paper Co., Limited, Montreal, P.Q., have just been granted a federal charter with a capital stock of $4,000,000 and headquarters in Montreal. It is understood that they will erect large pulp and paper mills in the Lake St. John district.

Already some two hundred applications have been received for loans out of the $1,000,000 allocated to Montreal for the new housing scheme. It is said by Alphonse Verville, the surviving member of the Housing Commission, the remaining members of which handed in their resignations, that there is

considerable confusion amongst citizens as to where they should apply for loans under this housing plan, and he is dealing with enquiries of many kinds, asking for information as to who is entitled to apply, the amounts obtainable, terms of payment, how repayable, interest due, and so on.

The Jost Pulpwood Company of Campbellton, Limited, Campbellton, N.B., was recently granted a federal charter to manufacture and generally deal in lumber, timber and pulpwood products. Capital $75,000. P. M. Jost and A. E. Wever, merchants, both of Westmount, Que., are two of the incorporators.

The Compagnie Forestiere, Limitee, Chicoutimi, Que.. have been authorized by supplementary letters patent to change their name from "La Compagnie Jolbert Incorporee." The new company will conduct a general lumber business manufacturing and dealing in lumber, timber and other forest products, with a capital of $50,000.

Speaking of lumber conditions in Prince Edward Island, a recent issue of the "Charlottetown Guardian" says that many of the fir trees have gone to waste in that province during the last four or five years on account of a disease which caused them to decay. Thousands of dollars have been lost by the owners neglecting to use or sell the trees before they went bad altogether and most of them are now of little use.

It is understood that the Hammermill Paper Co. of Erie, Pa., who recently acquired the timber lands, mill site and river improvements of the Matane Lumber & Development Railway, owned by O'Brien and Doheny, will have their headquarters in Quebec and that they will start at once fall and winter operations in the logging line. The timberlands acquired are on the Rivers Matane and Cap Chat on the south shore of the St. Lawrence and comprise an area of 133,000 acres. L. G. Belley, K.C., of Quebec, directed the purchase of the O'Brien and Doheny interests.

Members of the lumber industry generally, and particularly of the National Hardwood Lumber Association, of which he is one of the distinguished ex-presidents, will learn with gratification of the nomination of John M. Woods, of East Cambridge, Mass., as a candidate for representative to the State Legislature from his district. This nomination means the election of Col. Woods, and the certainty that that district will be represented in the coming legislature by a big, brainy, business man. Col. Woods is well known in Canada and was one of the speakers at the annual convention of the Canadian Lumbermen's Association held in February last in Quebec city. He is familiarly known in hardwood industry as "Uncle John" and is very popular.

Western Canada

The sawmill of M. Foucher, Arborfield, Sask., was recently damaged by fire.

The shingle mill of Smith & Hutton, Cloverdale, B.C., was destroyed by fire.

The Antony Lumber Co., Limited, Aleza Lake, Alta., were recently incorporated.

The Capilano Timber Co., Limited, North Vancouver, B.C., recently suffered a loss by fire.

Fire recently damaged the plant of the Barclay Shingle Mills, Limited, Vancouver, B.C.

The exports from British Columbia during the first six months of 1920 amounted to 29,000,000 feet of lumber.

The plant of the Dominion Cedar & Shingle Co., Limited, New Westminster, B.C., was recently damaged by fire.

A charter has been granted to the Kootenay Pulp & Paper Co., Limited, with headquarters at Nelson, B.C. The authorized capital is $500,000.

J. D. Patterson and S. A. Werry, of Vancouver, are principals of the Napier Lumber Co., which is building a mill of 20,000 feet capacity on Vancouver Island, near Duncan.

The sawmill, planing mill, shingle mill and lath plant of Brooks, Bidlake & Whittall Co., Powell River, B.C., was damaged to the extent of $115,000 by fire. The loss is fully covered by insurance.

Forest fires recently threatened the Norway House, the headquarters of the Hudson Bay Co., fir traders in northern Manitoba. The flames were fought off successfully for over a week and were finally conquered.

The James Logging Co. at Steelhead, B.C., are laying down three new spurs of railway to various parts of their limits, and are shipping large numbers of logs to the river. The company already have 22 miles of steel down, and are constantly extending other operations.

British Columbia is free of forest fires and no more outbreaks are expected, according to a report of the Forest Branch of the Department of Lands. There were no less than 981 distinct fires this year and to fight and extinguish them it has cost the province $182,408.

The eleventh session of the Pacific Coast Logging Congress will be held at Vancouver, October 6, 7, 8 and 9. The local entertainment committee at Vancouver is making preparations to royally entertain the visitors. The committee expects that it will have an unusually large attendance at the Logging Congress this fall.

The Canadian Western Door Co., which was recently organized with a capitalization of a quarter of a million, is planning the construction of a $135,000 sash and door factory at Mission, B.C. The plant will be one of a most modern character with a daily capacity of 1,000 doors or 600 doors and 500 window sash, which will mean a carload of material produced every day. The plant when completed will employ about 75 hands.

The Beaver River Lumber Co., W. J. Walker, Vancouver, foreman, are now running at full capacity one side of their new logging camp at Clayburn, B.C. The camp is a portable one, each building being 40 x 12, so that they can be placed on box cars and moved when their logging operations in this particular locality are completed. Everything about the camp is modern in every respect. R. E. Johnson, representative of the Taylor Forbes Co., took the measurements recently for a hot air furnace to be installed in the rooms and in the drying room. The sleeping apartments are supplied with steel beds, blankets, pillows, sheets, and reading tables. There are also six shower baths in connection with the sleeping quarters.

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BECK LUMBER CO.

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PHONE MAIN 2170 - TORONTO

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HEMLOCK and PINE

We Can DRESS, MATCH and RESAW

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1", 2" and 3"

Spruce and Pine

also

1½" and 1⅝" x 4' No. 1 Spruce Lath.

In quoting advise full specifications as to grades, widths, lengths and dryness.

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4ths and Better Spruce

1 x 4 x 10/13	40,000 ft.	1¾ x 7 x "	60,000 "
1 x 5 x "	40,000 "	1¾ x 9 & Up.	100,000 "
1 x 6 x "	40,000 "		
1 x 7 x "	20,000 "		
1 x 8 x "	10,000 "	2 x 4 x 10/13	25,000 ft.
		2 x 5 x "	80,000 "
1¾ x 4 x 10/13	25,000 ft.	2 x 6 x "	80,000 "
1¾ x 5 x 10/13	50,000 "	2 x 7 x "	90,000 "
1¾ x 6 x "	65,000 "	2 x 8 x "	75,000 "

WE ALSO HAVE "B" & "C" GRADE IN 1", 1¾" & 2"

Prompt shipment Satisfactory stock Good service Write or wire for prices

Install a "By-Pass" Exhauster

in your Saw Mill, Planing Mill or Plant

Our "By-Pass" Exhaust systems save your power and give better service. They handle green sawdust or wet, stringy material that usually clogs up an ordinary Blower system. The fan wheel is not overhung. No heating, clogging, or shaking. Three bearings.

Write for information.

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Vanadium Steel

ARROW HEAD Saws contain a quality of steel that would have pleased the ancients. The men in the lumber woods know the Arrow Head Saw, and they are frequently seen caring for it like a favorite razor.

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St. Catharines, Ontario

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A SPECIALTY - NOT A SIDE LINE

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26 Models for Sawmills, Planing Mills & Box Factories

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Saginaw, Michigan

Stop the Leaks That Steal Your Profits

These are many expensive leaks in your plant that you know nothing about.

Loss of power through slippage on pulleys — spoiled materials — idle machines—employees paid for time while repairs are being made—wrong placing of belts—each one costs you money in power waste and lost production. They take more out of your profits than **our better belts** would cost.

Dominion Friction Surface Belting

will eliminate most transmission troubles, for it is more than just a belt—it is service built into a product.

Our engineers are ready to demonstrate to you, without charge, that Dominion Friction Surface Belting will lower your manufacturing costs.

Phone, wire, or write our nearest service branch.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
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Our Dominion Hose, Packing and Industrial Rubber Goods are all the Same High Standard as Dominion Friction Surface Belting.

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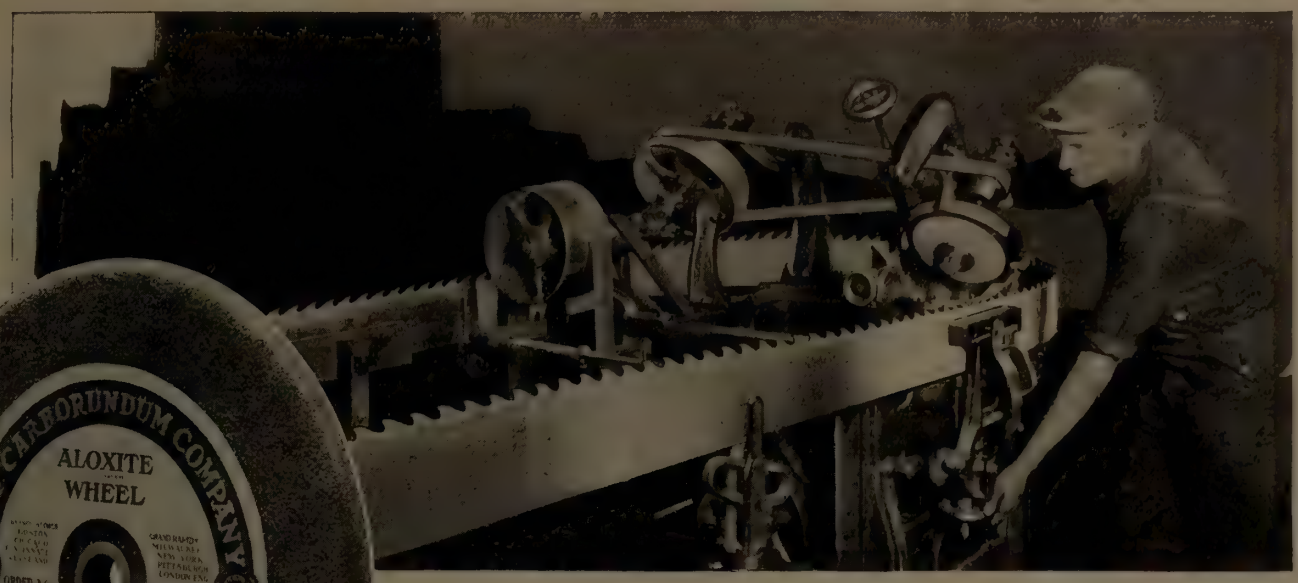
Hamilton		Victoria

BELTING—Transmission: "Dominion" "Keewatin" "Para." Conveyor: "Rockproof" "Canadian" "Hiheat." Elevator: "Dominion" "Rockproof" "Endurance." Agricultural: "Lumber King" "Star" "Western." Grain Elevator: "Metcalf Standard" "St. Lawrence" "Grain King."

HOSE—Air: "Kushion Kover" "Para" "4810 Airtite." Steam: "Indestructible" "Rockproof" "Para." Water: "Indestructible" "Kushion Kover" "Para." Suction: "Para" "Star" "Trade." Garden: "Canadian" "Dominion" "Star."

PACKINGS—Sheet; "Join-Tite" "Star" "Importers." Rod: "Cabestos" "Valve-Bestos" "Canadian." Valves: "Montreal" "Commercial" "Canadian."

MISCELLANEOUS—Mats, Matting and Flooring, Plumbers' Specialties, Rubber Covered Rolls, Friction Tape, Splicing Compound, Dredging Sleeves, Hard Rubber Goods, Tubing, Rinex Soles, Catspaw Heels, Jar Rubbers, Moulded Goods.



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For Aloxite Saw Gumming Wheels don't vary.

This ability to duplicate wheels has won the confidence of filers the country over.

They know that they can keep right on always getting the same fast, clean, cool cutting wheels that turn out better conditioned saws—quicker.

There is nothing more convincing than a trial wheel

Aloxite Saw Gumming Wheels

The Carborundum Company
Niagara Falls, N. Y.

Grand Rapids New York Chicago Boston Philadelphia Detroit Cleveland
Cincinnati Pittsburgh Milwaukee

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine;		
1 x 4/7 Good Strips	$135 00	$138 00
1¼ & 1½ x 4/7 Good Strips	135 00	138 00
1 x 8 and up Good Sides	150 00	160 00
2 x 4/7 Good Strips	160 00	170 00
1¼ and 1½ x 8 and wider Good Sides	175 00	176 00
2 x 8 and wider Good Sides	175 00	180 00
1 x 4 and 5 Mill Run	58 00	60 00
2 x 6 Mill Run	62 00	64 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	70 00	72 00
1 x 7, 9 and 11 Mill Run	72 00	74 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	45 00	47 00
1 x 10 x 12 6/16 No. 2 Mill Culls	50 00	52 00
1 x 4 and up 6/10 No. 3 Mill Culls	32 00	36 00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	62 00	64 00
2 x 8 Mill Run	64 00	66 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK, No. 1

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	50 00	52 00
1 x 8 in. x 9 to 16 ft.	52 00	54 00
1 x 10 and 12 in. x 9 to 16 ft.	54 00	56 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	54 00	56 00
2 x 4 to 12 in., 18 ft.	58 00	60 00
2 x 4 to 12 in., 20 ft.	60 00	62 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	
(Depending upon widths)	
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1 x 5 & 6 Fir Casing	
1 x 8 & 10 Fir Base	
1¼ & 1½ 8, 10 & 12" E. G. Stepping	
1¼ & 1½, 8, 10 & 12" F. G. Stepping	
1 x 4 to 12 Clear Fir, D4S.	
1¼ & 1½ x 4 to 12, Clear Fir, D4S	
XX Shingles 6 butts 1 to 2", per M.	
XXX Shingles, 6 butts to 2 in., per M.	
XXXXX Shingles, 5 butts to 2 in., per M.	

All prices are undergoing a revision owing to increase in freight rates and final adjustments have not yet been made by the mills.

LATH

	F.O.B. Mill
No. 1 White Pine, 4 ft.	16 00
No. 2 White Pine, 4 ft.	15 00
No. 3 White Pine, 4 ft.	14 00
Mill run White Pine, 32 in.	8 00
Merchantable spruce lath, 4 ft.	9 00-12 00

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$165.00	$115.00	$ 70.00
1¼"	200.00	150.00	80.00
1½"	200.00	150.00	80.00
2"	215.00	165.00	95.00
2½" and 3"	245.00	225.00	105.00
4"	265.00	235.00	120.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	200.00	140.00	110.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	135.00	$115.00	$ 75.00
5/4 and 6/4	145.00	125.00	85.00
8/4	150.00	125.00	100.00
10/4.. and 12/4	190.00	160.00	120.00
16/4	205.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$130.00	$100.00	$ 65.00	$ 50.00
5/4 & 6/4	135.00	105.00	70.00	55.00
8/4	140.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$150.00	$105.00	$ 55.00
1¼"	155.00	120.00	60.00
2"	165.00	125.00	60.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4..	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain		Quartered	
	1s & 2s	No. 1 Com.	1s & 2s	No. 1 Com.
1"	$170.00	$130.00	$205.00	$180.00
1¼"	200.00	150.00	215.00	180.00
1½"	200.00	150.00	215.00	180.00
2"	210.00	190.00	210.00	190.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$ 95.00	$ 80.00
1¼" and 1½"	115.00	95.00
2"	125.00	110.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$125.00	$ 80.00	$ 50.00
1¼"	125.00	80.00	50.00
1½"	140.00	90.00	55.00
2"	150.00	100.00	60.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$ 95.00	$ 70.00	$ 45.00	$ 25.00
5/4 & 6/4	130.00	120.00	90.00	
8/4	140.00	130.00	100.00	
12/4	150.00	140.00	110.00	
16/4	180.00	170.00	130.00	

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$170.00	115.00
5/4 & 6/4	180.00	125.00
8/4	190.00	135.00
10/4	230.00	180.00
12/4	230.00	180.00
16/4	240.00	190.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$255.00	$165.00
5/4 and 6/4	275.00	175.00
8/4	285.00	185.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$230.00	$130.00
5/4 and 6/4	240.00	140.00
8/4	250.00	150.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:	
1-in. x 7-in. and up	$150 00
1¼-in. and 1½-in., 8-in. & up	190 00
2-in. x 7-in. and up	200 00
No. 2 cuts 2 x 8-in. and up.	95 00
Pine good strips:	
1-in.	125 00
1¼-in. and 1½-in.	145 00
2-in.	150 00
Pine good shorts:	
1-in. x 7-in. and up	135 00
1-in. x 4-in. to 6-in.	110 00
1¼-in. and 1½-in.	135 00
2-in.	140 00
7-in. to 9-in. A sidings	80 00
Pine, No. 1 dressing sidings	95 00
Pine, No. 1 dressing strips	90 00
Pine, No. 1 dressing shorts	75 00
Pine, 1-in. x 4-in. s.c. strips	72 00
Pine, 1-in. x 5-in. s.c. strips	73 00
Pine, 1-in. x 6-in. s.c. strips	74 00
Pine, 1-in. x 7-in. s.c. strips	74 00
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00 76 00
Pine, 1-in. x 10-in. M.R.	78 00
Pine, s.c. sidings, 1½ and 2-in.	75 00
Pine, s.c. strips, 1-in.	65 00
1¼, 1½ and 2-in.	70 00
Pine, s.c. shorts, 1 x 4 to 6 in.	60 00
Pine, s.c. and bet., shorts, 1 x 5	62 00
Pine, s.c. and bet., shorts, 1 x 6	65 00
Pine, s.c. shorts, 6'-11', 1"x10"	68 00
Pine box boards:	
1"x4" and up, 6'-11'	52 00
1"x8", 12'-16'	60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up	55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.	45 00
O. culls r & w p	38 00 40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00	52 00
1"x4" and up, 12'-16'	50 00	52 00
1"x9"-10" and up, 12'-16'	54 00	56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00	56 00
1¼ x 10 and up, 12'-16'	54 00	60 00
1½" & 2" x 12" and up, 12'-16'	54 00	60 00
Spruce, 1-in. clear (fine dressing and B)	60 00	63 00
Hemlock, 1-in. cull	35 00	37 00
Hemlock, 1-in. log run	45 00	47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00	58 00
Tamarac	34 00	36 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00
Lath per M:		
No. 1 white pine, 1½-in. x 4 ft.		Open
No. 2 white pine		Open
Mill run white pine		17 00
Spruce, mill run 1½-in.		11 00
Red pine, mill run		14 00
Hemlock, mill run	12 00	13 00
White Cedar Shingles;		
XXXX, 18-in.		12 00
Clear butt, 18-in.		10 00
18-in. xx		7 00
Spruce logs (pulp)	20 00	28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot	
First class Ottawa waney, 18-in. average, according to lineal	100	110
19 in. and up average	110	120

SPRUCE DEALS

(At Mill)

	Per M. Ft.	
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00	$44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00	46 00
3 in. unsorted Quebec, 9 in. wide	50 00	54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.	
According to average and quality 55 ft. cube	1 00	1 20

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00	1 20
According to average and quality, 30 to 35 feet	90	1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	50 00	60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	120 00
1¼ and 1½ in. and up wide	135 00
2 in. and up wide	140 00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	125 00
8/4 x 8 and up No. 1 and better	125 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100.00
2 in., 8 in. and up wide	105.00
2½ in. and 3 in., 8 in. and up wide	130.00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$80 00	90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00	95 00
2½ to 3 in., 10/16 ft.	90 00	100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00	82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00	85 00
2½, 1½ and 3 in.	85 00	95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00	74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00	75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00	62 00

MILL CULLS

Mill Run Culls	
1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up.	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

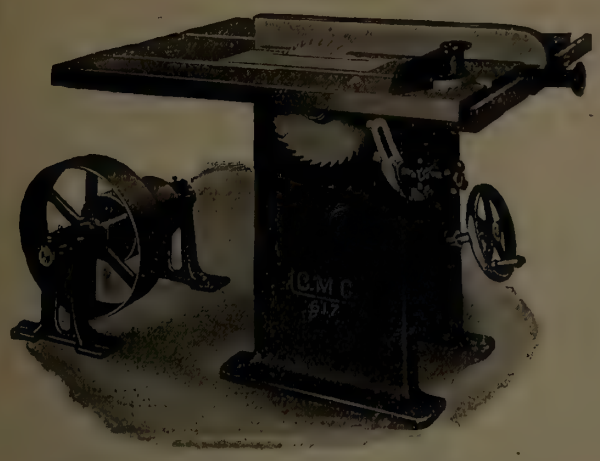
WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$44	$43	$43	$44
2 x 6	45	43	43	44
2 x 8	46	44	44	45
2 x 10	47	45	45	46
2 x 12	48	46	46	47

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 84)



No. 617 Tilting Table Variety Saw

C.M.C.

No. 714-36" Band Saw

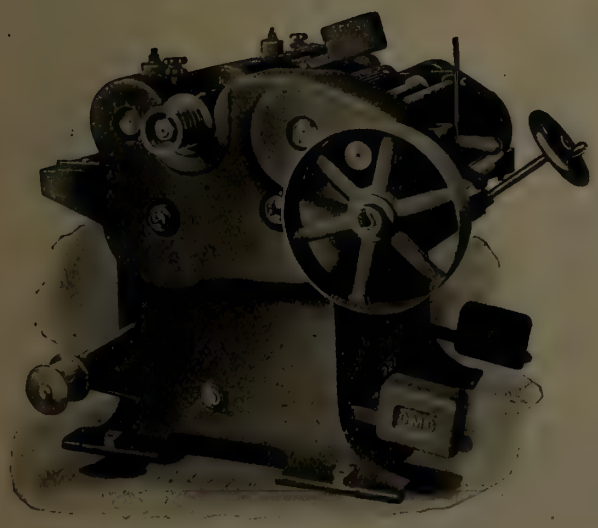
Handy Machines

These small, handy machines for those *"odd jobs"* which are continually turning up, will help get the work out quicker, besides doing them a whole lot cheaper.

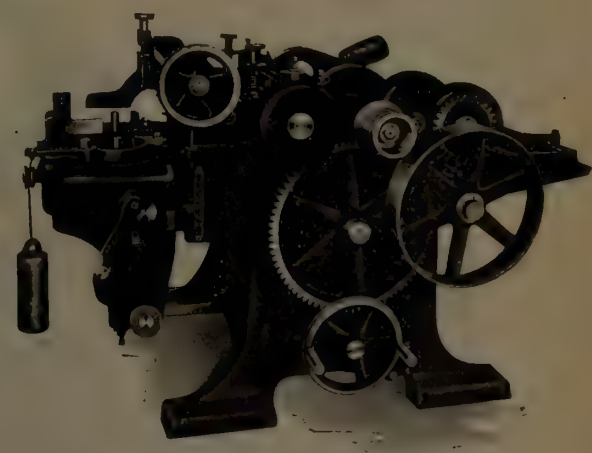
They are built right, will give excellent results and long, satisfactory service.

THEIR COST IS SMALL AND THEIR SAVING LARGE

Full descriptions, details and prices on request.



No. 221-24" x 8 Poney Planer



No. 114-Small Planer and Matcher

CANADA MACHINERY CORPORATION LIMITED

GALT - - ONTARIO

Toronto Office and Warerooms—Brock Avenue Subway

CURRENT LUMBER PRICES—Continued

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E	$43 00
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E	44 00
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E	42 00
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E	45 00
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E	47 00
2 x 10, 8 ft. to 16 ft., S1S1E	45 00
2 x 10, ft., S1S1E	45 00
2 x 10, 18/22, S1S1E	46 00
2 x 10, 24/32, S1S1E	48 00
2 x 12, 8 ft. to 16 ft., S1S1E	44 50
2 x 12; 10, 18, 20	46 50
2 x 12; 24, 26, 28, 30, 32	48 50

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	42 00
2 x 4 in., 8, 12 and 14 ft.	43 00
2 x 4 in., 16 ft.	44 00
2 x 4 in. 18 and 20 ft.	45 00
2 x 4 in., 22 to 32 ft.	47 00
2 x 10 in., 8, 12, and 14 ft.	44 25
2 x 10 in., 16 ft.	45 25
2 x 10 in., 18 and 20 ft.	46 25
2 x 10 in., 22 to 32 ft.	48 25
2 x 12 in., 8 to 14 ft.	45 75
2 x 12 in., 16 ft.	46 75
2 x 12 in., 18 and 20 ft.	47 75
2 x 12 in., 22 to 32 ft.	49 75
3 x 3 and 3 x 4 in., 8 to 14 ft.	47 25
3 x 3 and 3 x 4 in., 16 ft.	48 25
3 x 3 and 3 x 4, 18 and 20 ft.	49 25
3 x 3 and 3 x 4, 22 to 32 ft.	51 25
6 x 6, 6 x 8, 8 x 8, 6 to 16 ft.	49 50
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	50 00
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	51 00
Shingles, XXX B. C. Cedar, straight cars on 60c rate	Open

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	250 00
Uppers, 5/4 to 8/4	250 00
Uppers, 10/4 to 12/4	275 00
Selects, 4/4	225 00
Selects, 5/4 to 8/4	225 00
Selects, 10/4 to 12/4	225 00
Fine Common 4/4	175 00
Fine Common 5/4	185 00
Fine Common 6/4	185 00
Fine Common 8/4	185 00
No. 1 Cuts 4/4	135 00
No. 2 Cuts 5/4	145 00
No. 1 Cuts 6/4	145 00
No. 1 Cuts 8/4	150 00
No. 2 Cuts 4/4	95 00
No. 2 Cuts 5/4	115 00
No. 2 Cuts 6/4	120 00
No. 2 Cuts 8/4	125 00
No. 3 Cuts 5/4	85 00
No. 3 Cuts 6/4	85 00
No. 3 Cuts 8/4	85 00
Dressing 5/4	110 00
Dressing 5/4 x 10	110 00
Dressing 5/4 x 12	115 00
No. 1 Moulding 5/4	160 00
No. 1 Moulding 6/4	160 00
No. 1 Moulding 8/4	160 00
No. 2 Moulding 5/4	140 00
No. 2 Moulding 6/4	140 00
No. 2 Moulding 8/4	140 00
No. 1 Barn 1 x 12	95 00
No. 1 Barn 1 x 6 and 8	88 00
No. 1 Barn 1 x 10	90 00
No. 2 Barn 1 x 6 and 8	81 00
No. 2 Barn 1 x 10	84 00
No. 3 Barn 1 x 6 and 8	69 00
No. 3 Barn 1 x 10	72 00
Box 1 x 6 and up	63 00
Box 1 x 10	65 00
Box 1 x 12	66 00
Box 1 x 13 and up	67 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	107-112	84- 89	66-68
5/4 to 8/	123-125	91- 93	68-73
10/4 to 16/4	133-135	103-105	75-77

RED BIRCH

4/4	139-141	103-105	69-71
5/4 to 8/4	142-150	112-114	78-80

SAP BIRCH

4/4	135-139	103-107	69-71
5/4 and up	140-145	106-108	73-80

SOFT ELM

4/4	124-128	94- 96	51-55
5, 6 & 8/4	132-137	102-104	59-61

BASSWOOD

4/4	119-124	99-101	46-48
Thicker	123-131	102-109	54-57

PLAIN OAK

4/4	150-155	120-124	60-62
5/4 to 8/4	160-165	130-134	68-72

ASH, WHITE AND BROWN

4/4	137-141	107-111	58-61
5/4 to 8/4	153-158	115-117	64-67
10/4 and up	172-177	130-133	67-70

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

White pine uppers, 1 in.	216 00
White pine uppers, 1¼, 2 in.	220 00
White pine uppers, 2½, 3 in.	246 00
White pine uppers, 4 in.	256 00
Selects, 1 in.	190 00
Selects, 1¼, 2 in.	200 00
Selects, 2½, 3 in.	235 00
Selects, 4 in.	245 00
Fine common, 1 in., 30 per cent. 12 in. and up	175 00
Fine Common, 1 x 8 and up	172 00
Fine common, 1¼ to 2 in.	175 00-180 00
Fine common, 2½ and 3 in.	225 00
Fine common, 4 in.	235 00
1 in. shaky clear	95 00
1¼ in. to 2 in. shaky clear	100 00
1 in. No. 2 dressing	95 00
1¼ in. to 2 in. No. 2 dressing	95 00
No. 1 Cuts, 1 in.	105 00
No. 1 Cuts 1¼ to 2 in.	110 00
No. 1 Cuts, 2½ and 3 in.	130 00
No. 2 Cuts, 1 in.	75 00
No. 2 Cuts, 1¼ to 2 in.	80 00-85 00
Barn Boards, No. 1, 1 x 12	100 00
No. 1, 1 x 10	90 00
No. 1, 1 x 8	88 00
No. 2, 1 x 12	85 00
No. 2, 1 x 8	81 50
No. 2, 1 x 10	83 00
No. 3, 1 x 12	79 00
No. 3, 1 x 10	67 50
No. 3, 1 x 8	66 00

No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.	110 00
1 x 10 in.	110 00
No. 1, 1 x 4 to 7 in.	95 00
No. 1, 1 x 8 and 9 in.	98 00
No. 1, 1 x 10 in.	98 00
No. 2, 1 x 4 & 5 in.	58 00
No. 2, 1 x 6 & 7 in.	62 00
No. 2, 1 x 8 & 9 in.	64 00
No. 2, 1 x 10 in.	60 00
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2 x 12 in., random lengths	58 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7	49 00
3 x 4 and 4 x 4 in.	51 00
8 x 8 in.	55 00
All other random lengths, 7-in. and under, 8 ft. and up	51 00 53 00
5-inch and up merchantable boards, 8 ft. and up, p 1s	51 00
1 x 2	50 00
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1¼ in. spruce lath	10 00
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Clears	7 00
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Extra 1s (Clear whites in)	4 50
Extra 1s (Clear whites out)	3 50 4 00
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Red Cedar Eurekas, 18-inch, 5-butts to 2 in.	10 00
Red Cedar Perfections, 5 butts to 2¼	11 00
Washington 16-in. 5 butts to 2 in. extra red cedar	6 50

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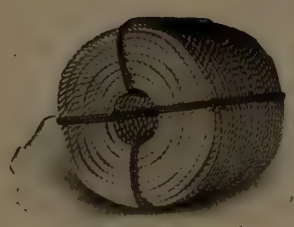

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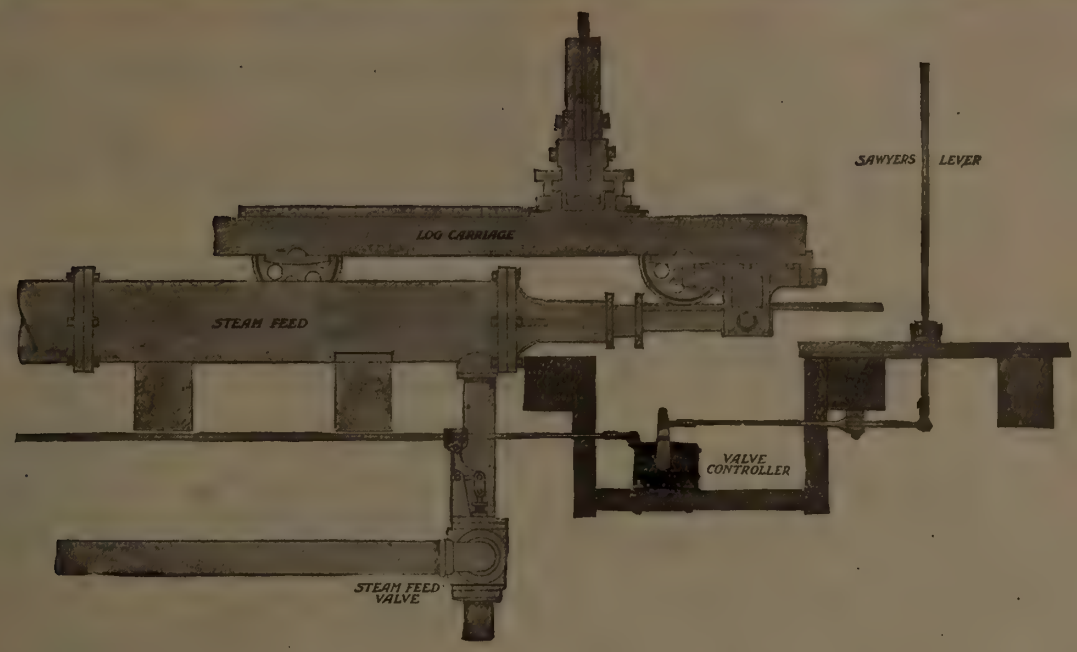

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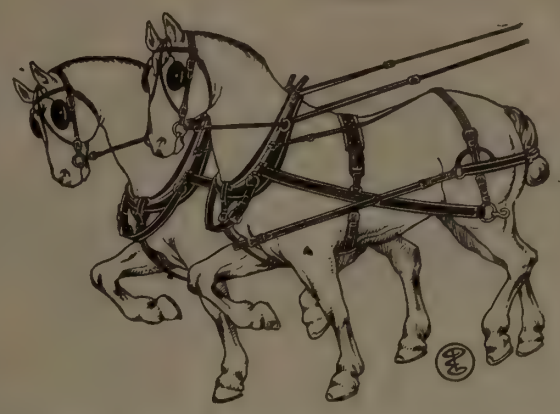

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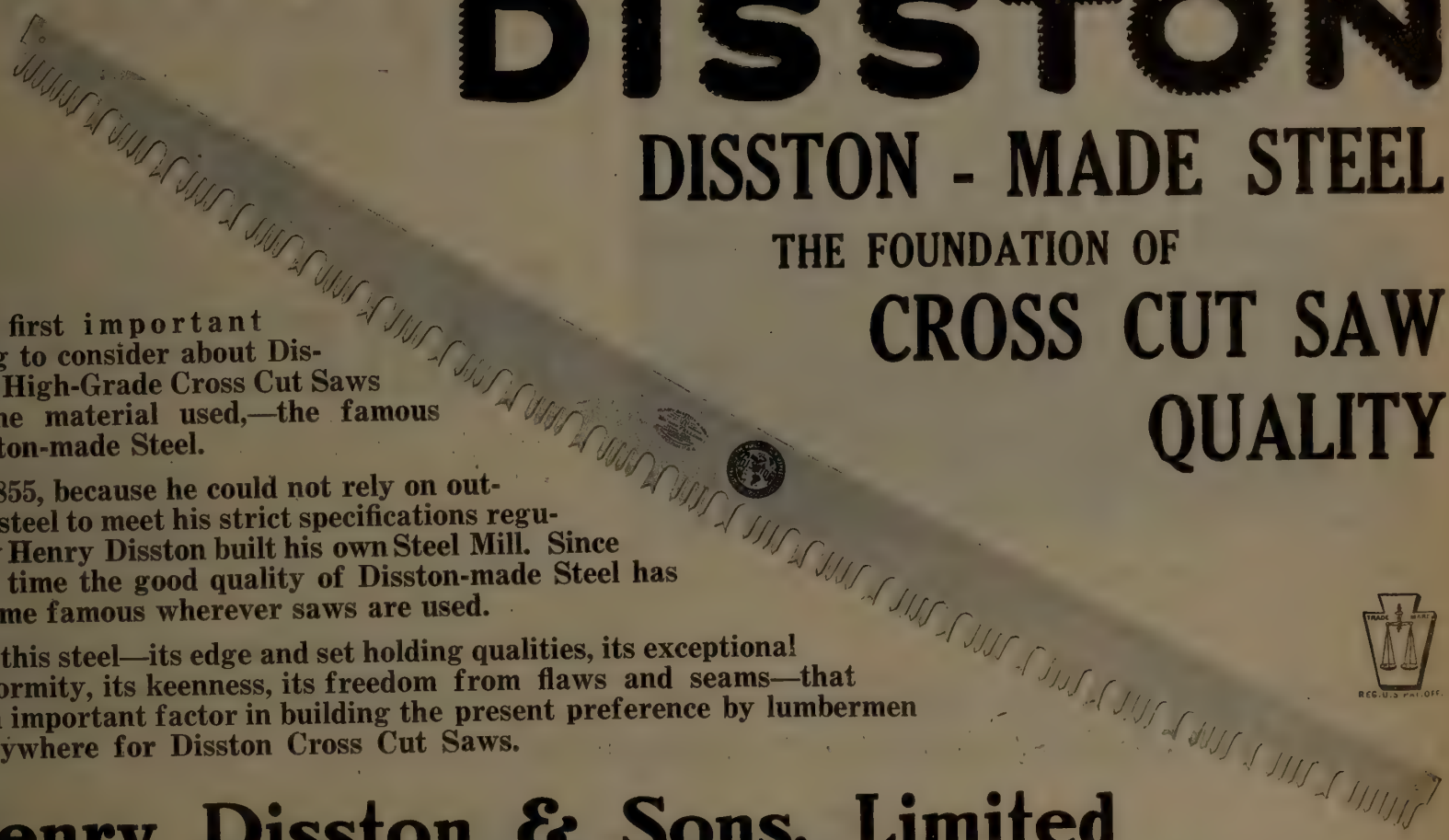

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Sturtevant
(REG. U. S. PAT. OFF.)

Planing-Mill Exhausters

will quickly, economically, and entirely remove all dust, shavings and litter as it is formed at the tool edge.

It keeps the work nice and clean at all times.

It allows no refuse to gather and form a fire risk.

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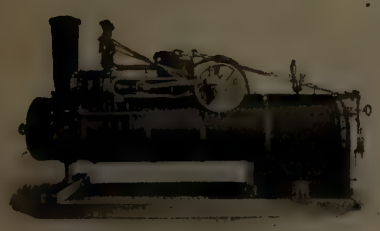

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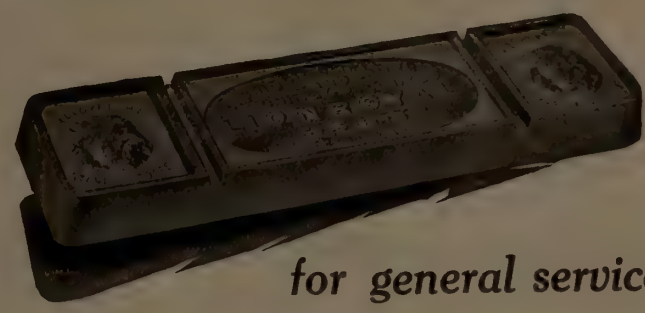

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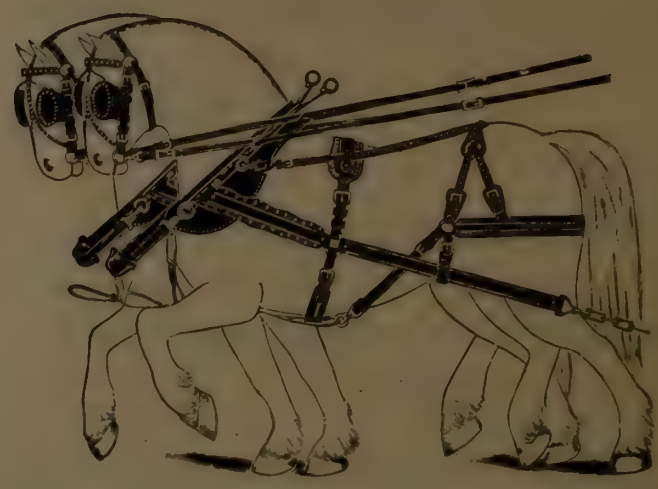

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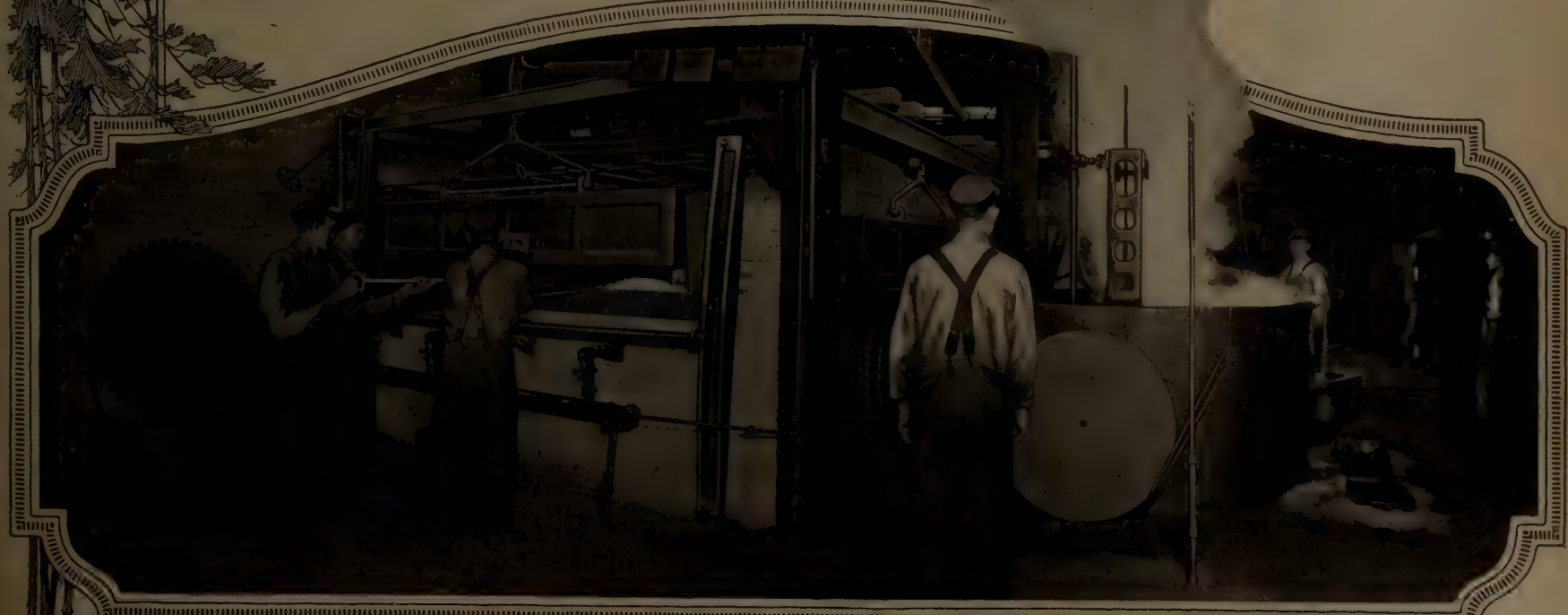

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PLANING MILL people are well aware of the constant and real menace of the dust explosion, which frequently results in the complete destruction of the mill, and in great loss of life.

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For efficient operation the best arrangement is an installation of

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(TRADE MARK)
Planing Mill Exhausters

The powerful suction created by these exhausters, draws the dust and shavings right from the very edge of the cutting tool, and bears it away with lightning speed to the boiler room, or some other outside point.

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Write for Special Bulletin No. 261-C which explains the benefits of Sturtevant Planing Mill Systems now used in many Canadian Mills.

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The "Camp Comfort" is a Camp Heater. It is simply made. It produces the required results—See it.

McCLARY'S ability to make "Good Stoves and Cooking Utensils" is recognized by all users. Seventy-three years solid experience in the manufacture of Stoves gives us the machinery and skilled man power to produce highly specialized articles. These two Stoves are good samples of our best Foundry productions.

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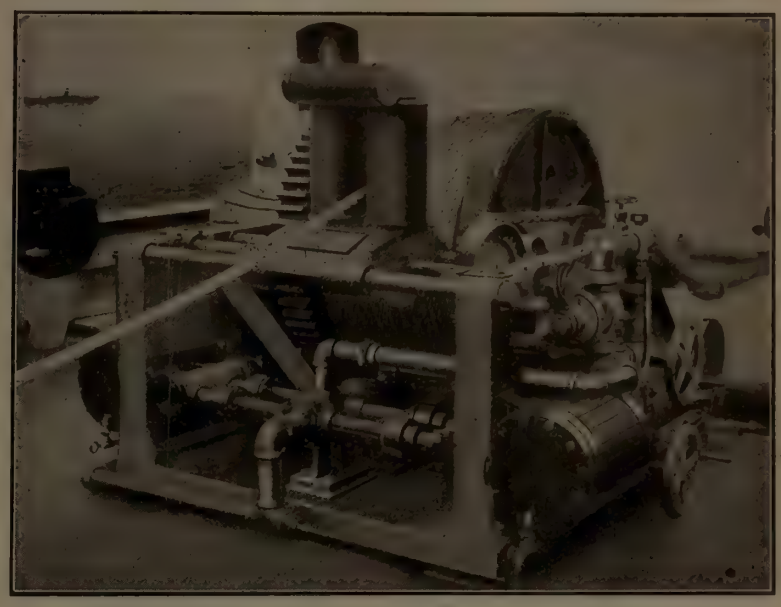

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SET WORKS—As shown in cut, is made up of ratchet wheel 12 in. diameter, 4 in. face, with set lever carrying 7 steel pawls of varying lengths; also, same number of check pawls set in quadrant. Both sets of pawls are disengaged from either side of carriage when required to recede knees. This is a positive set, without lost motion.

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The G. Walter Green Co., Limited
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Cedar Products Ltd.
Dupuis Limited, J. P.
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Foley Lumber Co.
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Gloucester Lumber & rading Co.
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Harris Tie & Timber Company, Ltd.
Harroun & Son, J. E.
Hayden & Co., J. Albert
Long Lumber Company
McLennan Lumber Company
Miller, W. H. Co.
New Ontario Colonization Company
Otis Staples Lumber Co.
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Stearns & Co., F. H.
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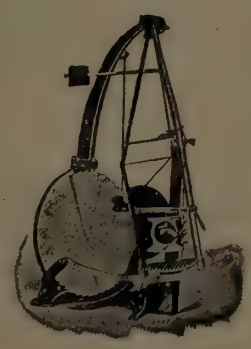

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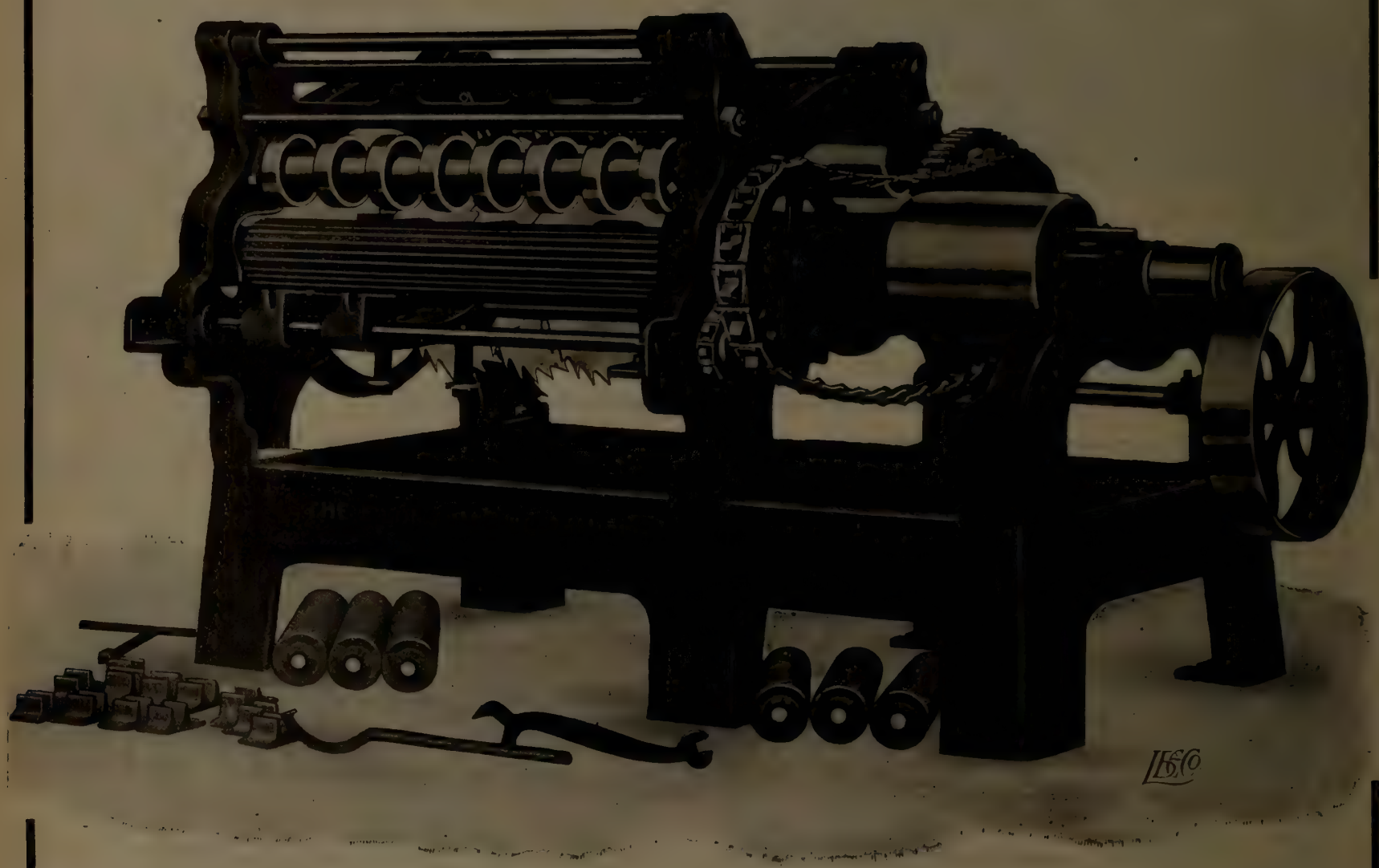

The Standard Edger shown here will pay for itself in the saving of material.

It is a sturdy machine, powerfully constructed to meet the heavy demands required of it. The side frames are extremely heavy to insure the machine being kept rigid while it also gives perfect alignment to the arbor.

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The "WATEROUS KENDALL NIGGER" overcomes the greatest drawback experienced in the ordinary steam nigger—the chance of accident unless operated by an expert.

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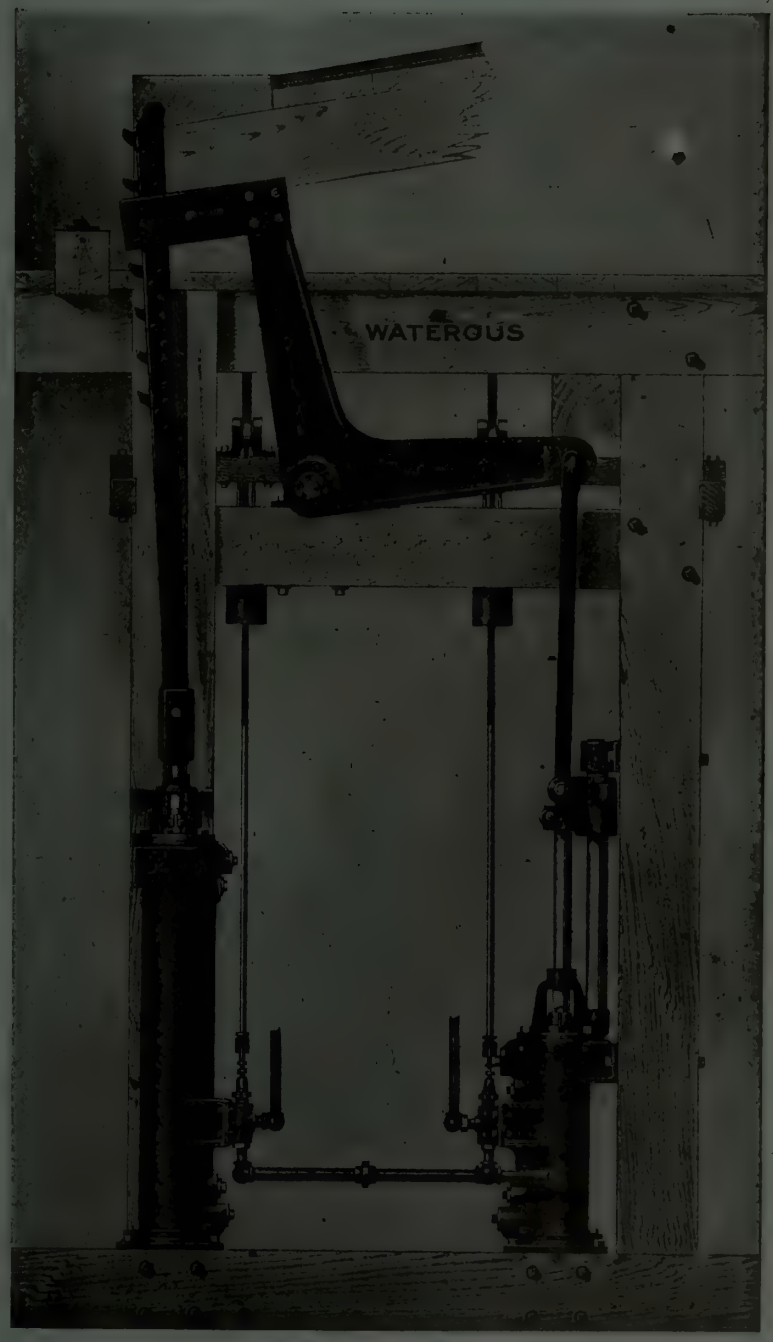

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Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

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Strong Durable Economical True Running

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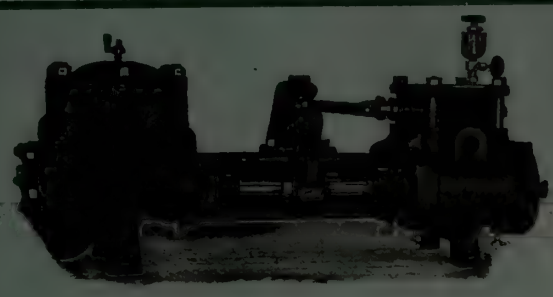

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Strong, light, clean and durable—a pail that's always where you want it when you want it. Its rounded bottom assures it being placed upon its rack or on its hook—it will not stand alone.
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Alphabetical Index to Advertisers, Page 94 Classified Directory to Advertisements, Page 100

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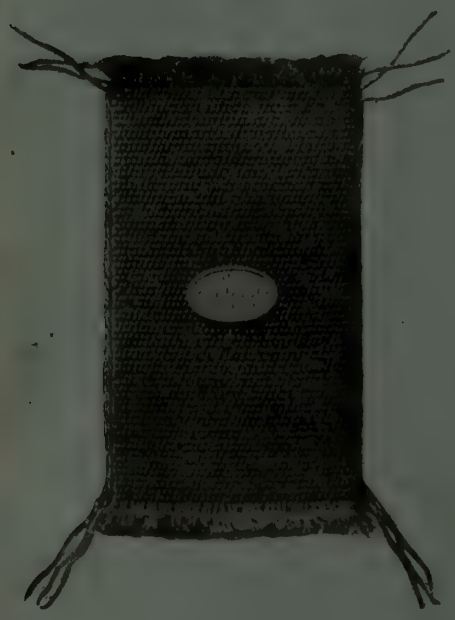

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ANNOUNCEMENT

We have purchased the Davie Shipbuilding Company's Plant No. 4 at Levis, Quebec, for a remanufacturing plant.

Our main mill is 85 ft. x 500 ft. When installation is completed we will be able to resaw and dress 25 cars per day.

We are installing Yates Fast Feed machines and each machine will be driven by a separate motor.

Our plant is now shown in the Railway Tariffs as a stop off point for re-manufacturing in transit.

Our yard capacity will be about 15,000,000 ft. Our dry shed capacity will be about 1,000,000 ft.

We expect to start operating about the third week in September.

We will have in stock at our Levis yard by the last of September 5,000,000 ft. of dry merchantable spruce and 4,000,000 ft. of merchantable B. C. fir timbers.

We solicit your inquiries for rough or dressed spruce, rough or dressed fir or for milling in transit.

Knox Brothers, Limited

513 DRUMMOND BLDG., MONTREAL

Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

Immediate Attention Given All Inquiries.

Have for Sale a large quantity of well-selected Lignum Vitae Logs at very attractive prices

We are in the market for

Canadian Ash, Bass, Birch, Maple, Pine, Spruce

The McLennan Lumber Co., Ltd.

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For Prompt Delivery of

Hemlock, Spruce, Lath, Pulpwood and Hardwoods

The Year Round----In Any Quantity Dressed and Ripped to Your Orders

We specialize in Hemlock and Spruce Timbers. Let us know your requirements. We can assure you of immediate shipment through our splendid transportation facilities. Rail and water delivery.

Fassett Lumber Company, Limited

FASSETT QUEBEC

Geo. Gordon & Co.

Limited

CACHE BAY - ONTARIO

Manufacturers of

White, and Norway Pine Lumber Lath and Dimension Timber

Write us for Prices.

Vancouver Lumber Co.

LIMITED

View of our Fir Mill from log pond, Vancouver, B.C.

MANUFACTURERS OF

B. C. Fir, Cedar and B. C. Hemlock Products

TWO LARGE MODERN MILLS AT YOUR SERVICE

Fir Finish

Fir Flooring

Fir Timbers

"BIG CHIEF BRAND" SIDING
RITE GRADE SHINGLES

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TORONTO, ONT.

Representative---K. M. BROWN

B.C. SITKA SPRUCE

PILED AT ORILLIA, ONT.

MERCHANTABLE—

2x4″	8/32′	1,500′	2½x4″	8/32′	2,000′	3x6″	8/32′	5,000	4x4″	8/32′	500′
5″	″	2,000′	5″	″	2,500′	7″	″	15,000′	5″	″	100′
6″	″	7,500′	6″	″	12,500′	8″	″	19,000′	6″	″	4,000′
7″	″	11,000′	7″	″	21,000′	9″	″	73,000′	7″	″	3,000′
8″	″	14,000′	8″	″	46,000′	10″	″	10,500′	8″	″	5,000′
9″	″	28,000′	9″	″	117,000′	11″	″	31,500′	9″	″	18,000′
10″	″	4,500′	10″	″	24,500′	12″	″	500′	10″	″	2,500′
11″	″	19,000′	11″	″	33,000′				11″	″	6,000′
12″	″	100′	12″	″	500′						

Vancouver Office—
513 Metropolitan Building.
F. W. Gordon, Mgr.

Export Agents—
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We can load separately any of the above items that you can use, milled as required at shipping point.

We brought this stock East before the freight advance and will sell giving buyers the advantage of the old rate.

WRITE OR PHONE FOR PRICES

TERRY & GORDON

LIMITED

Cable Address "Terigord"

HEAD OFFICE: 704 CONFEDERATION LIFE BUILDING

TORONTO, ONT.

Quality plus Facilities

Cutting from one of the best patches of pine in the country we know we have the right quality to offer. Added to this are our facilities for manufacture and quick shipment. Every car load of our

White and Red Pine

means satisfaction because we do everything possible to give our customers the full benefit of the high grade lumber we are cutting and the facilities at our disposal.
Our 1920 cut is now ready. What are your requirements?

HOCKEN LUMBER CO. LIMITED

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Phone Main 3153

The Same Old Story But Ever True

We have in pile now practically every grade and size of White Pine. White Pine of high quality, properly manufactured, the kind you ought to have in your yard for sale.

Ask us for prices

UNION LUMBER COMPANY LIMITED

701 DOMINION BANK BUILDING

TORONTO CANADA

LATH

1920 Cut, White Pine and Spruce, 4′ x 1½″ x ⅜″—50 to pack

Quebec Province Spruce and Red Pine

1919 Cut—1″, 2″ and 3″

Ottawa Valley White Pine and Spruce

1919 and 1920 Cut—Mill Run—1″ to 2″ x 4/12 x 12/16

Box and Mill Cull White and Red Pine

1″, 2″ and 3″ x 4 up x 6/16

BLAIR BROTHERS, Limited

211 McGill Street - - Montreal, Quebec

DUNFIELD & CO., Limited

Exporters of Nova Scotia and New Brunswick

Spruce, Pine, Hemlock and Hardwood

in 1 in., 2 in., 3 in., 4 in.

Spruce Laths and Railway Ties

Head Office: **8 Prince St., Halifax, N.S.** ***Branch Office:*** **8 Market Square, St. John, N.B.**

U. K. Brokers: Duncan, Ewing & Co., K21 Exchange Bldg., Liverpool. Telegraphic Address: Dunfield, Halifax. Codes: ABC 5th Ed. Western Union

C. E. HILL, Sales Agent, Room No. 667, 200 Devonshire Street, Boston, Mass.

The Louise Lumber Company, Ltd.

Manufacturers and Wholesale Dealers in

HARD AND SOFTWOOD LUMBER

Our Specialty is Quebec Spruce for Export and Local Markets

Head Office, 68 St. Peter Street

QUEBEC, P.Q.

Large Stocks of 1", 2" and 3" Always on Hand

Every Minute of Every Day Service—Satisfaction

Broad Claims? Indeed! And we fully realize what responsibility we shoulder by making such claims.

That is why we constantly strive to give just a little better service and satisfaction than is ordinarily given. And that is why our customers say they like our way of doing business.

We will welcome your inquiries in regard to any of the items listed below as an opportunity to show you what our Service and Satisfaction policy mean.

Ash

1 "	FAS, No. 1 and 2 Com.		28,990'
1¼"	"	" " "	52,822'
2 "	"	" " "	79,400'
2½"	"	" " "	18,033'
3 "	"	" " "	52,654'
4 "	"	" " "	21,788'

Elm (Soft)

1 "	FAS, No. 1 and 2 Com.		28,351'
1½"	"	" " "	153,019'
2 "	"	" " "	60,520'
2½"	"	" " "	213,639'
3 "	"	" " "	244,815'
4 "	"	" " "	46,540'

Plain Oak

1 "	FAS and No. 1 Com.		121,231'
1¼"	"	" " "	5,100'
1½"	"	" " "	19,985'
2 "	"	" " "	184,895'
2½"	"	" " "	264,450'
3 "	"	" " "	191,688'
4 "	"	" " "	96,766'
5 & 6"	"	" " "	1,000'

Hickory

1 "	FAS, No. 1 and 2 Com.		3,000'
1¼"	"	" " "	17,050'
1½"	"	" " "	14,119'
2 "	"	" " "	18,057'

Most of the above stock is at our **Logansport Service Yard**, from which it is possible to give the promptest of deliveries

John I. Shafer Hardwood Co.

South Bend, Ind.

Wanted in Any Quantity

4/4" Red and White Oak

Maple Beech and Birch

Send us particulars of your cuts

The Seaman-Kent

Company Limited

Manufacturers of

Beaver Brand Hardwood Floorings—

in

Maple, Birch, Beech, Plain and Quarter Cut Oak

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When you want

HARDWOODS of QUALITY

Write Wire Phone

Jimmy Donovan

THE HARDWOOD SPECIALIST

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A Well Equipped Mill

C.P., G.T., & C.N. Railway Connections

Special Mill Work Prompt Service

J. R. Eaton & Sons, Limited

ORILLIA, ONT.

E. M. NICHOLSON & CO.

WHOLESALE LUMBER

Board of Trade Building, - MONTREAL

STOCK READY FOR IMMEDIATE SHIPMENT:

250,000 ft.	4/4	Birch,	No. 2 Common & Better.
100,000 ft.	6/4	Birch,	No. 2 Common & Better.
100,000 ft.	8/4	Birch,	No. 2 Common & Better.
50,000 ft.	10/4	Birch,	No. 1 Common & Better.
200,000 ft.	12/4	Birch,	No. 2 Common & Better.
100,000 ft.	16/4	Birch,	No. 1 Common & Better.
250,000 ft.	4/4	Basswood,	No. 1, 2 & 3 Common.
100,000 ft.	6/4	Basswood,	No. 2 Common & Better.
25,000 ft.	8/4	Basswood,	No. 2 Common & Better.
100,000 ft.	4/4	Ash & Elm	No. 2 Common & Better.
50,000 ft.	4/4	Beech,	No. 3 Common & Better.
50,000 ft.	4/4	Maple,	No. 3 Common & Better.

Under National Rules

LET US QUOTE ON YOUR REQUIREMENTS

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WHITE PINE

RED PINE

Registered T Trade Mark

Export Trade Our Specialty

Registered T Trade Mark

We are always in the market to buy Soft Elm, Maple, Birch and other Hardwoods. Also Spruce, Pine, Poplar or Balm for crating.

Established Twenty Years

Liberal Prices Fair Inspection

Prompt Payment

Advances to reliable parties if needed, send us list of anything you have to sell.

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Stratford - Ont.

Standing Timber

FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Allen, Secord, Falconbridge and Street.

The Parry Sound Lumber Co. Limited

26 Ernest Ave.

Toronto, Canada

For Immediate Shipment

75	M. ft.	2 x 4- 8/16'	
90	" "	2 x 5-10/16'	
120	" "	2 x 6-10/16'	
20	" "	2 x 7-10/16'	
100	" "	2 x 8-10/16'	
25	" "	2 x10-10/16'	
18	" "	3 x 6 & wider 10/16'	

WE HAVE IN TRANSIT

Several cars No. 1 Com. Fir 2 x 4 and 8 in. 9 and 10 ft. long, ¼ in. scant (Ontario Standard) Also cars of mixed lengths.

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Several Cars

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In Transit

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WHOLESALE LUMBER

Douglas Fir Lumber, Timber and Doors

Cedar Lumber and Shingles

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THURSTON FLAVELLE LTD.
CEDAR LUMBER AND SHINGLES
In Quebec and Maritime Provinces

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HUGH A. ROSE, Manager.
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Largest Producers of **Railroad Ties** *In the Dominion*

Pine and Spruce—Lumber—Lath—Piling
Railroad Ties—Pulpwood

FIRST CLASS PLANING-MILL EQUIPMENT

Facilities for delivering Pulpwood to Michipicoten Harbour, Lake Superior

Splendid facilities for Dressing and Matching in straight car lots, one or more widths

Mills at NICHOLSON, ONTARIO, Main Line C.P.R.

WANTED!

Jack Pine - Spruce - White Pine

MERCHANTABLE

-- AND CULLS --

We ship promptly. If you want to move your lumber write us.

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Stratford Special No. 1 Marine Oakum

is guaranteed to meet specifications of

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NATIONAL BUREAU OF STANDARDS
CANADIAN GOVERNMENT

and receives the highest classification of the American Bureau of Shipping and of Lloyds Register of Shipping.

Canadian remittances accepted at par.

STRATFORD SERVICE and QUALITY

are worth more than the price asked.

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Band Mills:—New Albany, Ind., Louisville, Ky., Jackson, Tenn. Cincinnati, Ohio.

	QUARTERED WHITE OAK			PLAIN RED OAK	
75,000	5/8"	No. 1 Com. & Btr.	75,000	4/4	1s & 2s
100,000	3/4	No. 1 Com. & Btr.	150,000	4/4	No. 1 Common
100,000	4/4	No. 1 Common	8,000	5/4	1s & 2s
150,000	4/4	No. 2 Common	55,000	5/4	No. 1 Common
12,000	8/4	No. 2 Common	45,000	6/4	No. 1 Com. & Btr.
	QUARTERED RED OAK		15,000	8/4	No. 1 Com. & Btr. Red and White
75,000	4/4	1s & 2s			
30,000	5/4	1s & 2s			POPLAR
250,000	4/4	No. 1 Common	10,000	3/8	1s & 2s, Sap no Defect
50,000	5/4	No. 1 Common	30,000	4/4	1s & 2s, Sap no Defect
15,000	6/4	No. 1 Common	27,000	5/8	No. 1 Common
	WALNUT		75,000	4/4	No. 2B Common
60,000	1/2	Common & Better	15,000	6/4	No. 2B Common
65,500	5/8	Common & Better	75,000	8/4	No. 2B Common
12,000	4/4	1s & 2s			
5,500	6/4	No. 1 Common			ASH
	PLAIN WHITE OAK		2,500	4/4	1s & 2s
15,000	4/4	1s & 2s	30,000	4/4	No. 1 Common
100,000	4/4	No. 1 Common	20,000	4/4	No. 1 & No. 2 Common
50,000	4/4	No. 2 Common	35,000	4/4	No. 2 Common
	BASSWOOD		10,000	2½	No. 1 Com. & Btr.
50,000	4/4	No. 2 Com. & Btr.	60,000	3	No. 1 Com. & Btr.

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Manufacturers of

Lumber and Lath

Mills at Victoria Harbor, Ont.

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Rough Timbers, Dimension, Flooring, Ceiling, Siding, Interior and Exterior Finish of all kinds including Mouldings. Fir, Spruce and Cedar Lath

Prompt shipment of Fir timbers in all sizes and up to 100 feet in length

AIR DRIED CEDAR SHINGLES We specialize in supplying air dried Cedar Shingles, these cost more than kiln dried Shingles but make a better roof and last much longer

Stock on Hand in Kitchener

7,000 ft.	4/4 Sap Gum, No. 1 Com. and Selects.	50,000 "	6/4 No. 2 Com. & Sd. Wormy Chestnut.
9,000 "	8/4 Qtd. Red Gum, No. 1 Com. and Btr.	12,000 "	5/4 FAS Chestnut.
5,000 "	5/4 Plain Oak, FAS.	10,275 "	5/4 No. 1 Com. Chestnut.
30,000 "	6/4 Plain Oak, No. 1 Com.		Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.
30,000 "	6/4 Plain Oak, FAS.	1,847 ft.	3/4 No. 1 Com. and Btr. Qtd. White Oak.
30,000 "	8/4 Plain Oak, FAS.	69 "	4/4 FAS Qtd. White Oak.
50,000 "	8/4 Plain Oak, No. 1 Com.	2,065 "	4/4 No. 2 Com. Qtd. Wht. Oak.
12,000 "	8/4 Plain Oak, Sd. Sq. Edge.	1,000 "	3/4 No. 1 Com. and Btr. Plain White Oak.
1,200 "	4/4 Plain Oak, No. 1 Com.	2,624 "	3/4 FAS Sap Gum, 13/17".
15,000 "	4/4 Tenn. Red Cedar Boards, No. 1 Com. and Btr.	2,152 "	3/4 Select Sap Gum, 3/12.
35,000 "	4/4 Qtd. White Oak, FAS.	5,573 "	3/4 Select Sap Gum, 12" & up.
35,000 "	4/4 Qtd. White Oak, No. 1 C.	470 "	5/4 Select Sap Gum.
7,000 "	4/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	12/4 No. 1 C. and B. Hard Maple.
23,000 "	5/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	4/4 No. 2 Basswood.

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Milling in Connection

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Soft, Dry Stock, Finest Grades—
All Thicknesses— 4/4, 5/4, 6/4, 8/4, 10/4, 12/4

Yellow Pine Finish

Kiln Dried, Soft, Short Leaf Kind

Stock Widths 4/4 5/4 6/4 8/4 by 4", 6", 8", 10", 12"

Also OAK, ASH, POPLAR, GUM

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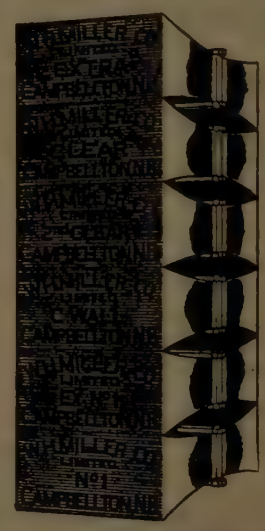

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New Brunswick White Cedar Shingles

We also manufacture

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Shipments by Rail and Water.

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River Ouelle Pulp & Lumber Co.

Manufacturers of

SPRUCE

Lumber Lath Pulpwood

Head Office and Mills at:

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Also Mills at:

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Bleached Sulphite Pulp Mill. Saw Mills (all Band Saw Mills). Shingle Mill

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Glendyne, Que.	C. N. Ry.	Fredericton, N. B.	C. P. Ry. and C. N. Ry.
Estcourt, Que.	C. N. Ry.	Nelson, N.B.	C. N. Ry.
Edmundston, N.B.	C.P.R., C.N.R. and Temiscouata Ry.	Campbellton, N. B.	C. N. Ry.
Magaguadavic, N.B.	C. P. R.		

Bleached Sulphite Mill, Edmundston, N. B. ... Railway Connection, C.P.R., C.N.R. and Temiscouata Ry.

Bleached Sulphite. Rough and Dressed Spruce. White Cedar Shingles. Railway Ties

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Doors, Windows, Architraves and all kinds of Mill Work, done by experts.

Ask for our prices and services of our architect

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Manufacturers of

Fir, Cedar, Hemlock, Spruce

QUALICUM QUALITY LUMBER

Rough Fir Timbers

Any size up to 60 feet long

Select Grades a Specialty

Market wanted for Rough Cedar Timbers Inquire for prices

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Please mail lists of your stock

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Veterinary Wonder Remedies

10,000 one dollar ($1.00) bottles Free to horsemen who give the Wonder a fair trial. Guaranteed for Colic, Inflammation of the Lungs, Bowels, Kidneys, Fevers, Distemper, etc. Send 25c for Mailing Package, etc. Agents wanted. Write your address plainly DR. BELL. Ont.

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Timber Limit Mapping a Specialty

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We Have It!

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2 Hemlock

also

White Pine

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Manufacturers and Strictly Wholesale Dealers in Lumber

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Agents for the sale of Pine, Spruce and Hardwoods. Correspondence invited.

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Cable Address, "Tectona," Glasgow
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What have you to offer?
Quote your lowest cash price.
Bank and Trade References Furnished
The FOLEY LUMBER CO.
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Timber Cruises, Valuation and Maps

The largest house of its kind in America

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Manufacturers of
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'Canada's Greatest Live Stock Market'
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What's the matter Pop? You look blue!

Oh, I want a nice grade
WHITE PINE
well manufactured, not the old Mill Run.

Well, why don't you use
Byng Inlet White Pine
They've Got It.

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SPRUCE
HEMLOCK
HARDWOODS
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Large reserve stocks in our Montreal yards enable us to fill your order exactly as specified and in the time wanted. Give us the opportunity to show you the value of GRIER service by sending us a trial order.

We have absolutely no connection with or interest in any other firm bearing a name similar to ours.

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Island Soft Fir
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Kiln Dried Clears
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Commons and Timbers

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Shiplap
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Dry Birch Stock

All thicknesses and grades in
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Spruce, Hemlock and Pine

Can saw to order at MacDonald's Siding

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We offer the following 1920 sawn stock for prompt shipment:

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1 " 1" Bay Poplar, FAS.
1 " 2" Hardwood, No. 3 Common, mostly Birch.
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3 " 2" Red & White Oak, No. 2 & B. (Canadian).
1 " 1" Red & White Oak tie sidings.
8 " 1" Hardwood Crating.
1 " No. 2 & 3 Common Basswood, 1".
1 " 2" Basswood, No. 2 C. & B.
1 " 1½" Hickory, full product of log, rough edge.
1 " 1½" W. Ash, full product of log, rough edge.
1 " 3" White Oak, sawn through heart, 16 ft. long.
5 " Pine Squares, 4 x 4 to 8 x 8.
2 " 3" Hard & Soft Maple, No. 1 & B., 10% No. 2.
1 " 4" Hard & Soft Maple, No. 1 & B., 10% No. 2.

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BROWN ASH

	Clear	No. 1	No. 2
1 in.	40,900	....	50,000	17,000
1¼ in.	58,500	7,300	36,200	15,300
1½ in.	36,500	....	35,000	7,500
2 in.	7,500	....	20,000	2,000

WHITE ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	15,000	....	110,000	110,000
1¼ in.	117,000	4,500	140,000	40,000
1½ in.	22,900	1,200	39,000	65,000
2 in.	56,300	500	80,000	86,000
2½ in.	25,500	....	34,000	32,500
3 in.	87,500	....	75,500	33,500
4 in.	7,000	....	15,000	5,500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	115,700	3,000	340,000	240,000
1¼ in.	151,300	14,000	235,500	70,800
1½ in.	94,600	....	41,800	15,000
2 in.	68,900	....	16,000	4,500
2½ in.	90,000	....	13,900	15,000
4 in.	1,300	....	450	.....

BEECH

	1 & 2	No. 1 Com.	No. 2 Com.
¾ in.	.....	.....	.....
1 in.	2,000	.....	.....
1¼ in.	25,000	254,700	13,000
1½ in.	33,200	10,600	12,000
2 in.	80,800	7,500	8,400
2½ in.	6,000	6,000	.....
3 in.	1,100	5,000	5,500
4 in.	225	1,200	475

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	187,500	182,200	90,500
1¼ in.	5,500	4,600	4,500
1½ in.	32,000	21,700	57,300
2 in.	.....	16,200	52,900
2½ in.	5,500	2,700	2,200
3 in.	28,700	3,500	2,300
4 in.	5,900	.....	500

CHESTNUT

	1 & 2	Strips Clear	Com. No. 1	S.W.& Com. No. 2
¾ in.	500	....	30,000	30,000
1 in.	25,900	1,500	90,300	280,500
1¼ in.	161,800	2,800	88,200	273,200
1½ in.	116,500	....	68,000	.....
2 in.	59,200	....	39,300	126,200
2½ in.	4,000	....	1,150	500
3 in.	2,100	....	1,300	500
4 in.	1,500	....	300	....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	2,000	500
1¼ in.	.....	8,800	.....
1½ in.	17,100	5,200	18,000
2 in.	24,000	24,200	4,600
2½ in.	8,000	3,200	.....
3 in.	69,400	23,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	4,700	11,000	3,800
1¼ in.	41,500	38,200	6,800
1½ in.	12,500	13,300	5,400
2 in.	6,000	1,000	....
2½ in.	6,000	1,200	300
3 in.	39,280	8,500	8,000
4 in.	7,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	30,300	31,000	15,500
1¼ in.	.....	.....	7,700
1½ in.	8,000	10,300	9,500
2 in.	4,500	3,800	7,500

QUARTERED SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	.....	2,500	12,000
5/4	14,000	.....	.....
8/4	2,000	400	.....
10/4	350	29,000	3,000

QUARTERED RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	9,000	20,000	15,100
5/4	8,100	9,800	.....
6/4	3,900	4,500	4,600
8/4	19,100	11,500	3,600

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	6,400	16,000	200
1¼ in.	.....	800	.....
1½ in.	2,400	6,000	13,500
2 in.	4,490	12,700	10,400
2½ in.	.....	1,500	1,200

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	8,400	11,600
1¼ in.	1,100	2,500	2,050
1½ in.	6,600	11,300	25,000
2 in.	2,400	17,200	16,200
2½ in.	7,000	13,000	4,700
3 in.	3,500	7,580	7,200
4 in.	300	.....	275

FIGURED RED GUM

	1 & 2	No. 1 Com.
1 in.	7,800	700

PLAIN RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	24,200	.....	.....	.....
¾ in.	7,000	.....	40,400	12,200
⅝ in.	.....	.....	87,000	53,600
1 in.	185,200	550	133,000	116,400
1¼ in.	90,700	2,400	15,000	2,200
1½ in.	168,900	4,300	55,200	40,000
2 in.	138,100	.....	16,800	55,000
2½ in.	70,100	.....	14,000	3,100
3 in.	31,800	.....	18,500	7,000
4 in.	16,600	.....	8,900	....

PLAIN WHITE OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	.....	.....	.....
½ in.	.....	.....	.....	.....
⅝ in.	21,150	.....	1,000	16,900
¾ in.	17,900	.....	100,000	31,000
1 in.	50,300	1,200	89,000	54,200
1¼ in.	55,300	.....	6,000	2,000

	1 & 2	No. 1 Com.	No. 2 Com.	No. 3 Com.
1½ in.	104,500	63,000	9,000	400
2 in.	94,000	114,000	60,000	22,500
2½ in.	166,800	49,500	3,000	.....
3 in.	106,800	65,800	14,400	10,000
3½ in.	4,500	5,000	1,500	.....
4 in.	77,000	18,500	2,000	3,000

QUARTERED RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
¾ in.	700	.....	9,700	400
1 in.	24,200	3,400	3,500	400
1¼ in.	3,000	.....	3,000	500
1½ in.	350	.....	500	100
2 in.	1,000	.....	7,400	.....

Also Large Stock of BEECH, BIRCH, MAPLE and POPLAR

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HARDWOODS

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Lumber Yards, Dry Kilns, Dimension Mill, and Veneer Warehouse at Toronto

Our Dry Kilns have a capacity for drying 200,000 feet per month. We will dry your transit cars.

All Canadian and American Hardwoods

MAHOGANY (250,000 feet all sizes and grades)

THIS WEEK'S SPECIALS

One mixed car containing

5000′ 1″ F.A.S. Figured Mahogany	2000′ 1½″ No. 1 Com. Chestnut
5000′ 1½″ No. 1 C&B Birch	3000′ 1/20″ Quarter Sawn White Oak
2000′ 1½″ F.A.S. Whitewood	5000′ 1/28″ Silced Figured Mahogany

We are not offering the above for sale. It is the contents of a mixed car we are shipping to a large Western Ontario firm of manufacturers from our Toronto yard and a demonstration of mixed car purchases we are advocating. The buyers in this case usually purchase each of the above items in car lots, had they done so in this instance the amount involved would be about $45000.00. The value of the above car is about $4000.00. These figures speak for themselves.

VENEERS Rotary Cut, Sawed and Sliced every description

THREE PLY FIR PANELS

All grades carried in Quarter Sawn White Oak, Gum, Poplar, Walnut, Canadian and Michigan Maple, Birch, Basswood, Elm, Ash, White Maple, Quartered Maple and White Basswood

We Specialize in Mixed Shipments of Dry Hardwoods, Veneers and Panels

This is a good time to conserve your capital by making your purchases in this manner.

Fir and Western Hemlock

Shed Stock and Factory Grades

RED CEDAR Boards and Shiplap

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We have stock of the following sizes :-

½ in. Good Two Sides	¼ in. Good One Side	
24 x 72	18 x 56	36 x 84
26 x 72	24 x 72	36 x 90
36 x 72	36 x 72	

and can name very attractive prices

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ATWATER AND NOTRE DAME — MONTREAL

"Arrow Brand"
Red Cedar Shingles

Fir—Hemlock—Cedar

Mountain Stock

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B. C. Fir Dimension

FOR IMMEDIATE SHIPMENT

1 Car Clear Fir Finish
1 Car 1x4 No. 1 and 2 F. G. Fir Flooring
5 Cars 2 Inch Rough Common Cedar
5 Cars No. 1 Cedar Shiplap

We have also General Assortment of

FIR AND HEMLOCK YARD STOCKS

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Fall Stocks

We have a definite Service to give you in your demands for B.C. Lumber and Red Cedar Shingles for your Fall trade.

We render a personal Service on any "hurry up" orders whether for Coast or Mountain Stocks.

Our representatives are on the ground to personally select your grades and sizes. That assures you of "getting what you want."

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Also 4/4 K. D. Hemlock Clears, Rough

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(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

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Mills at South Westminster, on B.C.E.R.
Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

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Quality Supreme

Red Cedar

SHINGLES

Fir, Cedar & Spruce

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Quick dispatch our motto

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British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

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Sole selling agents for two Saw Mills
also two Shingle Mills

Fir Timbers a Specialty. Heavy construction material in any size and long lengths, rough or sized to requirements.

Long Fir Joisting Rough or Sized

No. 1 or No. 2 common Fir Cedar or Spruce Boards, rough or dressed to B.C. Standard or Eastern Requirements. ∴

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Our shingles are well known and give excellent satisfaction. Cars in Transit

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1 x 4	5/4 x 4	6/4 x 4	2 x 6	3 x 6
1 x 5	5/4 x 5	6/4 x 6	2 x 8	3 x 8
1 x 6	5/4 x 6	6/4 x 8	2 x 10	3 x 10
1 x 8	5/4 x 8	6/4 x 10	2 x 12	3 x 12
1 x 10	5/4 x 10	6/4 x 12		
1 x 12	5/4 x 12			

No. 1, 4 foot White Pine Lath.
No. 2, " " " "
No. 3, " " " "

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1 car of 1¼" x 12" 10/16' Mill Run, Box out.
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1 car of 1¼", 1½" & 2" x 4/6", 12/16' Good Stained Saps.
4 cars of 1¼" x 7" & up 12/16' Box & No. 3 Barn.
2 cars of 1½" x 7" & up 12/16' Box & No. 3 Barn.
2 cars of 2" x 7" & up 12/16' Box & No. 3 Barn.
A few cars of 6", 8" and 10"—12/16' Outs Mill Run.

RED PINE

3" x 8"—10/18' Common & Dressing.
3" x 12"—10/20' Common & Dressing.
4" x 10"—10/18' Common & Dressing.

1920 SAWING, WHITE PINE

4THS AND BETTER IN 3 IN.

A full line of 3" in MILL CULLS, suitable for Boxes, Crossing Planks and Platforms.

For personal service, close prices and prompt shipments

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Carry a Larger Stock and Greater Variety of Hardwoods Than Any Other Market in the World.

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WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

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Hardwoods of All Kinds

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

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Standard Hardwood Lumber Co.
Hardwoods

Prompt Shipment { From Buffalo Yards or from Mill direct to you

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We Specialize in Brown Ash and Elm

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Hardwoods of All Kinds

Our Specialties—QUARTERED WHITE OAK
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SPECIALTIES
Oak, Poplar, Ash, Maple

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Hardwoods of All Kinds

Buffalo Hardwood Lumber Co.
J. B. WALL, Pres. M. M. WALL, Treas. T. H. WALL, V.-Pres.
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We Specialize in—
WHITE ASH AND OAK

We also handle a complete stock of Quartered Oak, Maple, Poplar, Red Cedar, etc.

G. Elias & Bro., Inc.
Established 1881

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Mt. Shasta, Calif.
photo by American Lumberman

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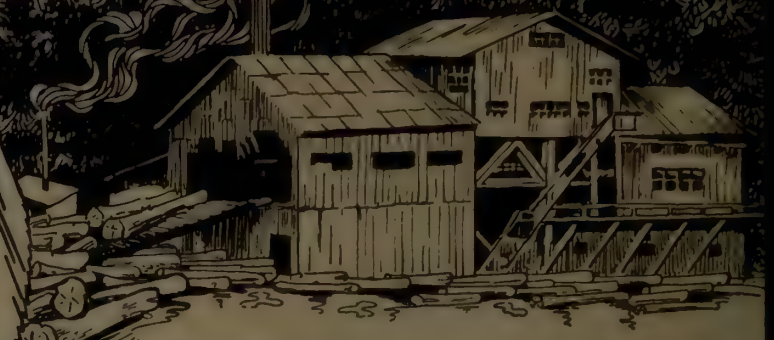

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Canada Lumberman and Woodworker

The National Lumber Journal for Forty Years

Issued on the 1st and 15th of every month by

HUGH C. MACLEAN, LIMITED, Publishers

THOS. S. YOUNG, Managing Director

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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Watchman—What of the Future?

The old cry of "Watchman! What of the night?" has, by the trend of events and the logic of circumstances, been converted into the more immediate and pressing one of "Watchman! What of the future?" This question is being asked not only with respect to the aims and operation of labor, but also in relation to transportation, tariff revision, production and consumption and the rise and fall of various commodities. Much has been heard recently regarding "peak prices" being reached in all lines, both luxuries and necessities, and there has been a general disposition to curtail production and unload stocks. This has created a falling market in numerous commodities and temporarily dislodged things at a time when more stability is desired and a firmer grip and grasp of conditions was being looked for.

In these days, all prophecies are being upset and all theories shattered. It has been declared that high prices of lumber have had a deterrent effect upon building operations, although the relative increase in outlay for the wood used in the construction of a modern house is small when compared with expenditures for labor, and the ascensions in brick, plumbing, hardware, and other requisites. Still it is convenient and does not require much mental effort to lay charges at the door of the lumber manufacturer. It must not be forgotten that his costs have not decreased in any respect; his wage bill today is higher than ever; men have not improved in efficiency; overhead disbursements are advancing; distribution is becoming increasingly difficult, owing to the scarcity of cars, while augmented freight rates, business sales tax and other factors have all tended to bring about a state of affairs that in no way contribute to a steady, uniform volume of trade. Some, who bought stocks early last spring at a high figure, have not been able to hold them, and the industrial contraction, which set in a few weeks ago on the part of large consumers of hardwood, has resulted in some decrease in prices, particularly on imported stocks of white and red oak, gum, southern pine and other woods.

A falling market is practically of no benefit to any interest; it upsets the whole tenor of events and creates uncertainties that cause would-be purchasers, who really need material, to hold aloof, believing that, on the morrow they will be able to purchase more cheaply. When the morrow arrives they postpone action until the next day, and the next. This state continues, undermining ordinary business and resulting in small sales and isolated transactions.

On the other hand, a rising market, or one where values are firmly maintained, gives strength and stimulus to the industry generally. Considering that producing costs are very high and that the demand after the first of the year, both at home and abroad, is likely to be active, by reason of an aggressive building campaign, which can no longer be delayed, there is every likelihood of 1921 being a good, all-round year in the lumber line, with the ups and downs of prices largely eliminated, conditions more settled and the foundation on which industrial prosperity rests, more firmly established than at any period since 1914.

There are no pessimists in the lumber trade today. There may be a few "doubting Thomases," but the current of feeling and opinion indicates that matters will right themselves in the near future. Now that the ascending scale of quotations on every necessity of life seems to have been checked, industrial unrest should largely disappear, while the number, who are seeking work, will increase to such an extent as to make those already engaged, more anxious to hold on to what they have and produce. The output has for a number of years been far short of what ordinary manual labor turned out both individually and collectively in every line during ante-bellum days. The agitation of labor in the past has been a perturbing element, but, with a reversal of conditions, whereby the market becomes an employers' rather than that of employees', a more sane and progressive era should be ushered in.

With the abundant harvest of the past year, and the prospects of a revival of business abroad, there seems little to fear but that 1921 will be a satisfactory one in the history of Canadian lumber activities, unless all signs are amiss and the future contains some development not foreseen by those who have given the closest thought and most diligent study to our economic, social, productive and industrial problems and outlook.

"How Lumber is Graded," Department Circular No. 64, obtainable from Department of Agriculture, Washington, has been prepared by the Forestry Service. The publication states that grading has been one of the mysteries of the lumber business. Years of experience are required, it says, before one can become proficient in grading lumber even of a rather restricted range of species, and very often an expert in grading under one set of rules knows little of the rules used for other species and other parts of the country. The publication gives in a few pages the essentials of nearly all the grading rules now in use in the United States. It is pointed out that "the grading rules in general use at present, with very few exceptions, have to do only with defects and do not take into account the quality of the wood itself. That is, if two boards of the same species are clear or if they have similar defects, both boards are placed in the same grade regardless of the quality of the wood itself. As a matter of fact, the wood in one board may be dense, heavy, and strong and the wood in the other light and weak. For some purposes, such as siding, ceiling, or finish, it may not matter whether dense or light wood is used; but for other purposes, such as vehicle parts, structural timber, or flooring, where strength or hardness is a prime requisite, the wood must be dense to give saitsfactory service." The Forest Service has for some time advocated the adoption of the "density" rule for the grading of lumber in which strength is a requirement. Two of the largest lumber associations have adopted this rule. It "requires a proportion of one-third summer-wood (the hard, dark-colored part of the annual ring) in the cross section and at least six annual rings per inch, and disregards botanical distinctions in the southern pines."

Square or Thousand?—Dealers Discuss Issue

New Method of Packing and Selling Shingles Considered from Many Standpoints—What Representative Lumbermen Say For and Against New Unit

The adoption of the "square" as the packing and sales unit for red cedar shingles was announced some months ago by the Shingle Branch, West Coast Lumbermen's Association. The new method went into effect on April 1st, and it was stated that shingles would be packed so that each unit bundle would contain a quantity sufficient to cover 100 square feet, and the square would be the sales unit.

It was asserted at the time that the change in unit from the thousand to the square was made because a careful survey of the retail lumber yards had shown conclusively that such an alteration would be in the interest of better merchandising and would be a worth-while proposition. It was announced that the reasons for the change were that the square is a unit readily understood by all and the thousand unit is not; that the square unit simplified computations appreciably and the thousand unit complicated computation.

Other reasons given were: "The 'square' unit complies with all weights and measures statutes. The 'thousand' unit does not. The 'square' unit for shingles provides a just and direct basis for price comparison with other types of roofing. The 'thousand' unit does not.

"The price of shingles per 'square' is appreciably less than the price per 'thousand'—a very desirable thing from a merchandising standpoint.

"The price per 'square' furnishes a direct comparison of value of 16 inch and 18 inch shingles, not shown by the 'thousand' unit."

Irregularities of Roof Surfaces

Leaflets were also sent out some months ago, emphasizing certain other features, among them being:

"To the retail dealer the 'square' unit means that, if you are or have been selling shingles by the thousand at $10.00 you can sell a 'square' of shingles for $8.80, and make precisely the same profit.

"The standard 'square' unit for 16 inch shingles guarantees a lineage of 3,256 inches. The standard 'square' unit for 18 inch shingles guarantees a lineage of 2,664 inches. If the pitch of the roof is so unusually steep that the shingles can advantageously be laid an additional half-inch to the weather, all the dealer or contractor need do in estimating volume required, is to figure number of squares in roof, then deduct 10 per cent.

"Every contractor or carpenter knows that irregularities of roof surface cause a certain amount of waste of roofing material, and estimate quantity roofing required accordingly, but a unit covering should be based on a 'regular' surface. A dressmaker or tailor always figures a certain waste of material in 'cutting' and estimates accordingly.

"The manufacturers feel certain that in changing to the 'square' unit, they are making a progressive step, that will be approved by a big majority of the retail dealers, and that small proportion of dealers who may not at first be inclined to favor this change, will favor the move strongly after they have given the merits of the proposition full consideration."

Has Simplified Shingle Selling

Writing to the Toronto office of a B. C. lumber firm who specialize in shingles, the Secretary of the Shingle Branch West Coast Lumbermen's Association, says.:

The best thing that can be said about any proposition is that it works, or as the old adage goes, "There's nothing that succeeds like success."

I have yet to hear of a complaint from a retail dealer who has sympathetically tried out the sale of shingles packed by the square unit. Such dealers report absolutely no trouble with the new unit —say that it has simplified their shingle selling—and that their customers like it.

When a retailer tells his trade that they guarantee four bundles of square-packed shingles to cover 100 square feet of surface when packed according to the standard weather exposure, and if they won't do it that the dealer will make good any shortage, there is nothing left to understand, and both the dealer and consumer are getting a measure of protection they were not afforded under the old thousand unit. Because if the old thousand unit was short count, nobody had any way of checking up to see whether it was short or not.

Frequently the objection has been offered that if the shingles were only laid 4 inches to the weather or 5 inches to the weather, that it would be just as hard to figure out as if the shingles were thousand packed. But when they understand that all that is necessary is to estimate the area to be shingled, add 10 per cent. in the former case or substract 10 per cent. in the latter case, the result being number of squares of shingles required why they look at the unit differently.

Eventuality of the Square Unit

Here is another point that I am rather surprised that the British Columbia shingle manufacturers have not jumped at—that is the shingle manufacturer who packs his shingles in a careless or slovenly manner simply can't "get by" on the square basis without getting into trouble, because his shingles won't hold out in count. But with a 100 per cent. serviceable shingle such as the B. C. mills make, they would have no trouble from this source. In other words the square unit rewards honesty of manufacture and discredits dishonest manufacture.

It is pretty certain, too, with every last number trade journal in the United States endorsing the square unit that they must feel that it is correct merchandising and that this unit is gradually going to become an exclusive unit. In the event of failure of this unit, they would certainly not want to find themselves on the wrong side of the fence. But it is not going to fall. The demand right today is fully one-third greater than the supply of square packed shingles.

I can't believe that human nature is very different, whether such humans be found in Ontario or Texas, or Alberta or South Carolina. And I can't believe but what with the proper effort behind it, the square unit can't be just as satisfactorily introduced into Canada as it is being in the United States. It is altogether a matter of proper selling effort being put behind this to make it go..

Double standard all will agree is not desirable. One thing is certain—the square unit has come to stay. Therefore, the only logical thing to happen is for the thousand unit to go into the discard. And this very thing is bound to happen within the next year or two.

What Ontario Lumber Dealers Say

With a view to learning how the new method of packing was catching on in Ontario and how customers looked upon the change, the "Canada Lumberman" recently obtained opinions from representative dealers in all parts of the province. The question was asked if the "square" unit for packing and selling red cedar shingles had "caught on" and if customers called for the square in preference to the thousand. It was also asked what advantages, if any, the square possessed and what were the objections raised to it.

Many replies have been received and they are published without comment.

W. G. Gorvett, of Arthur, says that for his trade he wants shinngles packed by the M and he has no desire to educate the farmers to a new fad as it looks to them as though they had to pay more. "In this part of the country they lay shingles 5 in. to the weather. If a customer wants to lay the shingles 4½ in. to the weather, we sell him ¾ of a M or 3 bunches, and if he lays 5 in. to the weather, we add 1/9, which will lay 10 ft. square. As you know, 720 shingles make a square laid 5 in. to the weather," concludes Mr. Gorvett.

Ament Bros., of Brussels, say they have never handled shingles by the square and are not in a position to give an opinion on the same. They have always sold their shingles by the M.

N. Cluff & Sons, of Seaforth—We have not handled any shingles packed in squares and since you have been kind enough to ask our opinion on the subject, we must say that we do not favor it at all. At present we buy our shingles by the thousand and sell them as three bunches a square. The three bunches are supposed to lay more than a square, but experience teaches us that at 5 in. to the weather, they barely lay out; consequently, we think that if any dealer wants to sell his shingles by the square he can do so with the present thousand pack.

James M. McBride & Son, St. Catharines: We have had two cars packed by the square and do not intend to handle any more as long as we can buy a first class XXX shingle packed by the M. In the Niagara district 16 in. shingles have always been sold as three bunches to the square laid 5 in. to the weather. We found by the new pack that we had to spend too much time explaining it to our

customers and had to figure out how many bunches laid 5 in. it would take to cover the space required for each order, whereas by the M pack an order for 10 squares, thirty bunches were sent and the customer knew what he was getting. You would have to handle 7 bunches new packing to 6 bunches old packing and if you follow that extra bunch from the car until it gets on the roof you will find that it has cost not less than 10 cts. and the mill have also charged for packing and handling that extra bunch. It does not take many small items to add $50.00 to the cost of a home.

Strongly Endorse Old Method

Wm. Shirton Co., Limited, Dunnville, Ont.: In reference to the respective merits of packing shingles by the thousand or square, we are strongly of the opinion that the old method is superior to the new. Our objection to the square packing is that the manufacturers have taken it upon themselves to change the amount of surface to be laid by the shingles to the weather from 5 in. to 4½ in. We have never seen an explanation of the reason for this change as in our district 5 in. has always been the accepted space for shingles to be laid to the weather. This change has further confused matters with our customers. All things considered we much prefer to buy shingles by the old method of thousand packing.

H. J. Hall & Son, Kitchener, Ont.: We regret to report that the square unit for packing and selling Red Cedar Shingles has not, as you express it, "caught on" in our district. Our customers do not call for the shingles by the square, and we make no sales whatever, by the square.

Walter T. Piggott Lumber Co., Windsor.: We have had one car of shingles packed in squares shipped us, and the parties that used them were suspicious about them as they could not understand why the bundles were so much smaller than they used to be. We made a difference in the price of squares and thousands, and found it took too much time to explain matters, and we will not purchase any more shingles packed in squares, when we can get them in thousands. Our men can handle 1000 shingles as quickly as they can a square, and with the high cost of labor, we find that it is not as economical for us to handle squares as to handle thousands. With the difference made in the price of shingles sold by the square compared with those sold by the thousand, we cannot see where there is any benefit derived by the mill people by putting them up in squares instead of thousands. In fact, we think that the mill people are to a disadvantage in packing shingles by the square instead of the thousand for the reason that men can handle ¼ thousand as quickly as they can handle ¼ square. We have been in business since 1869, and in the early years, shingles were all put up in the square, and the trade found that it was more advantageous to pack them by the thousand, and the squares were obliterated. In my mind, it seems as if we were going back to the old times by putting up shingles in squares instead of the thousands. Our trade here has been cultivated to use shingles packed by the thousand; and every person is satisfied, and to introduce the square proposition is in my mind a sad mistake.

Customers Suspicious of New Plan

R. W. Nicholson, Strathroy, Ont.. We received a car of B. C. shingles packed 4 bunches to the square and the balance of the car packed the usual way, 250 to the bunch. We had no difficulty in selling the shingles packed 250 to the bunch but customers not accustomed to buying shingles by the square were suspicious and thought there was something the matter with the shingles. The people in this district would have to be educated to this way of packing the shingles before they would sell readily. As far as we are concerned we will not buy any more shingles that are not packed in the usual way of 250 to the bunch. The advantage of selling shingles by the square is that all other roofing is sold by the square and shingles being sold by the thousand the buyer gets confused and thinks that a thousand shingles (four bunches) is only equal to a square of other roofing, while three bunches packed 250 shingles to the bunch is equal to a square. Also you can see that by the ignorance of the buyer and duplicity of the dealer of other roofing if he wished to do so he could make the price of shingles look higher than they really are.

Kalbfleisch Planing Mill, Stratford, Ont.: We as well as other dealers in Stratford have so far purchased shingles only by the M. We are therefore not in a position to say much regards this matter. Due to possibility of misunderstanding with other customers we prefer to buy by the M and sell by the bunch or 3 bunches to the square.

McClellan & Co., Limited, Bowmanville, of which Chas. Jewell is president: We have had no experience whatever with the "square" shingle problem, therefore are not in a position to express an opinion on the merits or demerits of the proposition. Our customers all seem satisfied to take the shingles on the "thousand" basis, and we do not think it is worth while to make any change as long as we can buy them put up that way.

Too Much Loose Shingle Packing

A. J. Grant, Cayuga: I have read considerable about the new idea of packing shingles in squares and as all other roofings are sold that way, I think it is a good idea, provided all the manufacturers would agree to it. I have not bought any packed in square yet but have been selling by the square for four or five years, giving three bunches for a square. The reason is this, that most people got it into their heads that a thousand shingles only covered a square, and all the hardware dealers told them that was right, and quoted their price on a square of roofing shingles, or ready roofing against price per thousand shingles, showing the roofing to be the cheapest. I have nothing to suggest further than that they either pack them in three or four bunches to the square and make their bands to suit. The only complaint I have about shingles, is that there is too much loose packing done by some firms making shingles, which prevents them from holding out, and the buyer usually comes back at the dealer, with a complaint and expects him to make good the shortage.

J. A. Laberge, Sudbury, says, "Personally we would rather handle shingles by the square but have not handled any as yet packed by this method so cannot speak for the general public. The main reasons we would like to see shingles sold by the square are that all other forms of roofing are disposed of on the square basis."

The Berhalter Lumber Co., Thorold, Ont.. "We prefer the old method of packing. There is no reason for changing in our district."

McCabe Bros., Tottenham, Ont.: "We are not handling shingles this year and have not had any opportunity of getting the opinions of people in our district."

Davis & Doty, Oakville: "We much prefer shingles packed in ¼ thousand bundles and have had no call for the square."

Sells Three Bunches to Square

J. B. Mackenzie, Georgetown: "We have not handled any square-packed as yet and will not as long as we can buy shingles by the thousand packed. We sell all shingles here per square, 3 bunches to a square. As they are laid 5 in. to the weather, the 3 bundles cover 100 square feet. To introduce the new packing, would result in a lot of explanation without any advantage either to the customer or to the retail lumber dealer."

The Ball Planing Mills, Barrie: "There was a time when it was impossible to get wood shingles from the Coast and we were forced, much against our will, to adopt the Brantford slates in their place. We now find that it is very hard to sell wood shingles. Everyone is after the Brantford slates on account of their fine appearance. We have not bought any shingles on the square basis, only by the thousand, but in any event we think that it is going to be very difficult to sell wood shingles on either the square or thousand basis."

M. Bristol, Madoc: "I never bought any shingles by the square and do not really know the advantage or disadvantage. I have always bought them by the thousand and have no complaint to make."

Old Way Good Enough for Him

Eugene Murphy, Mount Forest: "I have been very much interested in the discussion of the new packing per square and the old packing per thousand, but I am more satisfied with the old packing by the M. I have seen the new packing but never bought any nor do I intend to so long as I can get the old packing, which I find satisfactory."

C. S. Coates, of A. Coates & Sons, Burlington: "Personally I do not see the point for changing. We have never handled shingles packed by the square and have always sold those by the thousand, which we find works out satisfactorily."

Gill & Fortune, Trenton: "We have just received a car of red cedar shingles packed four bunches to cover a "square", laid 4½ in to the weather. So far we find they are quite satisfactory sellers, but as yet we have not found customers asking for them in preference to shingles packed four bunches to the M.

J. A. Matthews, Orangeville. "The square packing does not suit in this district. We have been selling three bunches to the M. packed to allow a square of 5 in. to the weather, and it works out about right. Most of the people in this district lay shingles 5 in. to the weather, and the square-packed puts that rule all out as they do not know where they are at and it takes a lot of figuring to show some men."

Guelph Lumber Co., Guelph, J. A. Harrison, manager: "Respecting packing and selling B. C. shingles by the square, we find in this district that people have always bought by the square, that is 3 bundles. They know that a thousand means 4 bundles. We would certainly recommend that packing by the 1000 be continued for one

particular reason, namely, many places sell by the 1000, 4 bundles, whilst others sell by the square, 3 bundles. The general public are acquainted with these two methods and are satisfied with it.

S. Bennett, Wingham: "I prefer shingles put up in ¼ M bundles, or still better to my mind it would be preferable to have all shingles put up in ½ square, that is, two bundles to make one square or 720 shingles or two bunches."

Likes Larger Units Best

S. Anglin & Co., Kingston: "Concerning square unit for Cedar shingles, would say that this unit has never been used in this city as far as we know. We will not buy shingles put up by the square as long as we can buy them put up by the 1000. We have usually considered that we received more shingles for our money when purchased by the 1000. This may be only a matter of chance, but such has been the case, and we are desirious of giving our customers as much as we can for their money. We think the dealers in the western part of the province are in a better position to express an opinion, as this is a matter which particularly affects the western shingles. We are situated near enough to Quebec and New Brunswick to be able to handle the eastern shingles profitably. As to the question of units, we are inclined to favor the larger unit and will not be likely to adopt the smaller unit until it is more generally used."

The Baker Lumber Co., Lindsay, C. H. Baker, president: "I would not buy shingles by the square and cannot see any benefit to be derived from the change. The farmer with whom we do a lot of business is a hard man to get to understand a change like buying shingles in squares instead of thousands. In fact, I have handled shingles for over thirty years and I cannot understand why the mill men suggested handling shingles by the square. As far as I am concerned I am absolutely opposed to the change."

Packed by Square is Satisfactory

J. Boshart, of the B. & N. Planing Mill Co., Milverton: "We have had no experience as yet. We just unloaded our first car of B. C. shingles packed by the square a week ago. To our opinion we thing this alright, and better than packed by the thousand. Shingles in this district have always been sold by the square, three bunches to the square. In this case when they are packed by the square we consider that we would be giving the customer exactly what we are selling him, the same as paroid roofing. To our opinion so far we consider packed by the square are more satisfactory.'

Robert Oliver, Listowel: "We have never practised selling shingles by the thousand. It has been customary for contractors to order by the square. We have always practised selling three bunches supposed to cover a square, but charge our customers so much per bunch, and if he has sufficient to cover his space well and good and if he has not he orders more. In other words we do not guarantee three bunches to cover 100 square feet. Personally I feel that the square unit for packing and selling shingles is the proper method as all other kinds of roofing are sold and branded by the square and why not shingles."

Wm. N. Acton, Almonte, Ont.: "I am not at all in favor of the square method. My customers have not called for the square packing in preference to the M. So far there is but little evidence that the square is going to supercede the M and, therefore, it has been given but little consideration. In any case the advantage would not be great and there would be confusion in the transition, as it would be impossible to state the stock on hand which is an M at a stroke. There would be a like difficulty attending to the bringing in of the new stock. Unless all manufacturers see fit to put up shingles in squares, the change for which does not appear to be urgent and for which there is, apparently, no great inducement, I do not think any in this district will object to the present method by which shingles are sold. To my mind to put up shingles by the square packing is not economy at all but is rather extravagance, meaning more bands, more straps, a greater number of bundles for the same quantity in transferring from the mill to the roof, etc."

Other Views on Live Topic

James Sparling, of Meaford. "I think shingles packed and sold by the square is misleading and deceiving the public to a certain extent as the majority of the public when they buy shingles expect to get a M as has been customary for many years. There is a company not far from here where they sell shingles by the M but they only receive three bunches and call it a square, which to my mind is rather misleading, as 750 shingles will not cover a square at 4½ in. to the weather, which is the customary way to lay them in this section."

W. G. Parish, of Athens, Ont., says: "I have been handling mostly New Brunswick cedar shingles this season but have recently thought of going back to B. C. red cedar. I can assure you our customers will prefer them packed full thousand and not by the square. Most of them know the difference quite well and will gladly pay the difference in favor of the thousand."

The Schuster Co., Belleville, state they have never as yet handled any shingles on the square method and find no special call for the new packing in that district.

J. Roussel & Son, Hamilton: "Personally, we would prefer the square, as we have it, as the weight of a bunch of shingles is not too much for a man to lift, or carry with any amount of difference. We, therefore, claim it labor saving on the man climbing to the roof, three times instead of four, which in these days is a big item. We would rather take a bunch as at present three times than a little smaller bunch four times."

George Clendenan, of Clarksburg: Regarding the change to squares there are very few complaints. The customers are taking this matter about the same as other sudden changes, and say very little. They are paying the price and are apparently satisfied.

Large Party Visits Kipawa Plant

The splendid new sulphite plant of the Riordon Co., Montreal, which is located at Kipawa, was visited by a large party recently as the guests of the company. The visitors travelled in a special train from Montreal and consisted principally of customers, officials and other friends. A large number were representatives of American paper interests who are buyers of the raw material from the Riordon Company.

The new mill is the last word in up-to-date equipment and is at present producing 150 tons of bleached sulphite pulp. The plant was the source of much interest and instruction and work is now proceeding in doubling the capacity as originally planned. The Kipawa plant is located at the southern extremity of Lake Temiskaming.

Among the lumbermen who participated in the excursion were Arthur H. Campbell, of Campbell, McLaurin Co., Montreal; A. E. Clark, of Edward Clark & Sons, Limited, Toronto; Stewart Grafftey, of Montreal Lumber Co., Montreal; A. E. Grier, of G. A. Grier & Sons, Limited, Montreal, and J. G. Shearer, of the James Shearer Co., Montreal.

There is a well told tale to the effect that efficiency means to be able to buy from a Jew and sell to a Scotchman at a profit. Note the following: "Hey papa," says little Ikey at the restaurant table, there's a fly in my soup." "Vell Ikey," says papa, "eat the soup till you come to the fly. Then call the vaiter and he'll give you another full bowl of soup."

Attractive Office and Lumber Yard

The accompanying illustration shows the yards, office and shed of the Beaver Lumber Co. (A. J. DeLaplante) Ottawa Street, Hamiuton. The company are manufacturers of flooring, ceiling, siding, moulding and general wood turnings, and handle a general line of forest products, both Ontario and B. C. stocks. The Beaver Lumber Company make a specialty of bill stuff to order. The office of the company is one of the most attractive and convenient of any retail yard in western Ontario. It was built last year and embraces all the latest ideas in construction and convenience. The location of the company's plant and yards is opposite the Jockey Club.

How Aircraft is Used in Logging and Forestry

Aerial Transportation and Photography Have Come to Stay, and With Careful Development will Prove Invaluable in Management of Timber Holdings

By Ellwood Wilson, Chief Forester Laurentide Co., Grand Mere, Que.

In the spring of 1919, the writer proposed, for the second time, to the directors of the Saint Maurice Forest Protective Asscciation the use of aircraft for forest fire patrol and asked the department of naval affairs for the loan of two seaplanes, from a number of Curtiss HS2L boats which had been turned over to the Canadian Government by the United States army. After some negotiations, a contract was signed between the department and the association and the two planes were piloted from Halifax to Grand Mere by Lieutenant Stuart Graham, who had been engaged as a pilot. This trip was in itself quite a feat and, at that time, was the longest overland flight made by seaplanes in Canada.

The planes arrived at Grand Mere on June 29 and commenced patrol work, but the fire season was practically over, only three or four fires being reported after that date, and of these the planes saw all. When it was realized that there was very little to be done in the way of fire patrol, an effort was made to get an aerial camera, but owing to strikes and other difficulties this was not obtained until September, and from then till the 1st of November about 400 photographs were taken. In addition to this, officials of various companies were taken on trips, officials of the commission of conservation and others and several reconnaissance trips over timbered areas were made.

Airplanes Found Practicable.

The result of the work was not satisfactory to the Fire Protective Association, which decided that the cost of using the planes for patrol alone was too high, and that the carrying of passengers and taking of photographs was outside of its regular line of work. However, the Laurentide Company, Ltd., had been so well satisfied with the work that it requested the association to turn over the planes, and this, with the consent of the department of naval affairs, was done. The writer has been in charge of the aerial work for two seasons and gives herewith the results of the work. The first season showed absolutely the practicability of the planes for reconnaissance of unmapped or mapped areas, for transportation of passengers and of fire-fighting equipment, for looking over the work of log drivers, for spotting forest fires and for aerial photography.

The winter was spent in overhauling planes and engines and in the study of the pictures taken from the air, on the ground. This spring a photographic laboratory was equipped so that photographs could be handled well and expeditiously. The work commenced on May 17 and has been continued regularly to date, the appended table giving the amount of work done:

Miles flown	6,006
Hours flown	101
Photos taken	3,000
Acres photographed	543,100
Fires spotted	34
Passengers carried	23

The longest flight from the base was 250 miles out. In the course of the work done above many different things were accomplished. A flight of 440 miles was made to stake out a mining claim. The plane carried four persons, two tents, folding canoe, provisions and instruments. The party stayed out two nights and much time was saved as, in the ordinary course of events, it would have taken two days' travel each way by canoe, and with the plane it took less than an hour.

Country is Photographed.

A boundary survey of some limits had to be made, and the starting point was difficult to locate, for if all the work were to be done on the ground, 22 miles of chaining through the woods would be necessary to locate an intersection from which to commence. The plane was sent up and the three sides of the triangle, necessary to locate the intersection, were photographed in one day, and the course the new line would have to follow was also photographed, showing all the lakes, streams and hills which the line would cross.

On two sides of the triangle, lines which already existed, were visible in the photographs at numerous places on the ground and could easily be joined. Thus, all of the field work is practically checked up before beginning the work, which can now be planned with great exactness. It is proposed to put provisions on the lakes which the line will cross, ahead of the party so that they will only have to carry enough to last for a short time and save heavy portaging through the woods.

Explorers were taken over territory which was offered for sale, and of which there were no maps. The observer sketched in the burns, timbered areas and other information, and at the same time got a very good idea of the country as a whole. Then, taking his sketch maps, he went in on the ground and estimated the timbered areas, saving much time which would have been wasted in locating the burnt areas. In one trip a reconnaissance of about four hundred square miles was made. The logging manager made several trips of this kind and with his sketch maps and his birdseye view of the country was able to lay out and direct the work of his explorers. Several flights were made to note the progress of drives, and it was very easy to see just how the work was progressing and whether the streams were being swept clean or not. In one case a large number of rollways of logs were discovered and photographed, which had been left in the woods the previous season. Trips were also made to look over and estimate the number of logs in the sorting booms so that the time and number of men required to saw so as to finish before the winter, could be determined. The logging manager and his superintendents were taken to and from distant points of their work and much valuable time saved.

Lands for Planting Photographed.

One of the most valuable parts of the work was photographed lands which are to be purchased for planting. A complete dictionary of these lands was made, and as the photos give every detail and are of great value. Lot lines, buildings, fences, ditches, roads and the areas of different kinds of land all show plainly. Even the character of the soil can be seen. The areas in cleared land, swamp, burn, scrub timber and good timber can be easily measured with a planimeter and the exact value of the land determined. A scale of prices for the different kinds and qualities of land is determined and all lands are bought by it. The seller and the purchaser can sit down over an aerial photo and make a trade much better than in any other way for they have all the details before them.

In planning all kinds of engineering work, laying out roads, ditches for drainage, areas to be planted and so forth, the photos are of the greatest assistance, and by taking a series the progress of the work can be checked much more rapidly than by ground measurements. The areas cut over in a logging operation can be checked on the photo, the roads can be seen, areas left uncut be determined, and the general efficiency of the work judged.

The general results from the work promise well, and the Laurentide Company has decided to make aerial work part of its operations. Permanent hangars are being built, together with houses for the personnel, and shops for the care of repair work.

Cost of Work Not Excessive

The cost of the work, as carried on experimentally, has not been excessive, and as it becomes standardized, can be materially reduced. The main thing is to have the machines in the air as much as is possible so as to cut down the unit costs of the work. The cost per mile works out at about $3 per mile and the cost of photographs at about 2.6 cents per acre. This is based on the use of the HS2L seaplanes, which use about 25 gallons of gas per hour and are slow climbers. Also there are many items of expense which are incident to beginning the work and which will be eliminated later when more experience has been gained.

Seaplane Type Satisfactory.

The following general conclusions can be drawn from the experience gained thus far. For work in country where there are many lakes, the seaplane is the best type of machine. The float type has not proved satisfactory, as the floats are very fragile and easily become waterlogged. The seaplane is structurally strong and rugged and will stand much harder usage. It presents fairly stable platform for a camera. The type we are using is ideal from every point of view except cost of operation, and we have purchased a Curtiss "Sea Gull" for patrol work, passenger carrying and photography. The larger machines will be used for carrying provisions, large parties and fire-fighting apparatus.

The personnel of a flying station is a matter of great importance. Experienced pilots are necessary, and the fact that men have wide experience in flying land machines does not always qualify

*Paper read before Pacific Coast Logging Congress at Vancouver, October 6-9.

them for seaplane work. Only the highest type of men should be employed, both as pilots, mechanics and riggers, as men of a lower type are likely to have a lower sense of the responsibility and importance of their work. Men who are reckless or who drink should never be employed.

Rigid inspection before flights are absolutely essential and no machine should ever go up if there is the slightest doubt about it being in perfect flying condition. The amounts invested are large and the loss of a machine is a serious matter, even leaving out of account the risk to the personnel.

Small Dirigible Valuable Machine.

The development of the "poppy blimp" or small dirigible, opens a new line of development which is very promising. With speed of 45 miles per hour and a wide cruising radius, it uses only three gallons of gas per hour and has a greater carrying capacity than a plane. As it can be stopped in the air at almost any altitude, it offers an ideal means of timber cruising and mapping and for carrying fire-fighters and equipment and also supplies for survey parties and logging camps. If the risk of fire is not great and the cost of plant for charging with gas not too expensive, it will be an ideal adjunct to forestry and logging work. It will also do away with what in the northeastern part of the continent is a great drawback to aerial work—the inability to fly in water. It may be that we shall be able to make winter flying practical, but so far it is out of the question with planes on account of the low temperatures and deep snows which we have in eastern Canada.

I feel that aerial transportation and photography have come to stay and that with careful, well-thought-out development, will prove invaluable in the management and exploitation of large timber holdings. We are constantly trying to study out new ideas for the planes and the camera and are sure that their field of usefulness will become ever larger and more important.

To sum up the results so far obtained, for carrying men, whose time is valuable, to distant parts of the work, the planes are most useful. The manager of a company with large woods interests get tied down to his office and mill work, and a trip into the woods consumes so much time that he does not like to take it. The same is becoming increasingly true of logging managers and superintendents. They do not like the hardships of long journeys into the woods and being out of touch with their general work for days at a time. With the planes, the most distant operations can be visited and the work inspected with only one night away from home. Local foremen in the woods will be kept up to their work much better. In case of accidents, doctors can be rapidly taken into the woods and injured men brought out. Mail can be taken in and reports brought out much oftener.

For rapid reconnaissance the planes are invaluable. Tracts which are for sale can be inspected in days, where weeks were required before, and the information obtained is much more accurate and full than ground work. In a few hours in the air the general drainage of a country can be determined; burns, swamps and timbered areas sketched in, the species present noted and the general character and quality of the timber ascertained. Windfalls and insect damage can be seen, and all areas estimated with more accuracy than from a strip survey. When the ocular survey is supplemented with photos there is no room for doubt about the character of the country, and instead of depending on the opinion of the man who has made the reconnaissance, all the responsible men interested can get together and discuss a purchase or a proposed operation intelligently and with the information before them.

Spotting Forest Fires Valuable Feature.

Spotting forest fires and taking men to extinguish them is a valuable part of the work. The carrying of provisions to distant operations will certainly become a part of the work before long, doing away with the building of expensive tote roads and making possible the placing of provisions just before the work begins instead of taking them in the previous winter, thus doing away with spoilage and the cost of insurance and the labor necessary to watch them. Then, too, it will not be necessary to build large depots from which, oftentimes, quite long hauls so separate camps must be made, but provisions and gear can be put right down at each camp. In the purchase of lands for other than logging purposes, aerial photos are invaluable, giving as they do, all the information required.

The aerial camera is going to be more and more indispensable. So far as our studies have gone, the types of timber and land can be accurately determined. The actual number of trees in the crown cover can be determined and a fair idea of the general size of the stand obtained. For forest maps they are infinitely better than ground surveys, giving all the information needed rapidly and accurately and in a form which everyone can easily learn to understand. Instead of the information being stored up in a man's head or in his notes, which are often colored by his personal idiosyncrasy, it is always available and leaves no room for varying opinions.

The technic of reading these pictures and of making estimates from them is being carefully and thoughtfully studied and a regular dictionary being built up. Much ground work will be carried out this winter, especially in the estimation of quantities from the photos.

The Traction Problem in Logging Operations

Present-day Truck Logger is Pioneer in Field that has Relation of Growing Importance in the Great Industry—More Special Equipment Needed

By E. H. Meiklejohn, Meiklejohn & Brown, Seattle, Wash.*

If it were possible to gather accurately the necessary facts and figures, a consolidated report on costs and methods of the trucking branch of the logging industry would be both interesting and instructive. As this method of logging is, however, in its infancy, information for such a statement is not available and I am going to confine my remarks to a brief statement covering the Meiklejohn & Brown Co. operation. The following general information will be pertinent to the cost figures given later.

Our works are located midway between Snohomish and Monroe, Wash., on the paved highway, the distance being about four and one-half miles from each place. When we opened up the operation the timber extended back from the pavement a little more than a mile and for the first six months of 1920 we have been working on the back end of the tract. We dump in the Snohomish River near Snohomish, and while our present haul is actually ten miles round trip, in our cost accounting we use nine miles as the distance, that being a general average for the entire tract. Our timber is small second growth, averaging about 55,000 feet per acre. We have no camps. Members of our crew live in Monroe, carry their lunch and travel to and from the timber on the trucks. This has worked out in a very satisfactory way from a standpoint of economy and has given us an unusually permanent crew.

The following cost figures taken from the summarized cost sheets of our company for the first six months of 1920, show the cost of taking the logs from the spar trees, an average distance of five miles to the dumping point. This five miles is made up of four miles of pavement and about one mile of road of our construction:

*Paper read before Pacific Coast Logging Congress at Vancouver, October 6-9.

Road building—$1 per 1000 feet. This is an accurate figure as applied to our operations but is bound to be a fluctuating item under different conditions, where the stand of timber is greater or less, where the physical conditions for road building are different and where any amount of road has to be built through blank territory. Our road building was entirely in the timber.

Gas and Oil—.383 cents per 1000 feet. This includes the run to and from town and all gas used in repair work, etc.

Drivers—$1.161 per 1000 feet. Covering wages and overtime of drivers for both hauling and working with the truck mechanic on repairs and upkeep.

Repairs and Incidentals—.681 cents per 1000 feet. Covering mechanic's time and any blacksmithing or other help apart from the drivers, parts and replacements, tires, licenses, insurance, accidents, etc.

Roading—.402 cents per 1000 feet. We operate a 1400-foot incline with a donkey for pulling up the trucks and lowering the loads and this item of .402 cents covers the entire cost of using the incline and for comparative purposes may be dropped from the total cost where an incline is not necessary. I may here state that this incline, running from 15 to 20 per cent., has never caused any trouble or delay.

Depreciation—.383 cents per 1000 feet. This is figured on a basis of approximately 20 per cent., allowing five years for the life of a truck.

The Total—$4.01 per 1000 feet. This covers all items of cost incident to transportation.

Deducting the item of .402 cents, the cost of operating the incline, and we have a transportation cost of $3.61. If you will refer

to your consolidated cost sheets from the information bureau you will note that these figures compare favorably with average transportation costs both for 1919 and thus far in 1920.

Analysis of Cost Items.

Referring to the repair and incidental account, which shows a cost of .681 cents per 1000 feet for the six-month period, I find from our records that this item over the entire operation from April, 1918, shows an average cost of .625 cents, and for the purpose of segregation under its various heads, I can best use the figure for the longer period. The four headings under this account are repairs, tires, state licenses, insurance and accidents, and are set up as follows:

Repairs	$ .415
Tires	.079
Licenses	.089
Insurance and accidents	.042
Total	$ .625

The repair item is considerably higher than it should be because two of our trucks are not suitable for the work. They were used trucks when purchased and have given considerable trouble. The repairs run from two to six times higher than on the other three trucks, which were new when purchased. I cannot recommend second-hand trucks for logging.

You will note that the tire cost is less than the license cost.

The load limit on the pavement on the particular stretch over which we are hauling is 2400 feet, and working against this limit, the average we were able to maintain over the six-month period was 2061 feet. Had we been working entirely on roads of our own construction or where there was no limit, we could easily have averaged 3000 to 3500 feet, which would have resulted in a material lowering of transportation cost.

I do not favor extreme heavy loading as a regular programme. A good honest load, proportionate to the equipment in use, one that handles easily and loads and unloads quickly, will make more money and wear out less equipment on the average log truck haul. Equipment and roads, however, should be figured to handle extreme loads when necessary.

Reducing our transportation cost of $4.01 per 1000 feet to a per 1000 feet per mile basis, we find under this light load limit that the cost is 38 cents. This takes into consideration the mileage to and from town. One can readily see a considerable reduction in the per mile cost on this haul were the loads are 50 to 100 percent. heavier.

Construction of Road.

Taking up the question of road construction, we have been using the generally accepted type of road, viz., cross ties with planked runs and sheer logs. In our case, instead of using plank we used hewn timbers. Our specifications called for cross ties ten feet apart and runs 30 inches in width, 36 inches apart, with not less than eight inches of thickness where runs rest on the cross ties. This gave us a road on which we have no upkeep account. We found it advisable as far as possible, to use three lengths for side or sheer logs, using trees 12 to 18 inches in diameter on the stump. They were more easily tied in place and gave no trouble at all. I believe this type of road is the most practical and in the long run the most economical where any quantity of timber is to be moved.

Cost on this road averaged $150 per station, and in view of the fact that we had comparatively easy grading, I have always felt that we could do it for considerably less if we were doing it again. I would not, however, recommend sacrificing strength to make any saving on this figure. On an operation of a size sufficient to warrant, I believe that a small portable mill on a sled would be economy in getting out material for road construction, and I would then favor using more cross ties, and six-inch planking for the runs, planking, in solid on the sharper curves.

The matter of traction on roads of this construction is a problem on grades of any consequence. In our case, on account of going onto the pavement, we cannot use chains or cable on the wheels but have largely overcome the difficulty on grades up to 10 and 12 per cent. by stapling down cast-off three-eighths to seven-eighths-inch cable, back and forth across the runs. We have not found it necessary to use grades beyond 10 to 12 per cent. except on the incline, and I am not prepared to say what would be practical beyond this. We tried sand, small gravel and clinkers with indifferent success. The cable stapled down as above has, however, defeated the trouble for us.

Not having used extreme grades, we have not equipped our trailers with brakes. On 600 or 700 feet of 9 per cent. grade running down to the head of the incline, where loads have to stop at a given point to hook onto the incline line, we had some trouble in wet weather, but an endless cable working on the ground through blocks that the line passes through a bite of sufficient sharpness to give the necessary snubbing power, nicely defeated this. A short cable or chain on the trailer axle provides a handy method of hooking on.

This is a camp used only as one of the drive camps in connection with the logging operations of the Canadian National Railways near Foleyet, Ont. The camp is made from cull lumber. It will be noticed that each man has a single iron bedstead.

This arrangement will successfully snub loads on any grade that the truck can climb light, over road that is comparatively straight.

Traction Problem Discussed.

On roads where chains or cable may be used on the wheels much better traction is given and braking power may be more safely applied. While I have given no study to the details, I see no reason why air brakes would not be practical. However, applied braking power is directly related to traction and it would seem to me that the big problem is traction. This is perhaps more acute on the trailer than on the truck proper where the driving power gives a traction advantage. The trailer carrying 60 to 70 per cent. of the load is the logical place to do the heaviest braking, but on planked or timbered roads, with no driving power on the wheels, even though they are chained or cabled, the braking possibilities are limited and brakes must be used with caution. While I have no definite data on the subject, I understand that the application of power to the trailer wheels is not a remote possibility.

The pneumatic truck tire no doubt gives considerably better traction and is easier on the equipment, but from the best information I can gather, has not been perfected to a degree that would make it practical or economical in logging. We have, however, had no experience in its use on trucks.

The present-day truck logger finds himself in ver y much the same position as the logger of only a few years back, who was bringing logs out of the woods with a one-drum donkey, using a horse to drag the line back. He is pioneering, but, I believe, pioneering in a field that has a relation of growing importance to the logging industry. The old one-drum donkey got logs out after a fashion. The motor truck does the same, but there is room for just as much improvement in the logging truck as has been made in the donkey engine.

This is not a criticism. I take off my hat to the truck manufacturers. They have made most amazing strides in building up truck stability and efficiency. Their field, however, is so large that they have not yet taken advantage of the opportunity to build a truck adapted to logging.

The logging industry in all its departments calls for special equipment of special construction and strength, and while the results obtained from the use of the general utility truck have been most gratifying, the field is still open and I have no doubt that the problem of logging will be taken up in a more comprehensive way by truck manufacturers.

Efficient Loading of Trucks.

Where road conditions will allow, 3000 to 4000 feet is about the average load. Thirty to 40 per cent. of this load rides on the truck and 60 to 70 per cent. on the trailer. Where the load contains logs as long as 40 feet the trailer is back 22 to 24 feet and still has to carry an overhanging load around 10 feet in length. This is obviously an awkward load to handle. We have the principle of hitching the team to the end of the wagon tongue. It is a difficult load to keep on roads of narrow construction and is next to impossible if the trailer leads off the road or gets into a bad place.

This percentage of load on a trailer with two wheels is hard on roads of any construction. The overhang has a sufficient leverage

over the trailer to give the truck a fluctuating load with consequent loss of traction in heavy pulls and not a little damage to the truck.

With the cab, windshield, controls, hood and radiator all above the level of the truck bunk, the loaders and loading engineer have to use unusual precautions in putting on a load. This results in a material loss of time and even their best efforts in this connection cannot prevent expensive breakage that adds to the lost time.

Where loads are being taken from the pile under a spar it is unsafe for the truck driver to remain in his seat, and the advantage of moving the truck forward and backward to suit the convenience of the loaders is lost.

Success in truck logging is wholly contingent on keeping the trucks moving, and anything that will speed up loading and unloading should be given serious consideration both by the logger and the truck manufacturer.

Operation of Truck and Trailer.

To this end, I have in mind a truck with not superstructure of any kind—all as clear above deck as a flat car. This permits the trailer to be brought up closer to the truck or allows the shortening of the truck unit itself if that would be more desirable. It makes possible the proper apportioning of the load between the truck and trailer, giving better driving traction to the truck, and making the trailer less a drag and more an actual part of the unit. The loading would be easier and much faster. I believe the loads could be put on in half of the time. The constant source of worry and expense—smashed cabs and broken controls—would be eliminated.

This change would not usually call for any lowering of the engine, merely a lowering of the radiator and hood and possibly the placing of proper guards to protect the engine. I have talked with a number of mechanics on the problem of placing the controls and driver's seat out in front or to one side of the radiator and low enough so they are below the load level, and all agree that this could be worked out without materially adding to the expense of the equipment.

The bunk on the truck would still remain approximately over the rear axle but if necessary could be built somewhat higher than it is to give proper clearance at the front end. In hauling poles, piling or logs longer than usual one can readily see possibilities under an arrangement along these lines.. With the controls out in front low enough to be out of danger, the driver can keep his motor running and in moving his truck to suit the convenience of the loaders give material assistance, first in properly putting on the load and next in putting it on in the least possible time.

No doubt there are weak points in this suggestion from a mechanical angle, but making the weak points strong is the fun we get out of the game, and the idea worked out to a successful conclusion will be another step toward making motor truck logging an important and successful branch of the logging industry.

British Industries Fair in 1921

The three fairs, although held in different cities (London, Glasgow and Birmingham), are, in reality, only sections of one Fair, and together constitute the greatest Trade Fair in the world.

The London Fair is directly organized by the Imperial Department of Overseas Trade on behalf of the British Board of Trade, while the fairs in Birmingham and Glasgow are organized by the municipalities of the respective cities under the auspices and with the support of the British Board of Trade. An important point in the organization of the three fairs is that they are held practically concurrently, and that each fair represents a specified group of industries. No industry is permitted to exhibit at two fairs, and consequently the buyer knows that at whichever fair he may be visiting he will find the whole range of exhibitors in any particular trade or trades. Further, by careful arrangement of the dates of the sections it is made easy for him to visit all three should he wish to do so, for while the London and Birmingham Fairs run concurrently from the 21st February to the 4th March, the Glasgow exhibit opens a week later on the 28th February.

The British Industries Fairs are not exhibitions. They are trade fairs to which admittance is restricted to bona fide trade buyers seriously interested in the participating trades. Only British manufacturing firms are allowed to exhibit, and no exhibitor is permitted to exhibit goods other than those of his actual manufacture. The result is that buyers who visit the fair know that no articles shown on an exhibitor's stand can be purchased elsewhere in the fair. Exhibitors are also able to give proper attention to the buyer, and the buyer is able to do his business unhampered by crowds of sightseers.

Eastern Company Completes New Plant

The Piercey Supply Co., Limited, of Halifax, manufacturers and wholesale and retail dealers in building materials of all kinds, have erected a new plant on Robie St., which they expect soon to have in full operation. They have put up a splendid new office building which is practically completed. It is a two-storey one of frame construction, 35ft. x 75ft., and is laid out with the retail builders hardware department on the first floor, furnace room, order and shipping office, and the second floor is devoted almost exclusively to office accommodation. Here the various officials of the company are located and there is an employees' conference room as well as a large fireproof vault. While the building has its own hot water system, it will also be heated from the boilers of the manufacturing plant of the company by means of a convertor. In this way, while the heat will be generated by steam from the boilers, the convertor takes the place of the furnace for heating the water system of the office.

The company intend building an up-to-date dry kiln about 25ft. x 100ft. with a continuous monitor, for interior lighting purposes.

Found Western Stocks Very Low

Hugh A. Rose, of Rose-McLaurin, Ltd., wholesale lumber dealers, Toronto, returned recently from a business trip to British Columbia. While in the west he completed arrangements with the Prince Rupert Lumber Company of Prince Rupert, B.C., for his firm to act as their eastern representatives. The Prince Rupert Lumber Company operate probably the largest and best equipped mill on the coast which is engaged exclusively in cutting spruce. Mr. Rose visited nearly all of the large manufacturers in the Coast district and several in the Mountain district. He reports that he was surprised to find stocks of all kinds so low and, in spite of this condition, prices showing a tendency to ease off. The manufacturer, as usual, seemed to be looking to next month to bring in orders and was banking considerably upon a strong fall trade with the prairies as well as with Eastern Canada.

Your Employer and Loyal Service

By Addington Bruce

You have fallen, they tell me, into an unfortunate habit of railing and sneering at your employer. You describe him as arrogant, selfish, indifferent to your welfare, graspingly intent on grinding you down.

Luridly you refer to him as a bloodsucker, a parasite, an inhuman profiteer, an enemy to the workingman. Possibly he is all of these things. In that case I advise you to find another employer as quickly as you can.

But, you protest, all employers are alike. They differ only in degrees of greed or inhumanity. If that really is your belief, brother, I urge you to settle down and do some hard thinking.

At present, let me tell you plainly, you are blinded by prejudice and class hatred. You are in a dangerous frame of mind—dangerous particularly to yourself.

For it is a frame of mind that will deaden all your interest in your work, will cause you to work badly, hence will soon or late make it impossible for you to hold employment of any sort.

Whereas, by shifting the centre of your attention from your employer to your work, the chances are you will work so much better than the employer you now criticize will give you more responsible work to do, carrying with it more pay.

Unless he is a knave or a fool—and the average employer is neither a knave nor a fool—he is bound to treat you fairly if only from self-seeking motives.

He will not "keep you under" if you really are a first-class workman. On the contrary, he will steadily promote you, lest you justly become discontented and take a place elsewhere.

And, appreciating that it is to his interest to safeguard your efficiency by safeguarding your health, he will see to it that your working place is sanitary, and that you are not overworked.

If this is not the policy of the men for whom you now work, again I advise you to make a change.

But first be sure that the difficulty you now find in earning what you ought to earn is not chiefly your own fault.

Are you honestly trying to work efficiently? Are you rendering loyal service? Are you living healthfully when away from your work?

Retail Lumbermen Discuss Delivery Problems

Many Strongly Favor the Use of Motor Truck, which Adds to the Service and Efficiency of Retail Yard—How Representative Dealers View Question

In the last issue of the "Canada Lumberman" there appeared some interesting observations on the use, economy, service, investment in and upkeep of a motor truck for the average retail lumberman. Representative retailers in various parts of the country expressed their views on the problem, many of whom strongly endorse the advantages, efficiency and superior facilities afforded by a motor truck over the ordinary equine equipment. Others are not prepared to use the new method of transportation for various reasons which are fully outlined.

The opinions of dealers in various parts of the country will be read with much interest. In succeeding issues various phases of the delivery problem, which is one of the most important in connection with the operation of any retail lumber yard or planing mill, will be discussed. It will be the aim of the "Canada Lumberman" to present reliable, helpful articles that will appeal to all by their breadth and fairness.

Here is what several representative firms have to say on motor truck vs. horse delivery.

The Houston Co., of Tweed, Ont—We do not use a motor truck except to hire one for out of town deliveries, so cannot say anything about upkeep. The truck we hire is a Chevrolet 1½ ton. The owner is so well pleased with it after using it one season that he got a second truck of the same power and same make. We keep two teams constantly and during the sawing season we are using four teams. The reason we hesitate about purchasing a truck is because our yard is a swamp filled in with sawdust, and is too soft. However, between local and out of town delivery we could keep a truck fairly busy.

The Nicholson Lumber Co., of Burlington, Ont.—Although we have not kept our costs in detail we can give you a general idea of what our costs have run during the period of 19 months. For 19 months ending March 31st, 1920, the expenses per month of upkeep and operation ran about $135.00. The truck we use is a Ford, with a capacity of one and a half tons. We have found, however, that the tendency is to overload such a light type of truck, and consequently repairs amount to a great deal during a year. During this same period we used two single horses and the expense per month ran about $60.00.

Finds Trailers Decided Advantage.

J. P. Abel, Fortin, Limited, Maisonneuve (Montreal), Que.—We have now in use three motor trucks, two 1-ton Ford trucks, and one 1½-ton National truck, which are all equipped with trailers. We employ two Ford motors for delivery in our box factory, and the National truck for our lumber yard. This adoption of trailers has the great advantage, as they enable us to have all these trucks continually on the road, and there is no lost time in waiting for loading. The greatest advantage we find in using motor trucks is for long hauls. This also permits us to extend our trade, as we are in a position to give prompt service to all our customers either close to our plant or even outside city limits. Since we have employed motor trucks, we have done away with many horses and we expect to cut down altogether team hauling in future. Another reason we prefer to use motor trucks is the great difficulty we have had with labor which has been very scarce, and by using motor trucks we require, at least, 50 per cent less help than before.

McPherson & Clarke, Glencoe, Ont.—We do not use trucks, as our business is purely a farm trade, and they do their own teaming. We keep a couple of horses, but as we deal in coal also, and use them in the winter time, we find horses the more economical for our purpose on account of the heavy snow.

Frank A. Bowden & Sons, Limited, Toronto, Ont.—We have no heavy duty trucks, but have Ford and Fulton. Our experience of motor delivery to date has been that it helps us to enlarge our delivery area, and aids us to make rush deliveries, thereby covering convenience and service, but trucks are certainly not as economical or as reliable as horse delivery.

A. N. Whitman & Son, Canso, U.S.—We may say that we use a one-half ton Ford truck for delivery. The chief advantage over the horse is quickness, and economy when motor is not in use.

Mickle, Dyment & Son, Brantford, Ont.—We are at present using a Republic 2½-ton motor truck in our business.

Laird Bros., Dryden, Ont.—We do not use a truck, although we have given the matter some thought. As our streets are not paved and are made only of nature's soil, which in the winter, spring and fall seasons, are not suitable for motor trucking. In cities where the streets are mostly paved, the truck might possibly be of advantage, counting speed.

Chas. Hubbell, Thamesville, Ont.—We have been running a Ford truck since 1918, and find it very satisfactory. It is away ahead of a horse, in fact there is no comparison between a truck and team.

Gives Quicker and Better Service.

P. W. Gardiner & Son, Galt, Ont.—We use in connection with our retail yard, a Ford truck of 22.5 h.p., and 1-ton carrying capacity. We have a team to take care of heavy trucking of lumber in the yard, but for delivery purposes the truck gives much quicker and more satisfactory service. We certainly would not be without it for this purpose.

Nantel & Remillard, Montreal, Que.—We have only been in the lumber business for a few months and we cannot tell yet if we will ever use motor trucks. We are satisfied with horse delivery for the present.

T. Prefontaine & Cie., Montreal, Que.—We have not made use of motor trucks of any kind so far, as we firmly believe in horse delivery, for short haul, as being the most economical and still the best mode of delivery.

Eugene Murphy, Mount Forest, Ont.—I use a team in place of a motor truck. My reason for doing so is that the season during which a truck may be operated in this locality is too short. I would have to keep horses for such times as it was not possible to make use of a truck.

W. A. Hadley, of the S. Hadley Lumber Co., states that they have never used motor trucks in their business, but some time in the near future may give the proposition consideration.

O. T. Anderson, of Bury, Que., reports that he recently started mill operations and expects to do his work with horses yet awhile.

Loading Space of Twelve Feet.

Ball Planing Mill Co., of Barrie, state they recently purchased a 1½-ton Maxwell truck of standard design, and had an extension of 20 inches put on the frame, which gives them a loading space of 12 feet. This extension affords a greater wheel base, and so far has worked satisfactorily, as nearly all the load is carried on the hind wheels. The firm report they are able to place a greater load and recently put 2½ tons net on the truck and which went over a soggy road. The truck carried the load without any trouble, although the left hind wheel sank into the soft ground up to the hub. Goodycar tires (cord 5-in.) are used on the back wheels, and the same make 4½-in. cord on the front wheel.

Bamford Bros., of Listowel, Ont., say they do not use a truck, as it would be useless to them in the winter.

McElmon & Thompson, of Oxford, N.S., write that they have not used a truck in their lumber business, and do not think it would be a good thing, as the roads in the different places where they have been operating, are not adapted to heavy truck work. They are of the opinion that in the near future their province will have roads that will encourage lumbermen to put on motor trucks. The firm state they used motor trucks for delivery in their flour and feed business and like them O.K. They have one Overland model, ½-ton truck and also light Ford truck.

Does Not Own a Horse To-day.

John T. James, of Bridgeburg, Ont., says he is using a 1½-ton Federal and 1-ton Republic truck, the latter for lighter and quicker trips. He brings part of his manufactured stock ten miles from the mill to deliver in Bridgeburg, and finds the trucks very much better than horse vehicles. Just for a short time in heavy snow he cannot use them, but the period is generally not very long. Mr. James concludes: "I find trucks less cost to keep up and less cost to operate than horse or wagon. I believe that where the roads are good that motor trucks are the only economical way of delivery. One great advantage is in unloading cars. You can do it with less extra labor and much quicker." Mr. James says he does not own a horse to-day.

R. J. Miller, of Black Lands, N.B., reports that trucks are the right thing in the right place. While they may not take the place of horses all the time, he believes that in lots of cases, especially in a long haul, they are more servicetble, economical and satisfactory.

Gilmour & Hughson of Hull, Que., state that they do not use a truck in their business as the roads are too bad but they believe that where there is a pavement there can be no question about motor truck being the most economical means of service and delivery.

Paved Streets and Good Roads Required.

George N. Kernohan of the Kernohan Lumber Co., London, Ont., states that he does not use a truck for various reasons, the principal one of which is that a great many of the streets in that city and in the adjoining suburbs with which a large business is done, are not paved and a truck would be only of use in certain months of the year. Horses are available at all times and can do a great deal of work around the yard in the way of unloading from cars, etc., when not engaged in delivery. Mr. Kernohan believes that unless an experienced man is kept to drive the truck, the repair bill is bound to be very high. Considering that most of the hauls of his customers are short and that many streets would be practically impassable for a truck, he still adheres to the method of team haul.

C. M. Fitzgerald, Georgetown, P.E.I., says that he does not use motor trucks for the reason that his business is carried on principally by the lighter boats and vessels who handle all these supplies and make the most of his deliveries.

Flemming & Gibson, Juniper, N. B.—We purchased last year a tractor with which to haul hard and soft wood lumber from our mill here to Juniper Station on the Transcontinental, a distance of probably 2½ miles. We found the machine would haul a good load all right, probably equal to two pair of draft horses. The difficulty we found, however, was that the machine would not stand up to the work of hauling four times per day over a dirt road, the under parts, particularly the wheel bearings and track, went "west" on us in a very short time, and we were forced to believe that the horse was the most prudent and efficient means of hauling for us until the "tractor or motor truck" had passed the experimental stage. At this writing we do not believe they are anything but experiments in so far as practical and efficient industrial use is concerned.

Motor Trucks for Hauling Logs.

Adolph Lumber Co., Baynes Lake, B. C.—Over a year ago we decided to try motor trucks for logging purposes and after over a year's experience we have concluded that they can be used successfully for hauling logs. We are, at the present time, using two, five-ton "White" motor trucks, two five-ton "G. M. C." motor trucks and two three and a half ton "Republic" trucks. All of these trucks have given good service. We prefer the five-ton trucks to the lighter, as we believe that it pays to have the heaviest machinery possible for log hauling purposes. Two of our trucks have the chain drive, two of them worm gear drive and two of them internal gear drive. They have all proved successful, but we find that the chain drive is the most powerful and will give the best service in pulling a truck out of a hole. Of course it pays to make a good road for motor trucks just the same as it does for horse trucks or any other method used for hauling heavy loads. Good roads eliminate a large amount of the repair bills; they also save gasoline and oil and will mean the trucks making all their trips every day. We use the truck with a long wheel base as our logs are 12, 14, 16, 18 and 20 feet long, the largest percentage being 16 foot logs. We do not use a trailer of any kind. Our logs have been running eight logs to the 1,000 feet, and we have been hauling on an average of 2,000 feet per load. The length of our haul varies from three to four and a half miles and we were able to make from six to eight trips per day. We find that it takes less labor to handle our logging with motor trucks. It eliminates the use of men and teams and we really find it cheaper to haul logs with motor trucks than we formerly found it hauling logs with horse trucks. During last season it was so hot and dry that it was very difficult to keep up the roads and we have concluded that we would have been unable to handle our hauling with horses, and we were able to continue with our work when hauling with motor trucks. We have not said anything about the cost per M. but might explain that at the present time we are hauling on an average of 3½ miles. We believe that we haul the logs at a cost of approximately $2.25 per M. Of course this price varies from time to time but this is a conservative estimate.

Big Factor in Public Favor.

The Vigars-Shear Lumber Co. of Port Arthur, of which G. F. Pearson is manager, thoroughly believe in the efficacy and advantages of a truck. They use a two-ton Gramm-Bernstein truck, and the cut in this page shows this vehicle loaded with 10,000 four-foot lath for delivery to a point about four miles distant from the Port Arthur yard of the company. The truck, which the Vigars Shear Lumber Co. have is specially arranged for delivery of forest products and has a lumber roll-off device which is operated entirely from the rear. With this equipment the company say they are enabled to unload a full load in a space of, approximately, three to five minutes. They consider this an important feature of the truck, although it does not show up in the truck. Continuing, they add: "Covering a period of several months, our experience has proved that having a truck service is of considerable advantage. While we feel that the cost per thousand of delivery is high on an average-length haul, there is no doubt that the cost is considerably reduced on deliveries made to points over two miles away from our yards. Outside of looking at the actual cost of operation, there is another point of view which

Two-ton Truck operated by Vigars-Shear Lumber Co., Port Arthur, Ont.

we feel should not be disregarded. The fact that your customer knows you have a truck for the delivery of his orders, should, no doubt, cause him to favor you with business that otherwise might be placed elsewhere, especially jobs which are somewhat removed from the source of supply. This, to our minds, is an important feature of an auto truck."

H. H. Johnston, Truro, N.S., thinks team is the best, except on exceptionally good roads. He has never used a motor truck himself but the whole question, in his opinion, depends upon good roads.

The Allen Lumber Co., of Waterloo, Que., assert that they have very little hauling to do, and all in light loads, and, therefore, they have no real use for them.

A. Duchemin & Co., of Charlottetown, P.E.I., do not use motor trucks. They find under their special conditions it pays to have their work carried out by hired truck service. If they ever again take up the question of their own delivery service, the firm report that it will be motors that will be used and nothing else.

Eastern Opinion is Divided.

C. E. Downey, of Curryville, N.B., writes: "We have not used any motor trucks, as our work is lumbering, and a considerable portion of it is carried out in the winter time. We have not tried anything but horses for this work. Possibly motor power might be employed during the summer months, provided the purchase price and upkeep will not be too great.

T. E. Pratt & Son, of St. Peters, P.E.I., state they always have used horses, and that motor trucks would be no use to them in that section of the country.

George Ives & Son, North Tryon, P.E.I., say that they will try out motor truck delivery in the near future, as they believe such a service would be far ahead of horses.

Rosemount Lumber Co., of Montreal, say they do not employ motor truck, and believe to-day that at the price of gasoline, oil and repairs, horses are safer and cheaper investments.

A. H. Morin, of Trois Pistoles, Que.—I have a motor truck of 1½ tons and I use this truck for the delivery of construction materials. As the result of the use of the motor truck and teams, I will say that for the deliveries of one mile or more distant it costs less than the teams, but for deliveries of a few blocks the delivery by team is not so expensive and more satisfactory. I must say that the conditions of our autumn and spring roads oblige us to use teams, but during the beautiful season of summer we use the motor truck with saving of much time and money.

Many Customers are Pernickety.

M. P. Hogan's Sons of Charlottetown, P.E.I., in regard to the merits of motor truck vs. horse delivery, say:—We have never used a motor truck for delivering lumber. For fairly long hauls there is no doubt of the superiority of the motor truck over horse-drawn vehicles, but in a small city like Charlottetown we think the horse-drawn lumber wagon is to be preferred. The customer frequently requires only a small quantity of lumber; he has a narrow gangway

leading to his premises; he is not satisfied to have the lumber deposited on the street front. He demands that the teamster drive right in through the gang-way, so that the lumber will be placed immediately "under his nose." In fact the customer is sometimes so particular that the teamster often wonders if he will not be summoned to remain and help nail the boards on. If a number of houses were being built simultaneously in one quarter of the town and the lumber could be delivered in large quantities, no doubt the motor truck would win out, but where small quantities of lumber of different kinds are to be delivered here and there, we think the horse-drawn lumber wagon is to be preferred. One point we had almost overlooked—so much depends on the condition of the streets. With good streets and good roads the motor truck will, most certainly, deliver a large quantity of lumber in quick order. As to the question of cost, upkeep, etc., an ordinary lumber wagon drawn by a single horse means, in this place, an investment of $400.00. After six years' use, the horse is still saleable, the lumber wagon may be repaired at a comparatively small figure by mechanics who are not necessarily graduates of a technical school. Now a motor truck with perhaps no greater capacity than the one-horse lumber wagon, costs $2,400.00. In six years of continuous work the motor truck is ready for the scrap heap.

Gave Cypress Name of "The Wood Eternal"

Wm. Barratt, for the past five years manager of the Canada Lumber Co., Weston, which is retiring from business and disposing of its stock, has gone into the wholesale line on his own behalf, with offices at 316 Bloor St. West, Toronto.

Mr. Barratt is well-known to the trade, and has an active and thorough acquaintance with the industry. He came to Canada from the Old Country in 1902 and his first position was with Leishman, Maundrell & Co., afterwards the Woodstock Lumber & Mfg. Co. Mr. Barratt spent some time in their lumbering activities in Haliburton County, where the firm conducted an operation under the name of the Harcourt Lumber Co. Not only had he received a practical knowledge in the manufacturing end previous to coming to Canada, but he considerably widened his experience on arriving in the Dominion. After spending nearly three years with the Woodstock firm, he entered the service of the late Hon. Peter McLaren of Perth, who conducted mills at Blairmore, Alta, which Mr. Barratt managed. When the mills were sold Mr. Barratt returned to the east, having charge of the McLaren Lumber Co. of Brockville, Ont., for five years. In 1915 he came to Toronto to look after the interests of the Canada Lumber Co. which conducted both a wholesale and retail business.

Mr. Barratt, who will specialize in all kinds of wood, was one of the first men in Canada to handle red cypress. Some fifteen or sixteen years ago Frank Greenwood was the sales manager of the Cypress Selling Co., an organization composed of some thirty-two mills in Louisiana district. Cypress was brought to Ontario originally as competitor of white pine in the making of window sash, doors, frames, etc. Among the companies, who first gave it a trial, was the Woodstock Lumber & Mfg. Co., with which Mr. Barratt was then associated. Two mixed carloads were brought in in 1-in., 1½-in. and 2-in. in 1st and 2nd clears, and worked up in the mill. About that time Mr. Barratt was leaving on a trip to England, and was prevailed upon by Mr. Greenwood to try and push the sale of Louisiana red cypress overseas. Mr. Barratt had been in the employ of several Liverpool and other timber merchants, and when he landed in the seaport city there was being presented at many of the leading theatres in the Old Country a dramatization of Hall Cane's famous novel, "The Eternal City."

This naturally directed attention to Rome and among the paragraphs appearing in the press at the time, was one relating to the erection of new wrought-iron gates for the city, which had replaced the old wooden structure that had been standing for some nine hundred years. The dismantled gates were made of cypress and this wood had defied wear and strain for nine centuries. Its durability was widely referred to and more particularly so on account of it having been associated for such a long period with Rome, the Eternal City.

In describing cypress, Mr. Barratt made use of the happy phrase, "the wood eternal." It was a slogan that caught on," and was easily remembered. Others in the industry were pleased with its beauty and euphony and employed it frequently. Shortly after the Louisiana Red Cypress Association adopted this trade mark, which has done service ever since in all public announcements and literature.

It is not generally known in the lumber arena that Mr. Barratt was the father of the expression "the wood eternal." The distinction belongs to him and the one barrier has been his modesty in not annexing the honor of being the originator. The story is now related in the "Canada Lumberman" for the first time.

Stabilization Needed in Lumber Prices

Prominent American Lumberman Discusses Conditions and Expresses Hope Inflated Values are Over

Mr. W. M. Ritter, of the W. M. Ritter Lumber Co., Columbus, Ohio, accompanied by Mr. F. B. Pryor, his sales manager, spent a few days in Toronto recently on business. Mr. Ritter is one of the best-known hardwood lumber manufacturers in the United States, and this was his first visit to Canada. His company operate thirteen band mills, six planing mills and eleven flooring units, and the annual capacity is 130,000,000 feet. About 1,000,000 logs each year are cut into hardwood at the various sawmills of his company.

The mills are located in industrial villages, which have been built in the mountains in the heart of the forest, and in these villages Mr. Ritter states the company have other interests than their plants and lumber. There are good schools and churches which the company liberally support, in order that the best educational facilities may be afforded the children, Mr. Ritter's organization supplements the usual State grants so that the most efficient teachers may be employed. His company have also community clubhouses which they have built and turned over to the people. These clubhouses are fitted for entertainments of all kinds and have billiard parlors, bowling alleys and other community diversions. There are also provided in the various villages ball grounds, tennis courts and other conveniences for outdoor sports.

Mr. Ritter served during the war on the War Industries Board at Washington and rendered valuable service.

Speaking of the general business situation in the United States, he stated that not only in lumber but in all other commodities values had gone too high, and there was bound to be a halt in the ascension. The inflation of prices could not go on forever without some set-back. Such a condition of affairs was not a healthy one and the great danger was that when a recession set in it would, no doubt, swing too far the other way.

Wanted to Curb Runaway Market.

A little over a year ago Mr. Ritter, in conference with several lumbermen and other representatives of building materials, sought to check the constant inflation of quotations, not only in lumber but in glass, hardware, cement and other lines. At that time the demand was very keen and the interests affected seemed to believe that there was little or no danger of a turning of the tide. This had now come and the peak had been reached.

"I am," continued Mr. Ritter, "strongly in favor of stabilization of prices. I would not like to see them go back to the pre-war levels for many reasons. One is that our American dollar today has only about 50% of the purchasing power that it had before the war, and we have a heavy war debt to meet. If too low values are established, it will take too many years to liquidate our financial obligations. I am of the opinion that if an advance could be made of, say, 100% on the prices which prevailed before 1914, this would create a normal and stable condition. I do not only mean 100% so far as lumber is concerned, but 100% advance in wages and every other line. You know, however, that the percentage in many cases is much heavier than that, and I am rather apprehensive that if a strong demand develops in the spring for all kinds of building and other materials, that the same state of affairs will prevail as we witnessed a few months ago. It would be a cause of muddying the water a second time, and the result would be equally disastrous.

"There is a great shortage of building in my own and every other city, and thousands of houses must be erected. If market conditions should revive suddenly, we do not want a repetition of the artificial state of affairs which obtained some time ago, with prices running riot. It is too much like a dog chasing his tail and moving around in a circle. The present slow-up is, I believe, tending to help along readjustment in a most effective and substantial way, and once having gone through an unsound and artificial state, there is no reason, with the experience and insight which we gained during the past few months, why we should invite such conditions again.

"We are doing a moderate amount of business at the present time and naturally have curtailed production at a number of our plants, owing to decreased requisitions for forest products. The transportation situation is steadily improving and I look for business to revive rapidly next spring. With values more normal, construction should proceed on a scale that will in a measure relieve the present demand for houses. So far as our own plants are concerned, we have found our men generally more efficient than they were before the war. This has been brought about by co-operation with our superintendents and foremen and through them with the rank and file of our employees. We have sought to work with them to the fullest extent and see that they received a return commensurate with their industry. Our employees are contented and, the unit or standard of production, which we established in 1914, has been considerably increased by their united and individual effort."

Imperial Press Delegates Visit Big Mill

Between sixty and seventy of the Imperial Press delegates, who come from nearly every part of the Empire, recently visited the Hastings saw mill, Vancouver, the large plant of the British Columbia Mills Timber & Trading Company, and the mill that made B. C. Douglas fir famous.

Many members of the party had no doubt either seen or heard of the products of this well-known firm, which for over fifty years has been exporting the H. S. M. brand of masts, spars, and timbers of Douglas fir to every part of the world.

The British Columbia Mills Timber & Trading Company felt much pleasure in receiving a visit from such an influential and representative body of persons as the Imperial Press delegates, amongst whom were such personages as Viscount Burnham, proprietor of the London "Daily Telegraph." Sir Roderick Jones of Reuters, Sir

Imperial Press Party stands on Giant Fir Log over 100 feet long

Elmsley Carr, editor of "The News of the World," and Dr. E. T. Powell, editor of "The Financial News," London.

They were received by Mr. Eric W. Hamber, president of the company; Mr. Arthur J. Hendry, general superintendent, and Mr. J. Alex Hendry, secretary.

After the reception, patriotically embellished cards of welcome, on which were printed a few facts concerning the Hastings saw mill, and a leaflet of printed explanations relating to the different departments to be visited, were distributed amongst the guests.

The party under the guidance of Mr. Hamber, Mr. Arthur J. Hendry and Mr. J. Alex Hendry, then began their round of the plant. The drying-kilns were first visited, then the planing department, the log-pond, and log-slip. Here a giant log over 100 feet long was being drawn up into the mill, and the party, grouped on either side of it, was photographed.

The party then proceeded to the log-deck, where several giant logs were waiting their turn to be sawn. The delegates were much impressed by the ease with which these monsters were "handled" by the modern mechanical appliances. Then, on one side of the "deck," they watched the 60-inch circular saws "breaking down" the big logs, and on the opposite side the 14-inch band saw sawing timbers twenty-four inches square and over 100 feet long, and their being carried away by the live rolls.

Passing successively the second band saw, the edgers,, and through the grading, measuring, and tallying departments, the party proceeded to the end of the mill, where some fine timbers and spars for export to Australia, China and Japan, were to be seen. All the members of the party stood on one of these timbers—which measured twenty-four inches square and 100 feet long—while a photograph of them was taken. This squared timber was cut from the log the party had stood at the opposite end of the mill a few moments previously.

Lying on the wharves beyond the electric railway, which is used for distributing the lumber, were seen timbers and lumber of different sizes and grades ready for shipment to foreign countries.

The filing room was next visited. Here four band-saws, each measuring fourteen inches in width, and seventy-two feet in circumference, were being sharpened by mechanical means. A process that particularly interested the party was that of brazing two ends of the saw. A brazure was skilfully made by the chief filer, who explained to the party just how it is done.

Too much time having been taken up, up to this point, the party was unable to visit the picket, lath and broomhandle plant, and power house.

The visit having ended, the party returned to the entrance of the mill. On leaving Lord Burnham, on behalf of the members of the party, expressed to Mr. Hamber their pleasure at having had the opportunity of seeing a large modern saw mill in operation; and thanked him for all the arrangements that had been made for their visit.

Explains British Housing System

An interesting conference was given recently in the Y.M.C.A. Hall, Quebec, by Mrs. S. A. Barnett, of London, England, on the making of a home.

Mrs. Barnett spoke authoritatively on the subject as she has considerable experience in founding homes of various kinds. In 1905, this lady founded the Hampstead Garden suburbs, and is now director and honorary manager of Hampstead Garden suburb, and nearly 2,000 homes have been erected which accommodate some 10,000 people.

Mrs. Barnett explained this system and gave the result. The death rate is far lower than that of the slums. Mrs. Barnett gave interesting details such as what is required for a sanitary house and amused the audience by the low figures at which these houses can be rented. Six and six pence a week is the ordinary rental for a very comfortable workman's home in England, having a garden, bathroom, etc. Mrs. Barnett went on and compared two systems of building for the housing problem.

The first system is that of private initiative which is the best when those concerned in the building really want the good of the working class. The second is the company system—companies that build houses—for the industrials have one intention, that is making money, and the workmen's interests are completely put aside.

Mayor Samson, the Lord Bishop of Quebec, and many others were among those present.

Mrs. S. A. Barnett, C.B.E., has received the following letter from Her Majesty, Queen Mary:

"Buckingham Palace, July 9, 1920

To Dear Mrs. Barnett:

"Her Majesty desires me to tell you that she is much interested in your lecturing tour in Canada and wishes it every success. As you already know the Queen takes a personal interest in the housing question and hopes that the beautiful homes for all classes which you have inaugurated so successfully in the Hampstead Garden suburb may be adopted with great success in Canada.

"I have the warmest affection for that wonderful country where I spent six of the happiest years of my life.

"I feel sure that the Canadians will accord you a very hearty welcome. Believe me,

"Yours sincerely,

(Signed) "MARY MINTO."

W. F. V. Atkinson, who for eight years had charge of the forestry and hydraulic operations of the Spanish River Pulp & Paper Mills with headquarters at Sault Ste. Marie, has taken a responsible position with the Dryden Pulp & Paper Co., Dryden, Ont., where he will direct the woods and forestry department of the company. Mr. Atkinson has just entered upon his new duties.

Lumbermen Reply to Attack on Wooden Shingle

Take Issue With Statement Regarding Its Fire Hazard—Proposed Drastic Measure by Ontario Fire Prevention League Will be Strongly Opposed

The question of the fire hazard of the wooden shingle as compared with other kinds of roofing, has long been a subject of controversy. Various shingle agencies and lumber organizations have taken up the matter with some considerable vim and aggressiveness, and at times have replied pointedly to the criticism of insurance men and civic authorities.

"The wooden shingle" was recently made the object of an attack by J. B. Laidlaw, a Toronto insurance man, who addressed the Ontario Fire Prevention League in Toronto. He said there was hardly a day in Canada when someone's home was not destroyed or the roof burned off by the ignition of its own shingles from sparks. Mr. Laidlaw offered a resolution that no wooden shingles be allowed to be laid within fifty feet of an existing building, and this was endorsed by the gathering. It is said that the Ontario Fire Prevention League will endeavor to have such a legislation passed by the provincial legislature at its next session. How far this agitation will be carried, remains to be seen.

Lumber Organizations Take Up the Charge

The various Lumber Dealers' Associations are now taking issue with Mr. Laidlaw's statements and the matter will, likely, be discussed at the next meetings of these bodies.

Mr. H. Boultbee, Toronto, secretary of the Ontario Retail Lumber Dealers' Association, has produced several authoritative statements from actual tests regarding the fire hazard of shingles and from many reports in his possession quote statements to show that wooden shingles are less hazardous than prepared roofing. One of his authorities is B. L. Grondal, assistant professor of forestry of the University of Washington. Prof. Grondal, who made very extensive and scientific tests as to the resistance to fire of various kinds of roofing, sets forth the following conclusions:

1. "Roofings manufactured from paper containing rags, bark and similar combustible material should not be classed as fire resisting roofings, for they readily support combustion.

2. "Roofings saturated with asphalt or pitch burn very readily, and even though the paper base may be of non-combustible materials, fire is readily communicated to the sheathing below. Such roofings should, therefore, not be classed as fire-resisting.

3. "Untreated western red cedar shingles constitute a relatively low fire hazard and by the application of fire-proofing compounds they can be effectively rendered fire-resisting.

Prof. Grondal also declared in his report that "Frequent assertions by manufacturers of roofings designed to replace wooden shingles, that such 'patent' roofings afford protection from fire, while the western red cedar shingles presented abnormally dangerous fire hazard, have led many people to use such roofings under the impression that they were fire-proof. As fire records demonstrate rather conclusively that few fires originate through the ignition of wooden shingles by sparks, the claims of some of these manufacturers were investigated by students of the College of Forestry of the University several years ago and the discovery was made that any "pitch or asphalt saturated roofing paper" or fire-resisting" roofing would burn vigorously when lighted with an ordinary parlor match. It was found to be more difficult to ignite western red cedar shingles in a similar manner and they did not burn so rapidly.

Many Anti-Shingle By-laws Repealed.

"The report of the professor describes tests made with various kinds of roofing and justifies this conclusion," declares Secretary Boultbee, in a letter which he has sent out to the press. "The anti-shingle laws passed in several parts of the United States have been repealed as a result of scientific tests of roofing. Mr. Boultbee also states that he has many reports and records to show the advantage of shingle roofing against fire when compared with various prepared and so-called "fire-proof" roofings.

A leading builder in Toronto stated that a slate roof was far too expensive for a poor man to put on his house, and added, wooden shingles are warmer in winter and cooler in summer, and with the asbestos underneath which is required by law, they make the best all-round roof.

The National Lumber Manufacturers' Association some time ago issued a leaflet, presenting the arguments in defence of wooden shingles, which were given by G. E. Reynolds, vice-president of the Reynolds Lumber Co., before the municipal authorities of Albany, Ga., which effected a repeal of an Anti-Shingle Ordinance. Mr. Reynolds said in part:—

In Defence of Wooden Shingle.

"To begin, I wish to ask you to bear in mind that wood shingles have remained the universal roofing material on their record of service and economy through centuries in the past and without any defence in their behalf, and due to the fact that the majority of houses are covered with wood, every opportunity is afforded for discovering their faults. Such an opportunity has not been available to the substitutes, because of the limited use of these products. It is easy to secure reports selected to antagonize wood shingles. The success of the manufacturers of substitute or composition roofing is controlled by their ability to condemn wood shingles.

"Now a great deal of sensible argument can be presented on either side of any question, and it would be an endless task for you to try to arrive at a conclusion by considering the records of individual cities or towns.

"Thousands of dollars are spent every year by the National Board of Fire Underwriters to obtain a record from the various cities, states and the United States as a whole. These reports are condensed and given in simple form to show the various causes of the fire loss. You have had presented to you, however, the fire reports of certain selected cities, whose records happen to appear favorable to the argument condemning wood shingles, but these references are not conclusive.

Individual Records of Little Value.

"By selecting records of individual towns and cities, it is easy to find figures and conditions favorable to either side of the question. For instance, the manufacturers of wood shingles on the Pacific Coast prepared a pamphlet to combat the attacks of the composition roofing manufacturers, and by quoting the actual records of Minneapolis, Milwaukee and several other cities, it appeared that wood shingles were much less hazardous than any other kind of roofing material, but neither these statistics nor those presented by Mr. Brosnan are worthy of your consideration unless you will undertake to consider individually the records of every city in the United States. This would be an endless task and furthermore too many details are confusing.

"The National Board of Fire Underwriters' statement covers the entire field in a detailed and yet condensed form. I am confining my use of statistics to those published by this authority, as nearly as possible, because it will not be questioned by those who oppose wood shingles. This organization itself is a genuine enemy of wood shingles, as expressed in the reports, wherein they utilize their limited space devoted to comment, by stooping to the low plane of referring to the record of a single town for a single day to find statistics to justify criticism. Their report for a whole year covering a broad territory does not bear them out in this, regardless of their desire to the contrary."

What Fire Department Records Reveal.

"I understand that the records of the fire departments in each town and city are the basis for the statistics given out by the National Board of Fire Underwriters, and what does this report show? First, that the total fire loss in the United States for 1916 was $208,705,340.00, and only $7,355,047.00 was caused from sparks on roof. This 3½%, gentlemen, is the basis for all this agitation all over the country, while they are allowing to go practically unnoticed, a number of other hazards of which it is equally as practical to control by legislation and at the same time causing more loss than the sparks on roof, namely:

Defective chimneys and flues	$12,724,317.00
Stoves, furnaces and their pipes	11,204,875.00
Careless use of matches	7,136,181.00
Smoking (cigars, cigarettes and pipes)	8,588,375.00

"As the matter stands, we would be prosecuted for covering our homes with the most comfortable and economical roofing in existence, but we can allow every employee in our factories to smoke where he pleases and when he pleases, regardless of the fact that smoking is more hazardous than wood shingles. Two wrongs never did make a right, but why is it that wood shingles are singled out of this great list to be legislated against all over the country? It is simply due to the constant agitation that is promoted and kept alive by the various manufacturers of substitute roofing."

Mr. Oliver Elected as Grand Sire

Joseph Oliver, Toronto.

Joseph Oliver, head of the Oliver Lumber Co., Limited, Toronto, was recently honored at Boston, Mass., in a signal manner by the Sovereign Grand Lodge, Independent Order of Oddfellows, in being unanimously elected Grand Sire of the Order. Mr. Oliver has been Deputy Grand Sire for the past two years and that he was advanced to the highest position in the gift of the organization without opposition, speaks much for his activity and devotion to the three links. Only once previously has the dignity of Grand Sire been attained by a Canadian, and that was many years ago, by Dr. C. T. Campbell of London.

Mr. Oliver has long been a prominent citizen of Toronto, of which city he is a former mayor, and a former president of the Canadian National Exhibition. Twenty-seven years ago he was elected Grand Master of the Grand Lodge of Oddfellows for Ontario. In 1915 he was appointed Honorary Colonel of the Canadian Militia. Mr. Oliver also served for several terms as a school trustee, and is a leading member of the Masonic Order, the Orange Order and other bodies. He had resided in Toronto since 1855 and began his career as a carpenter. Working by the day, he forced his way up until he became a lumberman and eventually head of the wholesale lumber firm which bears his name.

The next annual meeting of the Sovereign Grand Lodge will be held in Toronto in September, 1921, when it is expected that about five hundred delegates will be present from various parts of the continent.

Grand Sire Joseph Oliver and General Commanding Dr. G. M. Hermiston, who recently at Boston were chosen for the highest offices in the gift of the Independent Order of Oddfellows, were lately the guests of a testimonial banquet held at the King Edward Hotel, Toronto. Both guests of the evening were presented with gold fountain pens, and Mrs. Oliver and Mrs. Hermiston with bouquets of roses.

Horoscope of Lumber Operations

The last issue of the Labor Gazette, of Ottawa, contains the following interesting review on general conditions in lumber operations in Canada from coast to coast:

Lumbering continued quiet during the month at Charlottetown. The sawmills and lumber booms round Fredericton gave employment to large staffs. A shortage of men was reported at Bathurst in every department of the lumbering industry. The sawmills in Quebec district were busy to capacity, with little prospect of finishing this season's cut unless the weather holds out late. Sherbrooke also reported activity in the lumber, tie and telegraph pole camps and in the saw and shingle mills. At Ottawa and Hull the sawmills were fully busy, and bushmen were in demand for the camps. Peterboro reported the completion of a big drive and another starting; saw, shingle and lath mills were busy. At Timmins a demand was reported for pulpwood cutters and at Pembroke for lumber mill workers and bushmen. Owen Sound reported activity in the sawmills, and camps busy on the north shore of Georgian Bay. The annual demand for bushmen started in Cobalt district, the season opening early, and for the pulp woods at Elk Lake; help was also called for at the sawmills. North Bay reported slack conditions in the labor market , but the opening of the lumber camps was expected soon to give relief. At Sault Ste. Marie lumbering operations, including pulpwood, ties, posts, saw-logs and hardwood, were very active, camps filling up as fast as men could be secured; the sawmills were busy, having some difficulty in securing enough labor in the yards as many men were away in the harvest fields. Port Arthur and Fort William reported a demand for men to stow pulpwood. Prince Albert and Edmonton reported a demand for bushmen and sawmill workers. Fernie reported some curtailment in the expansion of lumbering operations due to unfavorable market conditions, but the local mills operated to the capacity of a one shift day; in the south district some mills were obliged to close temporarily and sent out fire fighting crews. At Cranbrook, Nelson, Kamloops and Vernon fire-fighting crews caused some scarcity of labor at the mills. Vancouver reported a demand for men for the camps and sawmills. At New Westminster the saw and shingle mills had a very busy month. Loggers were in demand at Prince Rupert. Victoria reported all branches of the lumber industry active at Vancouver Island.

River Driver Gets Three Medals

An interesting ceremony took place at Niagara Falls, Ont., recently when William ("Red") Hill, a veteran riverman, was presented with the Royal Canadian Humane Society medal for life-saving. The unique feature about the presentation is that this is the third bronze medal of the society to be presented to Hill for life-saving.

Charles Black, president of the Humane Society, paid a tribute to Hill, and Mayor Stephens made the presentation. In an eloquent speech he recounted the feat for which Hill received the medal. On August 6, 1918, a scow with two men on board broke away at Chippawa, and was carried down the upper river, but stuck in the rapids. The life-saving crew from Youngstown arrived with their apparatus, and fired a line over the scow and finally got a basket midway out, when basket and rope became entangled in the rapids above the Horseshoe Falls. Hill volunteered and went out in the rapids and along the line, and at imminent risk of life and limb, untangled the line and brought it to shore, after which the men were brought safely to shore.

Hill's first medal was received when he rescued his sister from the ruins of a burning house, and the second for life-saving at the time of the breaking of the ice bridge here.

Hill is the only man in the British Empire to be awarded three bronze medals.

New Features in Asphalt Roofings

It has recently been announced that The Beaver Company, Ltd., in their broad policy of manufacturing and merchandising Beaver Board and allied building materials, is to offer for the first time the distinctive and patented features of Vulcanite Asphalt Roofing as a "Beaver Quality" product.

The demand in the past few years for asphalt roofings has greatly increased due to their durable and fire-resisting qualities. Especially in the case of asphalt shingles with their protected surface of crushed slate in natural non-fading colors which give beautiful and lasting results, are asphalt roofings today winning the favor of builders.

Vulcanite built up a most enviable record in the roofing industry in Great Britain (where it was first manufactured in 1876), on the Continent and in the United States. The outstanding features of this new Vulcanite proposition are the patented self-spacing shingles, the protective hexagon slab shingles, and the characteristic Beaver advertising campaigns and dealer helps in promoting sales.

A modern and completely equipped plant is now operating at Ottawa for manufacturing Vulcanite quality roll roofings and asphalt shingles in Canada. The sales offices of The Beaver Company, Ltd., are at Thorold, Ontario, and convenient distributing points are being established as quickly as possible throughout the Dominion. Arrangements are being completed to make Vulcanite one of the best and biggest roofing propositions for dealers in the country.

Will Sawdust Become Cow Feed?

When the dairy farmer of the future needs feed for his cows he may get a fresh supply by going out in his wood lot and reducing a few stumps to sawdust. By chemical treatment hydrolyzed sawdust may be converted into a nurishing cattle food.

The fact was brought out recently at the sectional meeting of industrial and engineering chemists, American Chemical Society, at the University of Chicago. The process of preparing such animal food was described by E. C. Sherrard and G. W. Blanco.

While sawdust, finely ground, is treated under steam pressure with diluted sulphuric acid in a large boiler, known as a digestor. This breaks up the fibre and extracts the sugar. To prevent injurious effects, the acid is neutralized by adding lime to produce chemical action. The liquid thus obtained, when boiled down, is rich in sugar, and, when mixed with the fibre, produces a moist feed containing about 15 per cent. of water, in which form it is fed to dairy cows.

At the Forest Products Laboratory, United States Department of Agriculture, Madison, Wis., experiments proved that three cows thrived on this sawdust ration, and not only gave more milk, but increased in weight.

The result was so satisfactory that the Government has decided to take up the matter on a larger scale at the experiment stations throughout the country and furnish a detailed report on the value of hydrolyzed sawdust as cattle food.

Sudden Death of Sir James Ball

The late Sir James Ball, London, Eng.

Many friends in Canadian lumber circles will learn with extreme regret of the sudden death of Sir James Ball, late Controller of Timber Supplies for the British Government during the war. Sir James spent several weeks in Canada in the early months of 1919 in his official capacity, being accompanied by Montague L. Meyer, British Timber Purchaser. He visited all parts of the Dominion and came in contact with representative lumbermen of very province, particularly those doing an export business. Sir James, who was chief engineer of the London, Brighton & South Coast Railway, expired at Forest Row, Sussex, on September 10th, where he was spending the day with Sir Wm. Forbes, general manager of the line. After a round on the golf links, he returned to the house and immediately complained of faintness, passing away a few minutes later. On the previous day he was at work in the London Bridge office.

Sir James, who was born in 1867, entered the service of the Great Northern Railway in 1890, and afterwards became engineer to the Lancashire, Derbyshire and East Coast Railway. In 1907 he went to the Great Central Railway as new works engineer, and five years later became engineer-in-chief of that company. Since 1917 he had been chief engineer of the London, Brighton and South Coast Railway, but during the latter part of the war he acted as Controller of Timber Supplies for the Board of Trade. In that capacity he did much to place the timber resources of the country on an organized basis, and his valuable services were rewarded with a knighthood. He was also responsible for designing and carrying out heavy railway and dock works, including the great Immingham dock on the Humber. He leaves a wife and one son. The funeral took place at Hampstead Cemetery, the various railway companies with which Sir James had been professionally connected being represented, as were also the Institute of Civil Engineers, the Timber Trade Federation, the London Timber Exchange, and other public bodies with which he had been associated.

Farmers Are the Biggest Wood Users

"Agriculture is the greatest wood using industry of the United States," said Col. W. B. Greeley, Forester, recently. "Forty-six per cent. of all the wood which the country consumes annually is used on its farms. The yearly lumber bill for farm structures and improvements aggregates 6¾ billion board feet. Farm improvements for boxes, barrels, and other articles manufactured from wood call for nearly four billion board feet additional each year. Add to these requirements the 80 million cords of fuel wood consumed annually by farmers and over a billion cubic feet of fencing material and it is easily seen that farmers have a greater interest in an assured supply of timber at reasonable prices than any other class of American citizens.

"The farmer is the most independent of anyone in the nation when it comes to food. He might be equally independent in the matter of timber. He owns, in the aggregate, more forest land than the lumbermen and all other private owners combined. Farm woodlots, or woodlands, reach the enormous total of 191 million acres and comprise two-fifths of the forest area of the United States.

Small Mailing List Better than None

It is much better for a retail lumber dealer to have a mailing list of fifty names of whose building needs the dealer has personal knowledge, than a miscellaneous list of several times that number copied from a telephone directory, says the Long-Bell Bulletin. A circular letter is something like a conversation. You wouldn't talk about a garage or a new barn or an implement shed to a farmer until you had found out he needed a garage or a new barn or an implement shed. When you send out a circular letter on one kind of building, be sure you know it is going only to those prospects who should be in the market for that building.

Right now is a good time to begin advertising, writing letters and making personal appeals on implement sheds. The large crops this year stimulated implement sales, and these implements should be housed over winter. No doubt by making a trip or two and otherwise inquiring you would find a number of farmers who will need sheds. Encourage these prospects with newspaper advertising, and then follow with circular letters to the livest prospects.

Nearly All Housing Loans Taken Up

More than 300 dwellings will have been constructed throughout Canada under the housing scheme by the end of the season, and in some parts, where the climate permits, operations will go ahead in the winter, according to advices received from Ottawa.

In the early part of the year plan was not availed of as readily as had been expected. This was attributed to its not being understood properly, and also to shortage of labor and materials.

Experience has shown the desirability of some changes in the legislation to suit different localities, and these will be made at the next session so that greater progress is expected next year.

Supplemented by the provinces, the Federal Government appropriatd $25,000,000, to be loaned to the provinces at 5 per cent., and nearly all of it has been taken up. In Ontario, federal and provincial appropriations for the purpose aggregate about $11,000,000.

Western Lumber Situation is Interesting

According to reports received in the East the situation in connection with British Columbia stocks in Ontario is still the subject of much interest. There is apparently no uniformity of opinion as yet as to how the Western mills will handle the new state of affairs created by the freight rate advances. It is generally reported that Western mills have low stocks at present, and that few of them can quote on any varied bills. At the same time most of them seem to have one or two lines each on which they are ready to accept a little lower prices than the other mills. Under these conditions the possibility of the Western mills placing the increased freight rates upon the consumer are not bright.

Prairie conditions at present are interesting and may be expected to influence trade in Eastern Canada to some extent. Outstanding accounts of the lumber yards on the Prairies are reported to have reached pretty considerable figures; so that many of the dealers feel that their most important business for the next few months will be collecting rather than selling. They have allowed their stocks to decrease to a minimum, and are buying only from hand to mouth. When the Fall collections have been gathered in, the yards in the Prairies may be expected to stock up for Spring trade, and unless the mills in B.C. accumulate larger stocks than they have now, there is a possibility that another active and profitable trade, as was the case a year ago, may be witnessed. No one expects, however, that prices will make advances at all commensurate with those of last winter.

The labor situation at the coast is still one of the strong determining factors in connection with prices. If the manufacturer continues to pay the present prices for logs, and the cost of manufacturing is not lowered, he will find it increasingly difficult to sell lumber on the basis of present prices.

Tide water mills in British Columbia, which are in a position to cater to the export trade, report that they have plenty of orders ahead for export at good prices.

The Creed of Wholesale Dealer

Here is the way one wholesale lumber dealer puts the view he holds, in a circular issued to the trade—you can gather that he is located in the mid-west states:

"We believe that the old method of doing business with the mills is passing away. The idea that the manufacturer must be kept in the dark as to conditions and that he must be discouraged into cutting his price to allow the wholesaler a profit, has gone into the discard. We believe that if the wholesaler renders the service which justifies his existence, that when the mills are making money, we can make money. Naturally then we are boosters when conditions justify; and yet we shall not hesitate to tell you unpleasant truths when they are necessary. We are trying to spread the gospel of west coast lumber throughout the middle west. We believe that it is the future wood for this territory and we are trying to make it the present wood. Every good car of west coast lumber which is shipped into our territory is a boost for us no matter who ships it. But we surely have the axe out for the man who ships a bad one. Every mill man should realize that every car which goes out from his plant carries as a part of its cargo a portion of the future of the fir market. A good car may make a man a good fir customer for life and a poor one can more easily turn him away."

His Specialty is Wood Using Statistics

R. G. Lewis, Ottawa, Ont.

R. G. Lewis, Dominion Statistician of the Forestry Branch, Ottawa, occupies an important and yet somewhat unique position in connection with forest products tabulation in Canada. His duties as Forestry Statistician consist in co-operation with the Dominion Burea u of Statistics in the collection, compilation and publication of statistics relating to forest products. This work at present covers the production of lumber, lath, shingles, pulpwood, pulp and paper, planing mill products and some of the more important wood-using industries. The figures for these are collected annually and published in bulletin form.

Mr. Lewis is a graduate of the Faculty of Forestry of the Toronto University and for the past eight years has been acting as statistician for the Forestry Branch in Canada's capital city with the exception of two years, when he was on active service. Fifteen months of this time was spent in France as technical officer of the Canadian Forestry Corps.

Mr. Lewis states that, in connection with the wood-using industries, arrangements are now being completed for a renewal of the wood-using industries studies which were made by the Forestry Branch from 1911 to 1916. The work was interrupted by the war and it is gratifying to learn that it is likely to be resumed. During the five years that it was in progress, the Dominion was covered by a series of studies of the industries using wood as a raw material. It was intended to study each of the five regions—the Maritime provinces, the prairie provinces, Quebec, Ontario and British Columbia once every five years and to have each study explained by a published bulletin except in the case of British Columbia. It is understood that this investigation will be continued this year by a study of conditions in Ontario, undertaken in co-operation with the Bureau of Statistics.

Present Lumber Prices Not Too High

The John Carew Lumber Co., of Lindsay, Ont., have finished sawing operations for the season. Owing to repairs of the lock at Bobcaygeon, it was impossible for the firm to bring anything in the timber line up from the lower locks until August 1st. The company are putting in three camps below Bobcaygeon, and have also purchased several pieces of timber up the other route, and will have, probably, three camps more, making six in all. The firm state it is costing more and more all the time for operating expenses, and the efficiency of men is only about 60 per cent. of what it should be, and they cannot possibly see how lumber will be any cheaper. Labor seems plentiful enough in the Lindsay district, but it is impossible to get men to work steadily, and they do not turn out their full capacity even when they are employed.

Will Use Poplars Along Lake Front

Toronto's Parks Department has planted 4,487 trees upon the city's streets during the season just ended, a record which has not been exceeded since before the war. They are chiefly Norway maples and American elms, with a few ash.

A despatch from New York indicates that chestnut trees are being discarded there for street use, because they cannot stand the gases from motor cars. "We long ago abandoned the chestnut," said Parks Commissioner Chambers to-day. "It is a pest-breeder, short-lived, and its foliage litters the streets.

Mr. Chambers announced that Lombardy poplars—sometimes called the "exclamation mark" among trees—will be used along the new boulevard to the Humber River, including the Exhibition waterfront.

Hardwood Bush Brought Good Price

At the sale of the W. H. Woods estate, at Bayfield, Ont.., J. E. Baechler, of the Goderich Manufacturing Co., Goderich purchased a property of 123 acres, including ninety acres of hardwood bush, at a price of $28,100. A parcel of 103 acres with the buildings thereon was purchased by Thos. McCurdy, of Stratford, for $5,700.

The property purchased by Mr. Baechler is on the Lake road a mile and a half south of Bayfield. Mr. Baechler intends to start taking out some of the timber about the first of December.

To bring this timber to the mill in Goderich Mr. Baechler will have two big motor trucks, which he has purchased from the National Steel Corporation of Hamilton. These trucks travel easily twelve miles an hour and are calculated to do the work of about eight teams of horses.

A few days before the Woods sale Mr. Baechlor bought fifty acres of bush in Warwick township, county of Lambton.

In the spring Mr. Baechler proposes to rebuild his factory, if suitable arrangements can be made with the town. His plan is to go extensively into the manufacture of boxes and baskets.

First Timber Limit From Premier Drury

Recently a charter was granted to the Pembroke Timber, Tie & Pulp Co., Limited, with head office in Pembroke, Ont., to manufacture and deal in lumber, ties and pulpwood. The mills of the company will be located at Makwa on the C.N. Railway. W. H. Bromley, who is the manager of the new organization, is well-known to the trade, and, previous to the war, was engaged in the wholesale line. He served three years overseas with the Canadian Forestry Corps. Another member is Major A. J. Miller, who was Officer commanding of a Forestry company in France, and is now engaged in the milling trade in Pembroke. J. S. Fraser of Pembroke is president of the company and L. M. Chapman secretary-treasurer.

The Pembroke Timber, Tie & Pulp Co. is composed of local men who have been more or less identified with lumbering for a number of years, and the purpose of the charter, as already stated, is to conduct a general lumbering business. The company have secured from the Ontario Government the township of Champagne, and will operate mills and manufacture timber, lumber, ties, pulpwood and piling. Commencing next spring, the company will turn out the best grades of white pine and they have already secured some big contracts for early spring cutting. The company will also be in a position to furnish dimension sizes and long piling. Their industries will be located on the main line of the Canadian National Railway. It is understood that the Pembroke concern is the first one in the Province of Ontario to secure a timber limit from the Drury Government.

The Value of Timber By-Products

That the by-products of the saw mill will outvalue in the near future the finished lumber is the prediction of a Western timber authority as quoted in a recent issue of the Literary Digest.

"Only 40 per cent. of our cut timber is utilized; the rest is thrown away. This means that the unused 60 per cent. is in such shape that it would not pay to use it. The problem of utilizing waste material," says this authority, "is that of making its utilization profitable." The enhanced value of timber to-day is making profitable the conversion of waste into merchantable products. Alcohol, tanning extracts, turpentine, pine-oils, fiber for rugs, carpets, bags and all sorts of fabrics, imitation leather, linoleums, insulating materials, these are a few of the products obtainable from sawmill waste, which was formerly thrown away.

It has been predicted that the by-product distillates of wood, as wood and grain alcohol, may sometimes equal other sawmill products in value. Grain alcohol may be produced from any wood at relatively low cost, and by a process that yields other products of value as well. This may become a substitute for oil and gasoline in the operation of engines for automobiles and automotive machinery.

Tanning extracts are made mostly from the bark of oak and hemlock. Turpentine comes from woods possessing necessary resinous content. In fact, practically every wood possesses important by-product possibilities that may be greatly increased by chemical experts.

As chemical investigations advance, and new uses are found for wood waste, the percentage of waste will be steadily cut down.

Death of Mr. Arthur G. Campion

The death occurred on October 1st at Montreal, of Mr. Arthur George Campion, a well-known figure in the local paper trade.

The late Mr. Campion was born at Sittingbourne, Kent, England, fifty-five years ago, and came to America about twenty years ago, when he was New York representative for Edward Lloyd, Limited.

Between 1905 and 1915, he was sales manager of the Belgo-Canadian Paper Company. In 1915, the late Mr. Campion went into business for himself under the name of A. G. Campion, Limited, with offices at 145 St. James Street, Montreal. He specialized in newsprint, and was well-known among Montreal publishing firms.

Learning is frequently a drug on the market, while doing always finds ready buyers.

Business and Pleasure in Sweden

By Anton Selander, F.E., Montreal

Anton Selander, Montreal

When the first two weeks were passed in June we boys began to be very nervous.

Anders, the old man's cook, coachman, valet and so forth was called in conference in regard to the prospective journey to Snurrevallen up in the north of Sweden.

Now, Anders was a person that knew exactly what the old man wanted, having been in his service for over thirty years.

We boys were not called on, so we just waited to hear the result of the conference.

Later the old man told us that it was decided to go up to the mountains to look over some timber that the government offered for sale and that after looking over the timber lots, we should go up to Snurrevallen to fish for trout and greyling for three weeks and stay at our club.

A specification of provisions and wets were made out, and four guides were sent up at once to overhaul the boats.

These boats are made similar to a canoe but somewhat larger, are very light and can easily be poled up stream.

They are made of half inch thick pine and painted outside and inside.

Our flotilla was red outside and white inside.

Oars were used to propel the boat forward except in going up rapids when the boat was poled.

In the forend was a block with a rope about three hundred feet long and the end of the rope was attached to a stone used as an anchor in the rapids.

On the 26th of June we took the train from Avesta to Insjon, a journey of three hours, and then the boat, a fine boat where you could get a meal and drinks as good as any hotel in the old world.

As soon as the dinner bell rang on the boat we boys were at it hungry as wolves as boys always are.

The boat traversed Lake Siljan, a beautiful lake fifty miles long, and along the shores, embedded in pine forests, were many very old historical places such as Laksand, where all natives still go dressed in their national dresses, and also in Rattvik, a place I spoke of in a previous article.

Six miles from the end of the lake is Solleron, an island six miles long and a parish in itself, well built and prosperous surrounded with sand beach and clear water, a spot that would touch the loveliest imagination.

We stopped there to take on and leave off some freight and passengers, and then off for Mora, where Gustavus Vasa, well known in Swedish history as the first great King, who inspired the Darlkarls to come with him and fight the Danes, and which King later freed the country forever from foreign conquerors.

There our boat trip ended and here was Anders, with a hack spanned with the old man's best driving horses, Sleipner and Blenda, and also two rigs with pack horses.

Everything we had was transferred to those rigs from the boat and after shaking hands with the captain, and thanking him for looking after our comfort so well, Anders whipped up the horses and we started for the mountains between Sweden and Norway.

After two miles travelling we reached Osterdalefven, where we had to be ferried across, but it was late in the evening and the ferryman lived on the other side of the river. We had to use all the power of our lungs for a good half hour before our friend, the ferryman, decided that "there was something doing" on the other side of the river, and after another half hour the ferry reached our side and we all embarked.

On the other side of Osterdalefven we passed through a small village, very old and very poor looking, and then we hit the bush.

The road was very sandy and all the time up hill until we come to a farm twelve miles higher up called Spjutmo, and there again through the bush all pine or, as the Swedish call, Tallskog, and the English, redwood. After another six miles we reached Garberg, a very small village in the woods.

A little creek with water clear as crystal followed the road for a mile, no shrubbery on the sides and you could see the trout (rainbow) behind small rocks.

But we had not gone far enough to allow us to start and try the fly, so we went further and after another six miles we reached the first house in Elfdalen.

Imagine yourself to be with us and you will feel how grand and beautiful it was:

The forest opens and we found ourselves on a good road, one thousand feet above the river, with the land all cultivated, sloping gently down to the river and dotted here and there with pretty farm houses all painted red with white corners and verandas.

You could see the river for miles away, running north in curves, as a band of silver, and joined in some places by smaller streams coming down in cascades from the mountains.

There was not much pine except in the background, but we found the farms embedded in white birch.

We drove right up to the hotel and Mr. Braaten, the proprietor and a friend of the old man, arranged to give us the best house he could offer, including a bottle of Pomery extra sec.

Next morning about five o'clock was breakfast time. We boys felt it was too early, but what would be the use to protest.

The old man and Anders were already up and what was worse, Anders had orders from the old man to throw a tub of cold water over us, and we never could imagine what it was good for.

But such is a young fellow's luck sometimes.

Six miles further up we crossed the tributary of Osterdalefven and the road entered the woods.

Here were many small streams crossing the river, and if time would allow us we could have got trout in plenty everywhere, but the old man wanted first to see the timber, so on we went until we came to Asen, the last village for six miles.

More grand scenery; an open valley somewhat deeper than in Elfdalen, and looking across it you will see a waterfall on the other side from a tributary coming down in sheer drops eight hundred feet. Yes it was beautiful beyond description..

We stopped here for a while to look at nature, and the old man wanted to speak to Larsson, the Member of Parliament, and his old friend.

After a while we started again and immediately entered the pine forest down, down, down, a thousand feet in six miles, where we reached Osterdalefven and ferried over again, then up two thousand feet in eighteen miles, all pine forest and small streams, and came to an arm called Hollstugan, and there we stopped for a while to take to the bush to find out what the timber looked like that the Government was offering for sale on auction this fall.

Hollstugan is what you here call a homestead.

At the time we came there the land was not divided, and any man that broke soil and built a good house and raised cattle would later receive a certain amount of forest land with the timber on. He received this from the Government free of all fees, and with the right to dispose of it at his pleasure.

The farmer worked hard the first year, but tourists and work in the lumber camps helped him so he soon became prosperous, and when the Government divided the forest land this man got twelve hundred acres which he sold to a lumber company for two hundred kroner, $60,000.00.

We were all tired after a journey of one and a half days, cramped up as we were in buggies, so it was decided to take a day's rest.

At this place we met two guides, and our Uncle, this later

being the old man's bush manager for the northern districts.

As there was no more road suitable for horses to the timber limit, we had to pack our provisions in bags. The bags are made of Birchbark and are fitted with straps to hang over the shoulders.

After a tramp of a few hours we arrived on the spot where the Government had stamped the trees offered for sale, and the packs were loosened beside a small river called Unon.

A fire was started at once and Anders put potatoes on the fire and started to cut frying pans to be used for frying ham.

These frying pans were green spruce boughs about three feet long, pointed at one end. You hang the smoked ham on it, and hold it over the fire until fried to everyone's taste, and believe me, it is good.

Mother had made some soup which we warmed up and Anders finished up a bottle of snaps and a couple of Pilsnerbier and we had a meal that a king would envy.

The examination of the timber took us several days, and every evening after work was over we whipped the stream for trout and got plenty.

After our exploring for about a week the old man found he had enough material on which to base his estimate of value, when the sale was to be made, and we started back for Hollstugan.

In the meantime we had been away, a letter had arrived, saying that the boats were now in perfect condition.

Anders phoned up to the nearest village, forty miles away, and ordered a messenger to inform our guides that we should be at Snurrevallan next day.

Very early next morning we started off going north for twenty miles, where we came to another farm named Bunkris.

That is the first place in the northermost parish of Dalarne bordering on Norway, and here the forests are cut up in six miles squares by what is called parallels or clearings, thirty feet wide, going east and west, in straight lines and controls going north and south, and these lines are always kept clear of vegitation.

At Bunkris a parallel runs through and beside the parallel is a tower, a hundred feet high, and custom is that you go up and take a look at the mountains in Norway.

If there is much snow on them we know that the water will be high in the river for a long time.

We did not see much snow this time, and the weather was very warm, so we expected good fishing.

Lunch was ready for us when we came down from the tower, and so on again to "Per Anders," a little place, very poor, where they never had seen money, and all you can get is milk, butter and cheese.

No potatoes or vegetable grew there, as it is too frosty, and the soil is only a few inches deep except in places. Under the soil everywhere is sandstone.

Six miles more and we came to the end of our road.

There started the trail of six miles for Snurrevallan. The old man had made this trail, and we could use packhorses, so everything was loaded on the backs of the horses, and after two hours' march we arrived at Snurrevallan.

What happened at Snurrevallan I will tell you in another number if you like this.

Says Their Work Lessens Labor Agitators

The work of the Shantymen's Christian Association in lumbering, mining and construction camps of Canada and the United States has been carried on extensively during the past summer, especially in the East and in Northern Ontario, and has been shown to have a very salutary effect upon tendencies towards labor agitation, according to the Rev. Thomas Joplin, field secretary, who is in Montreal on his annual visit. The thirty missionaries of the organization tramped 7,000 miles during the past year, visited 740 camps and addressed in all 43,400 men, of whom 8,500 were foreigners and 7,000 French speaking. The association also made an attempt to help the lonely settlers with whom they came into contact in the wilder districts of this country.

In all camps where the men had spare time on their hands, it was found, said Mr. Joplin, that there was a marked tendency towards labor agitation but this he declared was less noticeable in those camps which received the regular visits of the missionaries than in others. He cited one instance of an extreme labor agitator who had been convicted of error through one of the missionaries and was now himself preparing to take up mission work in the camps of Western Canada.

The case of the lonely settler, Mr. Joplin described as most pitiful. The association workers, he said, had come into contact with some families who had had no visitors for five or six years and in some instances had arrived just in time to prevent the occurrence of suicides through loneliness.

The association carries on work in Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, Saskatchewan, British Columbia, Michigan, Minnesota, Wisconsin and among the coal miners in Kentucky.

Why Such Large Freight Tolls

J. H. Duthie, late of the MacDonald Lumber Co., Toronto, is writing for the press some interesting and forceful articles on the "Railways and the Board of Railway Commissioners," and in a recent reference on transportation tolls pointedly observes:

Cheap transportation is one of the most important factors in the progress and development of a country, and when the Dominion Government took over the Canadian Northern and Grand Trunk Railways, it was supposed that its object would be to provide a service adequate to the necessities of the country at the lowest possible cost. Instead, however, of doing so, it has accepted the advice of the men responsible for the failure to make those lines paying propositions, and decided to take from the consumers of Canada an additional sum approximately amounting to $300,000,000 per annum, without the slightest guarantee that the money will be used to better advantage than has been the case in the past.

At different periods the railways have been given permission to advance their transportation tolls, and in each case it was stated that the increase would be sufficient to place them in a good financial position, but the additional revenue received has been dissipated without any improvement in conditions.

With a Government in power at Ottawa ready to hand over to the railways, at any time it is asked for, an advance in rates, there is little incentive to practice economy in the operation of those lines, and the expense of management has grown with each increase in revenue.

It is nothing less than criminal to burden the people with the payment of millions of dollars per annum to enrich the coffers of a company like the Canadian Pacific Railway, which, only a year or two ago, had statements published in the press of the United States to the effect that it was absolutely independent of its bondholders, and was in a position to retire for cash every bond outstanding against the company.

So far as the Government controlled lines are concerned, their financial position is largely due to mismanagement, and, if the men who have been continued in charge of their operation and maintenance are unable to make them pay on the basis of the rates in effect prior to the 13th inst., they should be requested to step down and out and make way for those who can do so.

The plea for advanced rates was based on the extra expenses incurred through higher labor and material costs, figures on a market that is acknowledged to be abnormal. Do the men in charge of the railways believe that the present abnormal prices ruling for material will continue for any length of time?

By insisting upon advanced rates they are doing their utmost to maintain an abnormal market, but notwithstanding their efforts, prices will decline because of a falling demand, due to economy in buying on the part of the people.

Coal is one of the heaviest items of expense in railway operation. Does Mr. Hanna believe that the present abnormally high prices for steam coal will be maintained during the coming year? If he does, I shall be glad to put him in touch with those who will sign a contract for steam coal, for delivery between April 1, 1921, and April 1, 1922, at a figure much below present prices, and furnish bonds for the proper performance of the contract. The same thing is true of other material required for railway maintenance.

If Mr. Hanna and his confreres would bend their energies to reducing expenses there would not be any need for additional revenue. In the United States the railways were granted an increase in rates because of higher labor and material costs. To-day these railways are not essentially necessary for railroad operation. Now that the advance has become effective they are reducing their expenses. Why did they wait until the advance was given before practising economy in management, Was it because their expense sheets were padded in order to make a showing for an advance in rates?

Pulpwood and Its Varied Activities

Will Ontario Start Pulp Mill?

A plan for operating a pulp mill as a provincial enterprise has been receiving the serious consideration of the Ontario Cabinet for the past three months, it became known only yesterday. The establishment of such a plant as a publicly owned and operated concern is stated to be by no means improbable. According to the plan under consideration, the mill would be established in Nipigon district at some point to which power could be transmitted from the new Hydro-Electric power development plant at Nipigon Falls.

While neither the details of the plan nor the general policy has yet been decided upon, it would occasion no surprise in Government circles if a favorable conclusion was reached. The plan is unique in that it would be the first time an Ontario Government had ever undertaken the utilization of the province's pulp resources for the production of paper as a publicly-owned enterprise. If decided upon it is probable that the large timber limit in the district chosen will be set aside for the project.

The Nipigon Hydro-Electric plant will have a surplus of power available for some years. A Government-owned pulp mill, supporters of the idea argue, would furnish a good customer and the basis for a mutually satisfactory contract for power. Another important feature from the Government's standpoint is the results obtained in a plant of this nature would provide the means of ascertaining with far more definiteness than is now the case, what remuneration the province is entitled to in return for timber and pulp-wood concessions granted to private enterprises.

Will Get Pulpwood Supply From Quebec

A guarantee of an adequate supply of pulp wood for making its various lines of paper was assured recently when negotiations which have been pending for several months were concluded at Montreal by which the Hammermill Paper Company, or Erie, Pa., acquired the timber lands and equipment of the Matane Lumber and Development Company in the province of Quebec.

The deal includes sawmills, complete lumbering equipment, logging railroads, considerable development work already done, floating timber and 133,000 acres of heavily wooded spruce land. As the Matane Company had not yet operated very extensively, and had worked only for lumber, not for pulp wood, the tract is nearly all virgin timber.

The property is located on the lower central part of the Gaspe peninsula, south of the St. Lawrence and does not have riparian frontage on the main river, but is tapped by considerable reaches of the Matane and Cap Chat rivers. With the property the Hammermill Company acquired 13,000,000 feet of logs in the river which will likely be utilized at once. Officials of the company state that no plans have been made for immediately utilizing the standing timber.

Mr. Backus and Government Agree

The Ontario Government and the interests headed by E. W. Backus of Fort Frances, Ont., have come to an agreement regarding pulp limits and water power in the Lake of the Woods district.

According to the agreement the first step necessary for the Backus interests is to erect a mill at Kenora and develop the Lake of the Woods limits which they now hold. The only change in the old agreement concerning these limits is a clause where the Government doubles the fees on pulp-wood, and brings them up to the present standard. The Government also grants a lease to the Backus people of the water power at White Dog Rapids on the Winnipeg River, subject to such "rentals, reservations and conditions," as the Minister of Lands and Forests may deem in the public interest.

Mr. Backus, who is the owner of the Norman dam at the outlet of the Lake of the Woods, which is an essential work for the regulation of the level of the Lake of the Woods, consents, as a further term of the agreement, to submit to such regulations as to this dam as may be imposed by the Minister of Lands and Forests, says a summary of the agreement issued by the Government.

This is an exceedingly important concession to the Lake of the Woods Control Board and to the International Joint Commission on Waterways. The effect of the agreement, so far as the water power at White Dog Rapids is concerned, is to leave the Government in absolute control of the development and of the distribution of power.

On their part Mr. Backus and his companies agree that they will forthwith proceed with the erection at Kenora of the pulp and paper mills called for by their agreement of 1914, and that they will have one unit of the pulp mill of at least 50 tons daily capacity in operation not later than the first of October, 1921, and will continue construction work uninterruptedly until the mills mentioned in the agreement of 1914 shall be fully completed, subject to the direction of the Minister of Lands and Forests as to the erection of the paper mill."

The mill called for by the agreement of 1914 was a mill with an estimated daily capacity of 100 tons. There will be sufficient power at Kenora for the operation of a 50-ton unit and the intention is that the power from the White Dog Rapids shall be available by the time the second unit of the mill is ready for operation, by which time the English River limits will have been put up for tender.

"The agreement between Mr. Backus and his companies of the one part and the town of Kenora of the other part provides among other things for the erection of a pulp mill of at least 200 tons capacity at Kenora. In order to supply the material for such a mill the Crown agrees to offer at public competition the pulpwood and timber on an area comprising a part of the English River watershed, being substantially the area that was offered for competition but for which no tenders were received in 1915. The company on its part agrees, that it will tender for the said area in the terms of the condition of sale, one of which will be that the timber and pulp wood on the area will be manufactured at Kenora, and if the company's tender is accepted the companies undertake that they will enlarge their mills at Kenora to at least the capacity called for by their agreement with the town of Kenora and will also accept their present agreement with the Government as a satisfactory agreement within the meaning of the provisions of the agreement with the town of Kenora, which requires the town of Kenora to assist in securing from the Government additional timber for the operation of a pulp mill of 200-ton capacityy. The company also agrees to extend their pulp and paper mills beyond the capacity called for by their agreement with the town of Kenora, "as they may from time to time be required by the Minister of Lands and Forests so to do, having regard to the quantity of pulp wood that will be available for the said mills."

"Under the terms of the agreement between Mr. Backus and his companies of the one part and the town of Kenora of the other part, in addition to the requirements in respect of the pulp and paper mills, the company binds itself to place the sawmill in Kenora formerly operated and owned by the Rat Portage Lumber Company in running order so that operations will be resumed at that mill during the season of 1921.

"The companies also agree to purchase the power plant of the town of Kenora at the price of $335,000, and assume the liabilities of the town under its agreement with the Maple Leaf Flour Mills Company under which the town is furnishing power to that company at a heavy loss each year."

The Government have also made a stipulation that any portion of the newsprint produced must be available for sale to Canadian publishers at the instruction of the Government. The amount is left open, but the Government say they could order 100 per cent. to Canadian publishers under the agreement.

By their present limits and mills and the water-power privilege given by the Government the Backus interests are placed in a position of superiority in tendering on the English River limits. They will have their mills at Kenora when the limits are put up.

Only Fifty Years Pulpwood in Sight

The resolution of U. S. Senator Underwood, calling for the appointment of a Presidential Commission to visit Canada with a view to securing the abolition of the restrictions imposed upon the exportation of pulpwood from the Crown lands of several of the provinces, was brought about by organized agitation and paid propaganda, aided by various newspapers, who had been led to believe erroneously, that the restrictions complained of were responsible for the high price and insufficient supply of newsprint paper in the United States during the early part of 1919, said Edward Beck of Montreal, in a recent address in Toronto.

"Many Canadians have assumed that, with the failure of the Underwood resolution, the issue is a dead one and that nothing more will be heard about it," said Mr. Beck. "Such, however, is not the case. The interests which were instrumental in bringing about the agitation which resulted in the passage of the Underwood resolution are still actively at work. Perhaps they are encouraged by the knowledge that in all human probability the next occupant of the White House will be a newspaper publisher, who may, presumably, be ex-

pected to look at the subject more or less from a newspaper publisher's point of view."

Mr. Beck showed that the restrictions on the exportation of pulpwood were perfectly justifiable on national grounds and that, in spite of allegations to the contrary, they violate no contract and deprive no one of any duly acquired right.

"The chief argument of those who are challenging these regulations is that, it is alleged, they unlawfully abrogate vested rights and inflict upon the lessees heavy financial losses. They contend that the right to a renewal, specified in the licenses, is tantamount to a permanent grant, which cannot be affected by any regulations subsequently made. We, in Canada, maintain that the leases give the lessees no permanent rights, but are merely annual grants with the right to a renewal upon certain conditions being fulfilled, and that the right of regulation by the State is the first of these conditions. The Supreme Court of the United States itself has held that the State cannot contract away its powers of regulation.

"The real question at issue is not as to whether this material shall be available for the use of American consumers, but whether it shall go forth in the form of raw pulpwood or shall be put through at least one stage of manufacture in Canada.

"In considering the causes that have led to the present agitation for the opening up of Canada's Crown lands pulpwood areas to foreign exploitation, the question naturally arises as to why action has been delayed until this late day, after the regulations have been in effect for over a decade practically without opposition. The answer lies in the fact, abundantly evidenced, that American paper manufacturers have used up their commercial available pulpwood, especially in the eastern states, almost to the point of exhaustion, without making reasonable provision for its renewal, and so are confronted with the alternative of getting their raw material from Canada, or of transplanting their mills to the Pacific Coast, where large stands of pulpwood are said to be still available.

"It is on record," added Mr. Beck, "that the United States Congress is at last becoming aroused, and the initial steps have been taken which, if vigorously followed up, will ensure a permanent supply of wood in the future, and that without encroaching upon their neighbors' preserves.

"If," he said, "I have unduly stressed the plight of our neighbors as a result of their prodigal and unwise use of their forest resources, it is only for the purpose of bringing to your notice the condition of Canada."

He then went on to say that, even taking the most optimistic view, the pulpwood supplies in Quebec will not last more than 50 years unless steps are taken to replenish them. Ontario's supply is calculated to last 50 years, while New Brunswick has at present no more than a thirty-year supply. Although British Columbia still has a large supply of pulpwood, much of it is commercially inaccessible.

"Clearly," he concluded, "it is time for the Canadian Government to take action, for at present it is only individual firms who are enough interested in the situation to make any move whatever."

What Canada Can Learn From Scandinavia

Geo. F. Steele, manager of the Canadian Export Paper Co., Montreal, and J. A. Bothwell of the Brompton Pulp and Paper Co., East Angus, Que., recently returned from an extended business trip to Scandinavia. Mr. Steele speaks highly of the splendid system of forestry in Norway and Sweden and is of the opinion that Canada might well take a leaf out of their book for the protection and perpetuation of the forest resources of the Dominion.

In the light of what has happened, in large measure in the United States, where the timber situation, as Mr. Steele put it, has become pitiable, contrasted with the results of scientific forest husbandry, as he was able to view them, in these Scandinavian domains, where they have been husbanding the forests for 40 years, he characterized the methods pursued in Canada, as being calculated to bring about a bankruptcy of forestry resources, within a measurable time. In fact, he said, this was inevitable, unless some far-sighted policy of conservation were devised. And he considered it a statesmanlike move that a plan should be promulgated in Quebec, by which a delegation of experts would be commissioned to visit Norway, Sweden and Finland, in order that some immediate scheme might be evolved for the application of a scientific forest policy to this province.

Sweden is one of the largest exporters of sawn lumber in the world, and Mr. Steele was impressed by the array of great saw mills which line the shores of their navigable rivers. The pulp and paper industry is also heavily exercised in the country, and there are many new, up-to-date and efficient mills managed by technical men of the highest standing, and what Mr. Steele was specially impressed with was the number of new experiments being conducted for the improvement of the industry. It is conceded, he says, that Sweden can boast of the most highly trained corps of forest engineers in the world, many of whom are the product of their excellent universities, and their remarkable forestry school in Stockholm.

The care and intelligence displayed in the conduct of the forest and the cutting of the timber in Sweden is in marked contrast to that in vogue on this continent. The regulations governing selective cutting are carried on under the advice of a committee, appointed for each district, and next in authority comes the forestry department of each company who have full control in the selection of the timber to be cut by the operators. Sweden is the largest exporter in the world of raw materials for paper-making.

In Finland, Mr. Steele noticed, that there were several large modern pulp mills in course of erection, and that others were being projected. In common with other countries it experienced a shortage of coal, and he saw hundreds of thousands of cords of white birch wood to be used for industrial fuel in that country. In the handling of its output of pulp and paper, through one central agency or bureau, Finland has evolved an intelligent system. The chairman of this bureau is the Minister of Trade and Commerce for the country.

Splendid Limits May Change Hands

Senator O'Brien's limit, which is one of the largest in Canada and situated at the north end of Lake Nipissing near Des Quinze, waterfalls, is likely to come into possession of the Riordon Co. in the near future. Although confirmation of the deal is lacking, it is regarded as a very likely development. Toward this region of timber there is being extended the Mattawa branch of the C.P.R., and it is believed the Canadian Government will extend the Nipissing Central Railway from New Liskeard in the same direction. The limit is one of the biggest individual tracts of timber in the Dominion and covers 1,100 square miles. It is reported that the price paid will be $1,000,000. The Des Quinze waterpower is capable of producing from 100,000 to 250,000 h.p., so engineers estimate, when fully developed.

Quebec Province Aids Reforestation

"The Province of Quebec has offered to all holders of timber licences, free planting stock, with the privilege of deducting the cost of planting from the current annual stumpage dues as an incentive to reforestation. It has practically decided to limit the cut on its Crown lands to an amount equal to the current annual growth. Its aim is to put the pulp, paper and lumber industries on a firm basis and provide them with sustained yield of raw material. No one can deny that this is a wise and statesmanlike policy. The throwing open of its lands to the unrestricted export of unmanufactured pulpwood would go far to negative such a policy. American firms owning mills and timber lands in Quebec should in their own interests be the first to endorse and support the Government's policy."

Southern Woods for Pulp Production

The U. S. Forest Products Laboratory at Madison, Wis., has frequent requests for information concerning the suitability of various Southern woods for the manufacture of pulp and paper. In the South there are large stands of various species of pines including longleaf and shortleaf yellow pine, scrub, pitch, loblolly, etc. These woods are characterized by having a good fiber length. However, on account of their pitch content it is not believed that they can be reduced by either the sulphite or ground wood processes of pulping to a grade of pulp to compete commercially with that made from northern non-resinous, long fibered, coniferous woods, such as spruce, balsam or hemlock.

The various species of Southern pines can best be reduced by the sulphite, or kraft, process of pulping, and the resulting pulp utilized for the manufacture of kraft wrapping paper or high test container board. These pines can also be reduced by the soda process and the resulting pulp utilized in the manufacture of grades of paper in which sulphate pulp is ordinarily used. It is possible that further work will demonstrate the feasibility of pulping these pines by the sulphate process, bleaching the pulp to a satisfactory degree of white and mixing it with short fibered sulphate or soda pulp made from other southern woods, such as the gum woods, for the production of magazine, book, envelope, or lithograph papers. The yield of pulp by the soda and sulphate processes is less than 45 per cent.

The large stands of hardwoods occurring in the South consist in part of the various species of gum wood, cotton wood, sycamore, basswood, magnolia, willow, etc. All of these woods are short-fibered and, according to laboratory experience, can be most satisfactorily reduced by the soda and sulphate processes of pulping. This pulp, after admixture with a longer and stronger fibered stock, such as bleached spruce sulphite, or pine sulphate pulp, can be used for the production of book, envelope, or lithograph paper.

In view of the present abnormal situation no definite estimate

can be given as to the cost of a balanced pulp and paper mill as all cost figures available at the laboratory are based on pre-war conditions. It is the opinion of the laboratory men, however, that a balanced pulp and paper mill can not be erected at a cost less than $45,000 to $50,000 per ton capacity per day. Further, before a mill of this type is erected, a careful survey should be made of the economic factors, such as freight rates, markets, labor and living conditions, fuel, power and other factors upon which the financial success of the proposed undertaking depends.

Will Carry Pulpwood to Maine

It is announced by the St. John, N.B., office of the Canadian Government Merchant Marine that the steamer Canadian Sailor, which reached here last night, will be put on a regular service between this city and Portland, Maine, carrying pulpwood. It was said that Canadian pulpwood cannot be sent into the United States in Canadian cars, and foreign cars cannot be obtained, so recourse is had to the water route.

Contract for Big Cut of Pulpwood

F. J. Sensenbrenner, of Neenah, Wis., and S. A. Munday, of Bradford, Pa., president and vice-president of the Spruce Falls Company, and a party of directors recently paid a visit to the property to look over the work now being done on the construction of the new mill which it is expected will be in readiness to start operation in May next.

The company have let contracts for the cutting of 60,000 cords of pulpwood. The first unit of the mill, which will produce sulphite pulp, will be arranged for steam power, and after the plant is in operation, work will proceed on the big power dam, and then a groundwood pulp mill will be added. In time it is the intention to instal three newsprint machines which will give the company an output of 200 tons a day.

The directors were greatly pleased with the progress that has been made by the contractors, Fraser Brace & Co., Montreal, who have a large staff of men at work. The party left Kapuskasing, and after making a short stay at Cochrane, left to visit the plant of the Calder Pulp & Timber Co. at Burt, Ont.

Can Now Bleach the Papyrus

The supremacy of Canada and the Scandinavian countries in the pulp and paper industry may be challenged soon by the Belgian Congo. Papyrus, which grows in great abundance in the Congo, is to be exploited by a large company which has been granted a concession. It is planned to establish a large plant, costing two and a half million francs, which will have an initial production of 20,000 tons of this pulp.

The papyrus of the Congo has shown on analysis 37.8 per cent. of cellulose. After research and experiments, a process has been discovered for bleaching the plants. This had been vainly sought for fifty years. The papyrus grows principally along the lower Lualaba River, near the Lake of Kabuli. Sjemba, Kisali, and Noaga.

Heavy Pulpwood Cargoes for Portland

It is said that practically all the fleet of new steamers that were coming from the Great Lakes to the Atlantic Coast, have already come down the St. Lawrence River, and of these some four or five are known to be taking on pulpwood at various provincial ports for Portland. Quite a lot of pulpwood yet awaits shipment at Chatham, and Dalhousie, N.B., Gaspe, Botwood and other ports, and as all of these ports are likely to be open to navigation until well into November, it is more than likely that several outside boats will be chartered to come here wtih wood. One such charter has already been made, S. S. Garibaldi has been chartered to load pulpwood at a provincial port for Portland, and the engagement of several others at an early date is very probable.

Will Use Planes for Forest Patrol

Arrangements are being made between the Canadian Air Board and the Commission of Conservation for Ontario, the Department of Agriculture and the Chief Forest for New Brunswick to use airplanes and flying boats extensively next summer in the establishing and carrying out of forest fire patrols and the conveying of entomologists to ordinarily inaccessible places in search of spruce, budworms, etc.

Northern Ontario and Eastern Canada are obviously seaplane countries from an aeronautical standpoint, and services as well as patrols will form part of the project. Northern mining men are interested in a summer transportation scheme whereby flying boats will make certain trips conveying engineers, miners, mail, food and other necessary materials.

Following the prescribed courses over certain lakes and rivers, the flying boats would fly in the form of an oval up and down the line. In this way a straight 100-mile flight in the morning and return in the afternoon would patrol twice in the same day approximately 3,000 square miles or more according to atmosphere conditions and vision. Smoke blowing in the wind could be sighted up to an area of 6,000 square miles or more. Vision with the naked eye on a perfectly clear day at 20,000 feet is approximately 100 miles.

Substitute for Spruce in Pulp

"It has become axiomatic in the paper industry that there are no substitutes for spruce wood in making paper pulp," writes Harry A. Mount, in Popular Mechanics. "Thousands of dollars have been spent by manufacturers in an effort to find some material to replace the rapidly diminishing supply of spruce, without result. And so they have received with a great deal of skepticism the recent announcement that a satisfactory paper can be made from the saw grass of Florida, and that a practical method of production has been developed. Recently a company has been organized, however, and plans are now going forward for building a pulp mill with an initial capacity of 25 tons a day in the saw-grass belt.

"Engineers connected with the enterprise say that a preliminary survey reveals that there is in Florida nearly 6,000,000 acres of saw grass. This can be harvested twice a year, yielding 20 tons of paper per acre to each cutting. It would seem, therefore, that Florida might eventually furnish paper to the whole world, for it is claimed all grades of the commodity, from building papers and cardboard to the finest writing papers and vellums, can be made from the grass.

Spanish River Makes Makes Good Record

The common stock of the Spanish River Pulp & Paper Mills, was placed on a 7 per cent. basis at the annual meeting of shareholders held in Toronto recently.

The former were re-elected, and at a subsequent meeting of the board the following officers of the company were elected: President, George H. Mead; vice-presidents, P. B. Wilson, Thomas Gibson; secretary, J. G. Gibson; treasurer, A. H. Chitty.

A statement was given out as follows.

In the letter to stockholders of April 29th, 1920, dealing with the payment of all dividends in arrears on the preferred stock of the company the directors stated that it was confidently expected the earnings of the company would be sufficient to warrant the payment in cash

P. B. Wilson, Sault Ste. Marie, Ont.
Vice-president Spanish River Paper Mills.

of regular quarterly dividends on the total issue of preferred stock accruing from July 1st, 1920. The directors now take pleasure in announcing that at the meeting held just prior to the stockholders' meeting to-day the first quarterly dividend of 1¾ per cent. on the preferred stock was formerly declared, payable October 15th stockholders of record September 30th.

"The directors wish to further announce that after careful consideration it is felt that the company is warranted in likewise placing the common stock upon a cash dividend basis, and at the same meeting, held to-day, formal declaration was made of the first quarterly dividend on the outstanding common stock of 1¾ per cent. per annum, payable October 15th to stockholders of record September 30th."

Mr. Phillips Now Located in East

T. N. Phillips, Toronto.

"Tom" Phillips, who is now looking after the Ontario interests of Timms, Phillips & Co., Vancouver, B.C., with headquarters at 18 Toronto St., Toronto, has been associated with the lumber business all his life, and while he has won national fame as a hockey player, still his main purpose has been disposing of B. C. forest products.

Mr. Phillips was born in Kenora, when the C.P.R. was being constructed between Fort William and Winnipeg, his father being engaged on some of the most important contracts. This was in 1863. After attending the schools of Kenora and latterly McGill University for a couple of years, Mr. Phillips took a position with D. L. Mather, who was taking out a large quantity of ties at Vermillion Bay, fifty miles east of Kenora, and had a tie mill at this point. He started in by spending a season at river driving, and then went to work in the mill. His next position was with the Rat Portage Lumber Co., where he was engaged in both the sawmill and the planing mill. Later he went into the office, and afterwards devoted his attention to the selling end. After three years with this organization he decided to go further west, and on reaching Vancouver became associated with the Burley Lumber Co., with whom he remained for three years, both buying and selling. Subsequently Mr. Phillips became identified with the Imperial Timber Trading Co., and was a year and a half in the sales department. Herbert Timms and D. M. Colquhoun were also with this firm. In December, 1912, the three young men went into the wholesale line for themselves under the name of Timms, Phillips & Co., Limited, and have since conducted an extensive business all over Canada. The company have offices in Vancouver, Montreal and Toronto, and a buying branch in Nelson, which supervises the mountain mills, and a purchasing connection at Edmonton, which covers the mills along the G.T.P. They specialize in all lines of B.C. mountain and coast products, including Sitka spruce. The slogan of the firm is "Organized to Serve."

Mr. Phillips and family have taken up their residence at the Isabella Hotel, 556 Sherbourne St. He is no stranger to Toronto, which he has visited several times, and also attended business college in the Queen City some years ago.

Advises Watchful Waiting Attitude

Mr. John W. McClure, Memphis, Tenn., President of the National Wholesale Lumber Dealers' Association, recently returned from a several weeks' trip to Europe. In speaking of the lumber situation in the United Kingdom, Mr. McClure said:

"Conditions generally abroad are unsettled, disturbed and abnormal, politically, socially and commercially. The reactions from the restraints and intense efforts necessitated by war conditions have resulted in a reckless disregard of laws and government, especially on the part of the so-called working classes. Until these conditions adjust themselves and every man realizes that the old natural law of compensation, "an honest day's work for an honest day's pay" still governs and is still just as sure in its rewards and punishments as it has ever been in the history of human affairs, then will it become possible to guage the future with that degree of confidence which is necessary to the conduct of successful business.

"At the present time, the consumption of hardwoods abroad has reached a minimum which might almost be called nil. The supplies on hand are ample to take care of present requirements, although they might be considered small as compared with normal conditions. In other words, present stocks would be consumed within a few months under normal demand, but at present rate of consumption, are ample for as many years, if present conditions continue. No new commitments can be made with any certainty of the future. Conditions are entirely too unsettled to permit of speculation. Financial conditions are compelling a liquidation of stocks on hand rather than permitting an investment in supplies for the future. The volume of buying is very small and restricted to absolute necessity.

"Under such conditions prices are extremely sensitive to the slightest circumstances. Merchants are inclined to hold prices firm and would dislike to experience any sudden and radical declines. Many of them are holding their stocks rather than making concessions in price. However, the arrival of low quotations intended to force buying, or the efforts of brokers to force the sale of even two or three consignment shipments through reduced prices, causes much disturbance in the market and has a tendency to restrict buying rather than encourage it. In a general way, it may be said that buyers are very willing to pay ruling prices for what they must buy, but are not inclined to buy anything not actually needed, even at greatly reduced prices.

"The great difference in exchange and the fluctuations in the exchange rates are of course having a marked effect upon the lumber industry abroad. What little lumber is being consumed in United Kingdom markets is coming from stocks mostly imported before the big slump in sterling exchange. Although ruling prices compare favorably with market conditions at home based on normal rate of exchange, there is everywhere evident the peculiar condition of lumber being sold ex yard in United Kingdom ports at less than present replacement values when taking present exchange rates into consideration. This situation is bringing about a small movement of American hardwoods from United Kingdom ports back to America. Whether or not this movement will develop into important volume will of course depend upon the movement of the exchange rate and the comparative values prevalent on the two sides.

"The practice of consigning lumber abroad under present conditions is bringing disastrous results to shippers. It is amazing to find some of our best shippers still sending over consignments in the face of almost certain heavy losses. The reliable brokers abroad are doing everything possible to discourage consignments, but still they come, though in much smaller volume than formerly. In some cases, the brokers are refusing to advance against consignments and as a result, the lumber is left on the docks to consume its value in the heavy charges now current.

"It is impossible to make any predictions for the future with any confidence. Old precedents have gone into the discard. The term "normal" is an unknown quantity, and must be left for the future to determine. Whenever conditions come in which supply and demand are evenly balanced, a new "normal" will be established as a basis upon which the future can be reckoned. In the meantime disturbances and fluctuations in the market can be expected. There are many optimists over there who are looking for some improvement in conditions commencing in October with good prospects for next year. I feel inclined to accept this view. Much depends upon the attitude of American shippers. If they adopt the wiser course of withholding consignments, of quoting prices only upon direct inquiry and not attempting to force the market, it will help conditions wonderfully.

"Every disease creates its own toxine, and there is not wanting evidence that in Europe the toxins are beginning to stop the inroads of the disease. The remedy is work and whenever Europe gets back to work, there will be a great demand for American lumber which will insure a steady market at remunerative prices for a period of years. If American shippers could only adopt the "watchful waiting" attitude, watch for the development of these requirements when they come, but not to anticipate by shipping in advance of demand, the rewards will be certain.

"I personally visited only the principal United Kingdom markets, but I learned from lumbermen who had been to the Continent, that conditions there were much the same as in Great Britain. Whatever difference exists is in degree rather than in fundamentals."

New Atkins Buildings are About Complete

Like a number of other concerns, the plant of E. C. Atkins & Co., Indianapolis, Ind., manufacturers of silver steel saws, saw tools and machine knives became so crowded that it was necessary to build more buildings.

No sooner was the additional storey completed to the handle factory than a four-storey addition to the power plant and a three-storey building was started. The company needed more floor space to take care of the expansion of the different departments and the two new buildings will give them additional floor space of about 60,100 feet.

The first floor of the power plant building is to be used as an engine room from which they will generate their own electricity. In installing the engine and dynamo and in connecting with other buildings over six tons of copper cable will be used. The switch board will measure thirty feet, four inches by seven feet, six inches.

There are several things of interest in this new building, one being the construction. There are 45 ft. spans in this building without any posts, the weight being carried by thirty inch steel girders. Another interesting feature in the construction is the eight-ton crane which is built in for moving the heavy machinery. With it they can get a machine within a sixteenth of an inch of the place they want it.

The other three floors will be used for factory purposes, one for the cross-cut getting out department and the other two floors for hand saw packing. In the three-storey building the basement will be used as a grind stone cellar, one floor for cylinder saws and the other floors for narrow band saws.

Personal Paragraphs of Interest

Mr. Klinger of the Dock & Mill Co., North Tonawanda, N. Y., was a recent caller upon the trade in Toronto.

H. G. McCleary, of Philadelphia, Pa., representing the Union Lumber Co., Toronto, was a recent visitor to Toronto.

J. L. Campbell, of Campbell, Welsh & Paynes, Toronto, and family, recently spent a pleasant holiday in St. Catharines and the Niagara district.

John B. Reid, of Toronto, president of the Ontario Retail Lumber Dealers' Association, and Mrs. Reid, who have been spending the past month at Atlantic City, have returned home.

K. M. Brown, of Toronto, Eastern representative of the Vancouver Lumber Co., has returned from Minneapolis, where he was called a few days ago owing to the death of his father.

J. F. Wachter, who has been spending some time in the retail lumber operations and planing mill of Wm. Williamson, 601 Woodbine Ave., Toronto, has joined R. G. Chesbro, Toronto, as salesman, and will cover the Niagara district and other portions of western Ontario.

A. E. Clark, of Edward Clark & Sons, Toronto, was one of a large party of financiers, paper manufacturers and business men, who were recently the guests of the Riordon Pulp & Paper Co., and visited the company's large industrial undertakings at Hawkesbury, and later spent a day at the new Kipawa pulp plant, which represents the last word in sulphite pulp equipment and production.

Matthew Brown, of Toronto, Canadian representative of the Thomas Hall Lumber Co., Charleston, W. Va., recently joined the ranks of the benedicts and is receiving the congratulations of his friends in the industry. Mr. Brown was married at St. George's Church, Toronto, on October 2nd, to Mrs. Mary E. Foster, only daughter of the late Rev. Thos. and Mrs. Rixon. Mr. and Mrs. Brown have taken up their residence at 83 Neville Park Boulevard, Balmy Beach, Toronto.

D. G. Calvert, of Strathroy, Ont., has been appointed resident engineer of the Fort William Pulp & Paper Co. He will have charge of the construction and equipment of the plant on the Mission site, Fort William. Mr. Calvert is a graduate of Toronto University and served three years as assistant engineer for the Transcontinental Railway with headquarters at Cochrane. He then joined the Canadian Stewart Co. on the Toronto Harbor Improvement as office engineer. Next he was associated with the Mead & Talbot interests and has also held several other important positions.

Theo. A. Sparks, of Winnipeg, president of the Western Retail Lumbermen's Association, was in Toronto recently on a visit and called upon a number of firms in the lumber industry. He is spending a few days on a visit to various points in Ontario. Mr. Sparks is general manager of the Northern Lumber Co., Limited, who operate a large number of retail yards in the west and have their headquarters in Winnipeg. He is also sales manager of the Theo. A. Burrows Lumber Co. of Grandview, Man. Mr. Sparks speaks optimistically of the splendid harvest in the west and the promising outlook for good business not only in the lumber but in all other lines.

Free From Knot and Sap.

The square man is wun who mezzures the same each way and hain't got any winny edges nor cheap lumber in him. He is free from knots and sap and won't warp. He is klear stuff and I dunno care what you work him up into. He won't swell and he won't shrink. He is amongst men what good kiln-dried boards are amongst carpenters; he won't season-crack! It does not make any difference which side of him you come up to, he is the same bigness each way, and the only way to get at him ennyhow, is to face him. He knows he is square, and he never spends any time trying to prove it. The square man is one of the best-shaped men the world has ever produced; he is one of them kind of chunks that you kant alter tew fit a spot, but you must alter the spot tew fit him.—Josh Billings.

Southwestern Retail Dealers Meet

A meeting of the Southwestern Ontario Retail Lumber Dealers' Association was held on September 30th in Chatham. There was a representative attendance and A. R. Sanders of St. Thomas, president, presided. The time of the session was mostly taken up discussing the fact of the higher freight rates on the price of lumber, and it was reported that some wholesalers were selling and shipping lumber direct to contractors, especially in the London and Windsor districts. These matters were talked over and will be further considered at a general gathering to be held later. It was the general opinion that business conditions would be in a more settled state by November and that the Association would then be in a better position to tell how things were going.

Now is Good Time to Buy Lumber

The Rimouski Lumber Company, Limited, Rimouski, Que., of which J. H. Poulin is manager, writes the "Canada Lumberman" as follows:

Word has come to us of a reduction in the wholesale prices of lumber by American manufacturers of 20%; that every railroad siding in the South is piled high with lumber that cannot be moved at present prices, and that yards are very slow to put in any stocks.

This condition obtains almost in every part of North America, with the yardman buying only from day to day requirements, feeling positive of a great saving in money if he will only wait until the manufacturer becomes tired of holding out for a top price, or is forced to liquidate stocks to meet loan payments.

As we have said previously, there is no reason for a stampede to sell. Ford reduced the price of his cars, presumably to sell more Fords; but it is a question if he has not made another mistake.

If we can judge from the hundreds of enquiries coming into this office from all centres, which comprises the New England States, New York, Pennsylvania, Michigan, Ohio, New Jersey, and the Eastern Canadian provinces, there is really a demand for much lumber at present prices; but invariably orders come in with the request to rush, which substantiates our statement that the yards are living on daily stocks with nothing piled ahead.

It is a good time to buy. Prices are somewhat easier than they were some weeks ago, but there is no likelihood of their changing except to a renewed high level by December. Canadian manufacturers fearing a drop have curtailed their cuts some 65% under last year's cuts, and when the spring demand comes in for lumber, with not sufficient stock on hand to fill orders, there will be a repetition of this past spring's rush for lumber "at any price." If the retail man is putting up a little game of his own, he is fooling himself. Everybody is selling or wants to sell now. Our advice to the consumer or retailer is to buy while he can.

It is always a good policy to buy when everybody is selling, as experience has shown that the buyer has always reaped a good profit. We feel satisfied that the demand is sufficiently strong to support prices at their present levels, with every indication of growing stronger and permitting of a higher scale. The law of supply and demand is always with us and must be respected and no amount of personal opinion can hold back the wave of necessity. Let the buyer screw up a little courage and stock up. Wise manufacturers are not sacrificing anything and their little wait will work out to their ultimate benefit.

Now Operating Their Own Mill

The Buffalo Hardwood Lumber Co., of Buffalo, N. Y., have commenced the operation of their own mill at Forestport, N.Y. Last month they sawed the first log and they have been sawing steadily since on birch, beech and maple. The company expects to run this mill for a number of years and announce that they are in a position to duplicate shipments and take care of the trade from year to year without change. J. B. Wall is the president of the Buffalo Hardwood Lumber Co., T. H. Wall, vicepresident, and M. M. Wall, secretary.

Will Visit Canada to Extend Work

H. R. Isherwood, secretary-treasurer of the Concatenated Order of Hoo-Hoo, states that the annual meeting, which was recently held in St. Louis, was one of the most interesting and harmonious ever conducted in the interests of the Order, and that the numerous ideas that were adopted will place the Hoo-Hoo upon a basis that will command the support and respect of lumber and allied industries at large. Mr. Isherwood states that he intends to visit the principal points in Canada in the near future that they may have the opportunity of learning the new features and benefits to be derived from supporting and promoting the principals of the organization.

Hardwood prices per thousand feet, according to Washington advices, have averaged higher than softwoods, both of first quality, since 1895, except for one year (1905) but this has not always been the case. From 1855 to 1895 softwoods cost more on the average, wholesale, in eastern markets, than hardwoods; up to 1870 being nearly double in value per thousand feet. Since 1895 the hardwoods have led in price, in 1919 being about 10% higher than softwoods and early in 1920 40% higher, according to a recent table of average prices published by the Forest Service.

Mr. Wilson Outlines Quebec Timber Laws

Elwood Wilson, Grand'Mere, P. Q.

Ellwood Wilson, head of the Forestry Department of the Laurentide Company, was one of the principal speakers at the annual meeting of the Society for the Protection of New Hampshire Forests, held at New London, N. H., recently. Mr. Wilson addressed the conference on the timber laws of the Province of Quebec and gave a comprehensive outline of these laws and their relation to the recent controversy over pulpwood restrictions imposed by the Dominion Government. Mr. Wilson's speech was as follows:

"All of the provinces of Canada, with the exception of Alberta and Saskatchewan, own their own natural resources. These two provinces, in return for certain grants of money, have turned their natural resources over to the Dominion Government. In Quebec, all mines, water powers and forests belong entirely to the Provincial Government, and the Dominion Government has nothing whatever to say as to how they shall be utilized or administered.

"So far as the forests are concerned, the original idea of the Government was that the timber should be sold to lumbermen and, after the timber had been removed, settlers should be allowed to come in and occupy the lands using them for farming purposes.

"In order to encourage settlers, a minimum diameter limit for cutting trees was fixed for the lumbermen, with the idea that enough timber would be left to enable the settler to build his house, barns and fences and also to provide a certain amount of pulpwood which he could sell to help him tide over the time during which he was clearing up his plot of land. As time went on and it was found that there were many sections of the province which were not fit for agriculture, the Government decided to continue the diameter limit so that the forests should not be entirely removed and revenue cease. When the Government realized that it had plenty of timber and water powers easily accessible, it decided, in order to encourage the pulp and paper industry, to forbid the export of unmanufactured wood. By unmanufactured wood is meant pulpwood or wood which has had the bark taken off ready for shipment. In order to comply with the law, wood must at least be made into lumber or pulp:

Much Non- Agricultural Land.

"As a very large part of the Province of Quebec is non-agricultural land, and can never be used for anything except forests, it is a wise move on the part of the Government to make every effort to conserve its raw material and to build up an industry based on the great natural resource of the forests. In doing so the Government was entirely within its rights and should, by all means, be commended and encouraged in such a policy. It would be very foolish, indeed, for the Quebec Government or any of the Canadian Governments to allow unmanufactured wood to cross the border only to build up mills, at a great distance from the forests, greatly to the detriment of the local populations.

"Licenses to cut timber on Crown Lands have always been made for one year only, and must be renewed annually. Objections to renewal are not raised so long as the regulations are complied with. The law, however, distinctly says that the license can be cancelled at any time for an infraction of the regulations, and owners have on occasion been warned that if they did not conform to the regulations their licenses would be cancelled.

"License holders must pay ground rental of eight dollaars per square mile a year and at the time of cutting the timber must pay the rate of stumpage fixed by the Government. All surveys must be made at the cost of the licensee, who is also responsible for fire protection and for the carrying out of the timber cutting regulations.

"By the foregoing it can be seen that the Quebec Government has acted in a wise and far-seeing manner in order to protect its forest resources, to build up the industries dependent on them, and do all it possibbly can for the general welfare of its people.

Foreigners Bought Timber Licenses.

"Americans and other foreigners have, from time to time, purchased timber licenses and have never been disturbed in the exercise of their rights. At the time the law was amended, requiring the manufacture of timber in Canada, there was practically no opposition whatever on the part of the license holders, either native or foreign, and several mills were built with outside capital.

"Freehold lands, that is lands which have been granted outright to settlers or others, are not subject to the manufacturing clause restrictions and wood cut on these lands may be exported or handled in any way which the owner sees fit."

Wit and Wisdom for Lumbermen

(From Gulf Coast Lumberman.)

A telephone booth would be big enough for a convention of all landlords who haven't raised their rents.

"Goats Sells For $1750" reads a newspaper headline. You can get many a man's goat for a good deal less than that.

The difference between a stock of lumber and an order list is the difference between a liability and an asset.

The "bright future" predicted for many a young man has turned out to be simply the blazing fires of Satan's dynasty.

Advertising is like pugilism. Unless you've got lots of backbone, nerve and patience, stay out of it. It's no game for a quitter.

Some lumber dealers are like the young man who was told that wine, women and song were ruining his health. He cut out the singing.

Unless you meet them face to face, it is hard to recognize some of your lady friends nowadays, if you are not quick at figures.

"Standing pat" may be a good rule in politics or poker, but you better draw right down to your hand when it comes to running your business.

The pennant winner may not have many home-run hitters, but when you come to analyze it you'll find that team work brought them victory.

"Rome wasn't built in a day." No, but just think how much longer it would have taken if some of our present day labor unions had been on the job.

Paint can be made to perform the same service for a home that it does for a woman. It makes 'em fall for it. And, incidentally, Fall is the time for it.

When a man is always thinking of a woman, it doesn't necessarily mean he has a soft spot in his heart for her. He doesn't think with his heart. The soft spot is probably in his head.

Never mind how "high" lumber is. The detective who asked how tall was the missing cashier, was told: "I don't know how tall he is. What worries me is that he was $3,000 short."

Why Living Costs Are So High

The Lindsley Bros. Company of Spokane, Wash., makes the following comparison between "the good old days" and the present day:

"The Good Old Days"	The Present Day.
Sugar.	The movies.
Haircloth Sofas.	Manicures.
$1.00-a-day hotels.	Teddy bears.
Tintypes.	Joy riding.
Free lunches.	Tight skirts.
Foot dancing.	$10.00 lunches.
Congress shoes	Jazz bands.
Torchlight processions.	$18,00 shoes.
Rainy-day rubbernecks.	War tax.
Livery stables.	Bolshevists.
Petticoats.	Skirt shortage.
Hair rats and switches.	Sport shirts.
2-cent railway fare.	Jitneys.
Kerosene lamps.	Ukeleles.
Red undershirts.	Two-bit shaves.
2-piece bathing suits.	Tea wagons.
Natural complexions.	Wireless.
Snake doctors.	Silk hose.
Nickel car rides.	The Shimmy.
Stovepipe hats.	50-cent hair cuts.
10-cent shaves.	Low necks.
Bustles.	Traffic cops.
All-wool.	Sugar shortage.
"What'll you have?"	$100.00 suits.
Hitching posts.	H. C. L.
$10 suits.	Six-hour days.
Long skirts.	Silk shirts.
Ten Knights in a Barroom.	Plucked Eyebrows.
Moustache cups.	Wrist watches.
Buggy rides.	$3.00 wheat.
Real blondes.	Daily baths.
Sideburns.	All-the-way-backs.
Corsets.	Jamaica ginger.
Cotton stockings.	Coal shortage.
Parlor sea-shells.	Bridge whist.

Horizontal Hopper Feed Band Resaw

Wm. B. Mershon & Company, of Saginaw, Michigan have just brought out a new horizontal band resaw which is adapted to a wider range of work than any other machine of this type now on the market. Although it was primarily designed for the resawing of box shooks or stock cut to length, it will resaw long stock such as is called for in general planing mill practice, including bevel siding. The feed works can be arranged so that several pieces of narrow stock can be sawn at the same time, each piece being provided with an individual support. This arrangement makes it possible to greatly increase the output on this particular class of work.

This horizontal resaw is built either as a single or twin machine and when built in the former way, the saw wheels can be located above or below the feeding bed. If at some future date, after a single

Mershon Hopper Feed Band Resaw

resaw has been installed, a demand for a twin machine should develop, the single machine can be converted into a twin by furnishing the necessary parts to make the change. The machine is so constructed that it is entirely feasible to do this.

With the machine built as a twin, it is possible to either feed one piece at a time from the hopper, sawing it into three pieces, or two pieces may be fed one on top of the other, each piece being sawn in the middle. The saw wheels are of the web and arm type, fitted with weldless steel locomotive tire rims. It is equipped with crowding wheels or rotary saw guides in place of the stationary type that is generally used on machines of this kind. These guarantee a maximum output with a minimum sawkerf.

Box shooks or stock cut to length is fed from the hopper by means of a patented feeding device making use of a single feeding plate which is quickly adjusted for handling stock varying in length from 7-in. to 48-in. This mechanism feeds the stock from the hopper into the feed rolls, keeping the ends of the same butted, and thus maintaining a continuous feed.

The feed works consist of four driven rolls, two being adjustably mounted in the bed of the machine and working in connection with two sets of patented sectional driven press rolls located directly above the bed rolls and provided with a vertical adjustment to suit the thickness of the stock being sawn, each section being positively driven by means of spur gears. This construction makes it possible to feed several pieces of unmatched stock placed side by side in the hopper, even though they may vary somewhat in thickness.

All exposed parts are well guarded and controlled levers conveniently located. This is a self-contained machine, all working parts are mounted on the one bed plate and arranged with a view of having them most accessible.

An Analogy in New York State

"A situation analogous to that in the Eastern Provinces of Canada exists in the State of New York, where the State has bought more than a million arces of timberland, and has shut it up altogether against exploitation of any sort or kind. Tracts of land have been condemned by the State and their owners have been compelled to sell them. Only recently, the very company carrying on the strongest agitation for access to Quebec pulpwood has sold a tract of pulpwood to the State of New York and now no timber can be cut from it. It would seem much more reasonable for this company and others in New York State to carry on an agitation requiring the State of New York to allow them to cut timber in the forest reserves before they begin to agitate for the removal of the manufacturing clause from the Quebec law.

"If New York has the right to take up timber lands and forbid any cutting whatever on them, the Province of Quebec certainly has the right to say what timber shall be cut and how it shall be manufactured on its own land.

"Until the United States takes some steps to adopt forestry methods in the utilization of its timber and to frame some national and State policies for the proper conservation and exploitation of its resources, it seems hardly right that, having wasted its own birthright, it should now atempt to utilize Canadian forests in the same way.

"Canada has gone far ahead along forestry lines and she certainly deserves all praise and encouragement. Much of this progress, has, of late years, been due to the efforts of the pulp and paper industry, which has organized co-operative fire protection systems, has introduced aircraft for fire patrol and forest reconnaissance and mapping, has commenced reforestation on a commercial scale and has contributed largely to educational work.

Conserving the Interests of the North

At the annual meeting of the Temiskaming Associated Boards of Trade, which was held recently at Timmins, several important resolutions were considered. One of them was to have the Ontario Government turn over a certain timber area to a northern commission. It would sell the timber and the money would be used to build a highway. Another resolution related to forest conservation and suggested that a committee be named to meet the timber men, and go into the matter of conserving the resources of the north. When all data on the matter has been secured, it would be submitted to the Ontario Government with the suggestion that the recommendations made be embodied in the law for conservation.

Ten Thoughts for the Worker

I. Be Fair—to your employer, your associates and yourself. By word, work and thought be as "straight" as you want them to be.

II. Be Dependable. If you agree to a thing, either definitely or by understanding, stick to your word.

III. Control Your Anger—against associates and foreman. You're not always right; others are not always wrong. Don't fly off the handle.

IV. Be Broadminded. Don't always think evil of your employers, your foreman, or your fellow-workers.. Narrowness in yourself always inspires narrowness in others.

V. Take Full Share of Blame. Don't "pass the buck" for even as you pass it, so shall it be passed unto you.

VI. Respect Property, Rights and Feelings. Use your tools and surroundings as you'd want your home treated. Don't say or do things that you yourself would resent.

VII. Do an Honest Day's Work, for an honest day's pay. Don't shirk your duty nor skimp your production, if you expect to honestly take a full week's wages. Greater production means lower prices and depends on the individual. Do your share.

VIII. Be Conscientious in Quality. Don't pass work along that is not well done, even though it costs you a little more to do it right. Someone suffers for your carelessness, and you have to pay in the end.

IX. Train Yourself mentally and physically, for bigger jobs and better service. Have as you aim the increasing of your capacity, ability and value. Set a high goal and plug for it.

X. Take Frequent Inventory of Yourself. See if you are progressing in value to yourself, your family and your employer. Compare your present mental and physical equipment with that of six months ago. Find the obstacles to growth and overcome them. —National Items.

Join Hands with the Canadian Forestry Association

A COUNTRY-WIDE Educational Union of 11,000 citizens endeavoring to promote the national welfare through (1) the protection and proper management of Canada's forest assets, in order to perpetuate the timber resources for all time, and (2) the development of tree planting on the bare prairies and in our towns and cities.

Membership is open to all. Annual fee $2, including subscription to the Illustrated Canadian Forestry Magazine, a non-technical and highly interesting monthly. If you like trees, you'll enjoy the Forestry Magazine.

Canadian Forestry Association

Suite 224, Jackson Building, - OTTAWA

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

Wanted

A few cars of Birch No. 1 Common and Better, 4/4 to 16/4. Name us your best price delivered here, on grades.

WARREN ROSS LUMBER CO.,
18tf Jamestown, N.Y.

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request. Also Deal ends.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Merchantable Spruce

Car Lots:—
1 x 3"—8' to 16' rough
1 x 3 — " Resawed rough and bundled.
1 x 2 — " rough and bundled
1 x 2 — " S2S and bundled
1 x 1½— " or all 13' rough and bundled.

QUOTE DELIVERED PHILADELPHIA, PA., RATE.

MELL & SONS,
20-23 Philadelphia, Pa.

Spruce and White Pine

Established wholesaling concern with Sales Offices in New York and Boston markets desires connection with Canadian manufacturer having facilities for supplying large quantities of rough and dressed lumber, as well as by-products and Hardwoods. Box 380, Canada Lumberman, Toronto. 19-20

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

For Sale

5000 Cedar Fence Posts Unpeeled, 8 ft. long by 4 to 4½" Tops, at eight cents each. f.o.b. cars.

A. H. CUMMINGS & SON, LTD.,
20-21 Coaticook, Que.

Dry Merchantable Spruce For Sale

400,000 feet 1, 2 and 3 in. Widths separate in the 2 and 3 in. Also a few car culls 1, 2 and 3 in. Write

D. G. RHEAULT,
17-20 Mont Joli, P. Q.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

For Sale—Cherry

1 car 1 in. No. 1 Common
1 car 1¼ in. No. 1 Common
1 car 1 in. No. 2 Common
1 car 2 in. No. 2 Common.

Also fair stock other grades and thicknesses 1 in. to 4 in. Fine stock. One year and older, immediate shipment.

Address Box 375, Canada Lumberman, Toronto. 19-20

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

WANTED—One engine for Sawmill, from 250 to 300 H.P., Corliss preferred. Address

THE MAGEAU LUMBER CO., LTD.,
20 Field, Ont.

Automatic Slat Cutter Wanted

Particulars to

Papineauville Lumber Co., Ltd.,
8-21 Papineauville, Que.

Wanted—Power Pointer

26 or 30 ft. long, equipped with 10 or 12 H.P., 4 cycle engine. Boat and engine to be in good condition.

FIRSTBROOK BROS., Ltd.,
17-20 Thessalon, Ontario.

Wanted—Used Portable Boiler and Engine Combined

30 Horse Power—with 100 pound steam pressure. Must stand New Brunswick inspection and be in first-class operating order. State price and specifications.

MEIGS PULPWOOD COMPANY,
19-20 10 East 43rd St., New York City.

Wanted

Vertical Band Resaw for 12 in. x 12 in. timber. Also small jointer.

J. E. RUSSELL,
19-22 Foot of Cherry St., Toronto.

Wanted—Two Circular Rossers

48" or 60" inches with or without knives, in good condition and first-class working order. State price and specifications and where same can be inspected.

MEIGS PULPWOOD COMPANY,
19-20 10 East 43rd Street, New York City.

Machinery For Sale

For Sale—Locomotive

One 28 Ton 3 Cylinder 8 x 10 Standard Gauge Lima Geared. Located in Canada.

Box 376, Canada Lumberman, Toronto, Ont. 19tf

For Sale—Two Moreau Barkers

in good condition, practically new.

CANADIAN PULPWOOD CO.,
19-22 129 Commissioners St. W., Montreal.

Sawmill Carriage For Sale

Complete with set works, Boss Dogs, Opening 36" on No. track. Bargain.

HOLT TIMBER CO., LTD.,
19-22 Bolger Bridge, P. O., Ont.

For Sale

4 Phoenix Steam Log Haulers.
57 set Logging Sleighs for same. Second hand—good condition—right price.

PRINCE ALBERT LUMBER CO.,
16-20 Prince Albert, Sask.

For Sale H. K. Porter Locomotive

21-Ton H. K. PORTER Saddle Tank Locomotive, 42" gauge, 4 Drivers 33", Cylinders 11" x 16", Length over all 17'-6", Height 10', Boiler built for 160 Lbs. working pressure. Only in use Three years. Always kept under cover and practically as good as new. Will sell F.O.B. Cars New Glasgow at a bargain price.

WALTER McNEIL,
20 New Glasgow, N. S.

Contents of Wagon Manufacturing Plant For Sale

The undersigned are asking for tenders for any or all the machinery formerly in the plant of the Port Arthur Wagons Ltd. at Port Arthur. This machinery is in good condition and can be examined at any time.

Machinery is mostly the product of the Defiance Manufacturing Co. but also includes that made by other well known manufacturers.

For information on any machine or complete lists of all equipment write

J. STIRRETT & SONS,
20 Port Arthur, Ont.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

Locomotive For Sale

1 H. K. Porter 21 Ton Saddle Tank Locomotive. 42 in. gauge. Cylinders 11 in. dia. x 16 in. stroke.

Only used three years and practically good as new. Price $3,000, F.O.B. cars, New Glasgow, N. S. Apply

WALTER McNEIL,
19-22 New Glasgow, N. S.

At a Bargain

1—Steam Engine made by Smalley Bros., 24 in. x 32 in. Horizontal box bed saw mill engine, slide valve, 12 ft. diameter cast iron flywheel, outboard bearings, flyball governor.

1—Wicks Bros. 36 in. gang saw machine for 28 saws, and 130 36 in. gang saws, 15 live rollers 9 in. x 48 in. together with gears, shafting and boxes. 1—set of 8 delivery rolls 9 in. x 37 in.

1—Wm. Hamilton No. 65 automatic gang saw and sharpener.

All in first-class condition.

18tf Box 523, Sault Ste. Marie, Mich.

For Sale

60 H.P. Brown slow speed Steam Engine, 13 in. bore, 30 in. stroke, flywheel 10 ft. dia. 18 in. face, 85 Rev. per min. Dakin Feed Water Heater 3 ft. 4 in. dia., 11 ft. 4 in. high, 3 compartments.

2 Ply Leather Engine Belt 16 in. wide, 68 ft. 6 in. long. J. M. T. Bronze Pressure Reducing Valve 5 lbs. and up, for 2 in. pipe.

Moorehead Steam Trap size No. 1.

Would exchange for lumber.

KALBFLEISCH PLANING MILL,
19-22 Stratford, Ont.

Second Hand Machinery

We have over $250,000 worth of used machinery of all kinds for sale. Suitable for mines, quarries, railroads, pulp and lumber mills, etc.

Everything carefully overhauled at our shops before shipped.

Send us your inquiries.

R. T. GILMAN & CO.,
19tf Montreal.

I Offer for Quick Shipment the Following Machines

SUBJECT TO PRIOR SALE

American 30" x 12" 4 Side Timber Sizer and Matcher.
Hall & Brown 12" 4 Side Moulder.
10" Glen Coe 4 Sided Inside Moulder.
10" Hermance Wide Open 4 Sided Sticker.
Greenlee Bros. 6" 4 Side Sticker.
6" C. B. Rogers 4 Sided Moulder.
200 Prs. Moulding Knives Ground to Shape.
Mereen Johnson No. 314 Double Box Board Matcher.
Mershon 44" Band Resaw.
Mershon 54" Band Resaw.
Rogers 40" Circular Saw.
30" Brand New Clarage Fan.
E. B. Hayes Dowell Gluer and Driver.
E. B. Hayes Dowell Rod Machine.
E. B. Hayes Dowell Power Door Clamp.
Buss Machine Works 30" x 7" Single Cabinet Planer.
12" and 24" Jointers or Buzz Planers.
24" x 6" Hobbs Pony Planer.
5' Swing Cut Off Saw.
American No. 229 Hardwood Flooring Machine.
American No. 1 Band Rip Saw.
No. 129 9" Woods Moulder.
American 10" Moulder.
American No. 22 Planer and Matcher.

C. J. ANDERSEN,
15 W. Swan St.,
20 Buffalo, N. Y.

For Sale Cheap

1—20 in. Swing 20 ft. Bed Putnam Engine Lathe, suitable for Shafting Work.

HYDRAULIC MACHINERY CO., Ltd.,
19-22 Montreal, Que.

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

WANTED—Position as Bookkeeper and pay roll clerk. Have had six years' general office experience. Can come at once, and willing to work in any part of the United States or Canada. Best references. Box 390, Canada Lumberman, Toronto, Ont.
20-23

Situations Vacant

WANTED—A good Lumber Salesman for Ontario. State experience and salary. Address Box 397, Canada Lumberman, Toronto.
20

Wanted—Planing mill foreman to take charge of Montreal mill. Both languages required. Apply Box 379, Canada Lumberman, Toronto, stating age, experience and salary.
19-20

MANAGER WANTED—For lumber business in County of Gaspe. Write full particulars, stating age, experience, salary required and references, to Box 23, Ste. Anne des Monts, P. Q.
20

Commission Salesman Wanted

Wanted—Good salesman in Ontario and Quebec to sell lumber on a commission basis. Apply Box 384, Canada Lumberman, Toronto.
19-20

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto.
4-t.f.

A good opening for a Bookkeeper and Cashier—in a new Retail Lumber Yard in a growing district. $5,000.00 commercial bond required. State age, experience, references in application. Preference given to one who can speak English and French. Box 387, Canada Lumberman, Toronto.
20

Wanted—A Real Man

Are you a young man of twenty-five to thirty-five years with experience in the lumber business? Have you a forceful and pleasing personality? Are you ambitious and aggressive? Have you the ability to think quickly and clearly and express your thoughts in words to carrry conviction and stimulate confidence? Do you wish to associate yourself with a young, live, progressive, wholesale house in a selling capacity. If you measure up to these standards and feel that you are worth not less than $4,000 per year, address Box 396, Canada Lumberman, Toronto.

We also want a younger man possessed of the same qualities—with some lumber experience ,to train for the same type of position. Address the same box number.
20

Business Chances

Sash, Door, House Finish and Job Shop, no other in town, doing good business, for sale; water power. Big opportunity party capable acting as own foreman. Will leave part capital in with right man. Apply

A. H. CUMMINGS & SON, LTD.,
20-21 Caticook, Que.

For Sale

At Carmi, B. C., 75,000,000 feet timber limited. Address

J. D. GeBOTT,
19-22 Big Rapids, Michigan.

For Sale

Timber Limit in Northern Ontario, with Mill site. Also complete logging plant if wanted.

HOME REALTY CO.,
19-22 Bank Street Chambers,
Ottawa, Canada.

Hardwood Flooring For Sale

One Million Feet of Good Hardwood Flooring for sale. Address Quebec Lumber, Co., 98 St. Peter St., Quebec, Que.
20-21

For Sale

Fully equipped hardwood operation, now shipping lumber, with cutting rights on 30,000 acres in Nova Scotia; adjacent to railways and waterways. Can be purchased reasonably. Box 263, Springfield, Mass. **17-20**

Wanted—The undersigned are prepared to contract with Mill Owners for cutting of White Pine Lumber, Jack Pine Ties, etc., capacity should be 25,000 ft. F.B.M. per day or over. Some smaller mills also wanted. Communicate with head office at Pembroke, Ont.

19-20 **Pembroke Timber Tie & Pulp Co. Ltd.**

For Sale

Saw Mill, Planing Mill and valuable Hardwood Timber, estimate eight million feet, on or near the Michigan Central Railway Line between Detroit and Buffalo. Terms cash. Principals only. For particulars apply to Box 385, Canada Lumberman, Toronto, Ont.
20

Timber License For Sale

Consisting of about three thousand acres, well located: Maple, beech, oak, elm, black birch, pulp and all kinds of soft wood. Apply by letter to

D. W. PARK,
20 Perth, Ont.

Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. **12-t.f.**

Complete Mill For Sale

Capacity 25 to 30,000 feet per day. Machinery, shafting and belting, for $6,000. Good condition.

Papineauville Lumber Co. Ltd.,
17-20 **Papineauville, Que.**

Bush For Sale

About 34 acres of Hardwood and Pine Bush. Containing many trees suitable for timber and a great deal of wood suitable for fuel, mostly Maple and Beech and second growth Pine. Four miles from Maple Railway Station, eighteen miles from Toronto. Apply to

A. C. MACNAUGHTON,
Room 511, McKinnon Bldgs.
20 Toronto.

Saw Mill and Timber Limit For Sale

Saw mill with a capacity of 25 M. per day, situated one the C. G. Ry., with a private siding; 30 million feet of lumber and many thousand cords pulpwood available. For further particulars apply to

J. S. LAMARCHE, Notary,
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Miscellaneous

Ontario

Sale of Timber

Tenders will be received by the undersigned up to and including **Wednesday, the 27th Day of October, Next,** for the right to cut the timber in the Townships of Ryan and Palmer, in the District of Algoma.

For conditions of sale and further particulars apply to the undersigned or to Mr. A. H. HUCKSON, Crown Timber Agent, Sault Ste. Marie, Ontario.

BENIAH BOWMAN,
Minister of Lands and Forests.
Toronto, September 13th, 1920. 19-20

Auction Sale of Timber Licenses

UNDER AND BY VIRTUE of the powers contained in a certain hypothecation which will be produced at the time of sale, and under and by virtue of all other rights and powers thereunto enabling, there will be offered for sale by public auction on Saturday the 20th day of November(1920, at the hour of eleven o'clock in the forenoon by C. M. HENDERSON & CO., AUCTIONEERS, at their premises, 128 King Street East, in the City of Toronto, the following property, namely,—ALL THOSE CERTAIN LICENSES to cut timber in and upon certain portions of the Township of Proctor and on the North shore of Lake Huron, which licenses are known respectively as Numbers 90 and 91 of the Season 1920-21 and being Berth No. 142 in the said Township of Proctor and Berth No. 143 on the said North shore of Lake Huron, each parcel containing an area of thirty-six square miles more or less, as set forth and described in the said licenses, saving and excepting thereout all such lots or parcels as are thereby excepted.

The limits for which these licenses are held are said to be favorably situated and easy of access. It is reported that there are upon the limits fifteen million feet of Hemlock; four million feet of White Pine and ten million feet of hardwood, suitable for manufacture into lumber.

TERMS: Ten per cent. of the purchase money to be paid down at the time of sale and the balance to be paid within thirty days, without interest.

The licenses are offered for sale subject to all the conditions and regulations of the Department of Lands, Forests and Mines of Ontario affecting the same.

The licenses will be offered for sale in one parcel and subject to a reserved bid.

Further particulars, terms and conditions of sale will be made known at the time of sale or upon application to Messrs. Johnston, McKay, Dods & Grant, Traders Bank Building, Toronto, Solicitors for the vendors.

DATED at Toronto this 30th day of September, 1920. 20-22

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Sale of Timber

Tenders will be received by the undersigned up to and including Wednesday the 27th day of October, next, for the right to cut the timber on an area immediately West of the Townships of Hele and Stirling in the District of Thunder Bay. Conditions of Sale, Maps, etc., may be obtained upon application to the undersigned, or from Mr. B. M. Wylie, Acting Crown Timber Agent, Port Arthur, Ontario.

BENIAH BOWMAN,
Minister of Lands and Forests.
Toronto, September 28th, 1920. 20

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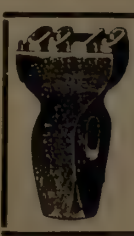

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93 Church St., Toronto

Review of Current Trade Conditions

Ontario and the East

There is no special activity in the lumber line and business on the whole is rather quiet, although some wholesalers report that sales have picked up a little during the past few days. The hardwood market has been pretty hard hit by the woodworking industries which consume large quantities, not buying at the present time. Automobile concerns are practically idle and, with few exceptions, piano and phonograph plants, wagon works, implement manufacturers and others are adopting a policy of recession and state they have enough stock on hand to last until well into the new year and will wait developments before loading up. The result is that there has been quite a drop in prices on some lines and there is said to be larger stock of dry hard wood in the hands of the manufacturers and wholesalers than there was at this season last year when the requisitions were much keener and far more in number than they are today and industrial plants were busy.

How far the wave of price cutting, which is now sweeping the country, will affect lumber remains to be seen. When values in every known commodity began to ascend about a year or eighteen months after the outbreak of the war, lumber was one of the last products to aviate and naturally it may be the last to come down. Wages have not fallen, but on the contrary are from five to ten dollars stiffer per month in the bush than they were a year ago. Some districts report men very scarce and others declare there is an abundance of help, but that it is still very restless and far from being as efficient as it might be.

At a number of points along the Canadian National Railway there is a decided dearth of men to get out the shipments. Most of the lumber companies are not putting as many crews in the bush as last year and there is considerable talk regarding a decreased cut. Some firms in the Georgian Bay district have only half the number of camps that they had last season at this time. Most of the sawmills will close down during the next week or ten days and whether there will then be more men available for the woods remains to be seen.

The favorable weather is creating a lively building campaign in some centres but with prices easing off in other communities, builders are holding back waiting for anticipated further reduction in forest products. Whether these will come or not is problematical and one man's forecast concerning the future is as reliable and authoritative as that of another. The disturbance caused by the recent advance in freight rates has tended to upset business and certain firms are holding back until the result of the recent judgment at Ottawa is finally decided, or waiting for the five per cent, reduction which will go into effect at the beginning of the year.

The ordinary lumbermen is in a quandary, not only in respect to the probable demand for next year but also over-production costs. The pulp companies are taking out enormous quantities of pulpwood to meet the existing strong demand for the finished product and are paying exceptionally high wages, which they are enabled to do by reason of the shortage in paper, but the same state of affairs does not characterize the lumber arena, and if producing costs go too high, lumber operators fear that they will not be able to make a profit on next year's cut.

Eastern representatives of B. C. firms report that the freight rate increase has not yet been adjusted and, while certain mills are assuming the extra charge others are disposed to go only part way and not a few consumers think they should go all the way. White pine is holding firm and, for the better grades, this is especially true. Other soft woods are a little easier and the general trend and tone of the market is suffering to some extent by reason of the radical reduction on southern stock. The car situation is very good but there is not nearly the amount of lumber on wheels that there was a few months ago. Not much improvement is looked for in conditions until after the first of the year and things generally become a little more settled.

Lumbermen are as a whole disposed to accept the present situation philosophically and believe that, when readjustment does take place, there will be a stabilization of values and a firm, basic tone to the whole merchandizing business. After every period of activity there is inevitably a reaction and last spring, not only were the highest prices ever known being paid for all offerings, but a premium was, in many cases, put on on top of that in order to secure material to sell. Now a change has come over the scene. The demand from the United States has fallen off decidedly and local consumption is below normal at the present juncture. There is a disposition to mark time and await developments. Those with heavy stocks, who can afford to hold them are confident they will be able to get rid of them in time at a fair value, but smaller operators are not in such a tranquil frame of mind and have been offering car lots at cut prices in order to unload. The situation is rather a complex one and, instead of the market being a seller's one, it has veered around to the side of the buyer. Meanwhile, the clamor for houses is going on steadily and rents are ascending all the time but builders are apprehensive about proceeding as they may find, with the great outcry against excessive rents, that they will not be in a position to get a fair return on their investment.

In regard to the freight rates, a western lumberman recently said that he believed that the delivered prices today on uppers have not increased any over the prices prevailing before the increase in freight rates; in other words, the mills have practically absorbed all the increase and a little bit more. Of course, they have absorbed part of the increase on dimension, boards and timber.

United States

The lumber market generally is quiet. Prices have been reduced in several centres and most buying is from hand to mouth. The Presidential election will be over within a month and it is expected the general conditions will become a little more stabilized after the result of this struggle is known, although, generally speaking, there is not much hope of business reviving to any appreciable extent until the new year. The recent reduction in prices by automobile concerns and other allied interests shows the trend of the times, and would seem to proclaim that the era of extravagant buying and high-priced articles is subsiding, although no one is looking for a return to the pre-war levels. It is stated that stability will not be arrived at until the people are convinced that full readjustment has been made to new conditions. Building operations are falling off and retail yards are not buying any more than is actually required. Buyers are naturally halting until they are convinced that the market will go no lower. Speaking of the tendency to cut prices, a recent edition of the "American Lumberman" says:

"The very commendable action taken lately by retail lumber dealers of Chicago in announcing reductions in prices of lumber of from 16 to 30 per cent. under those that prevailed in the early part of the year should have a beneficial effect in convincing prospective builders that the price of lumber need be no deterrent to building, and also should encourage dealers in other building materials to do likewise.

The lumber industry generally has come to realize more than ever before that it can gain and hold the sympathy and good will of the public if it tells the public frankly the facts about the lumber business. It has long been the custom for lumbermen to stand aloof from the public, so far as publicity was concerned; and as a result the people frequently have been mis-informed and misled through publicity from sources unfriendly to the lumber industry.

"Even at the highest level that has obtained the retail price of lumber has not really been the retardment to building that has been charged—but the public was made to believe it was. Now that the facts are being told and the people shown that lumber prices are from 16 to 30 per cent. lower than those of the early spring, the lumber industry no longer can be charged with retarding the building programme by holding out for unreasonable prices. And Chicago is not the only city in which retail prices of lumber have declined very materially—declined through the voluntary action of the dealers, who have desired to do their full part in putting the building programme in motion again."

The situation in the hardwood lumber market has not changed materially during the past few weeks. There may have been some further decline in price levels, but offerings at low prices do not seem to develop trade volume. Wood-using industries are buying only from hand to mouth, and their appetites are easily satisfied. Furniture manufacturers, automobile manufacturers and makers of interior finish are not being rushed by the buyers of their products, and they do not require much raw stock to keep them going. They have little reserve stock, and so are taking what they need in small lots. On the other hand, there is no surplus of stocks in the hands either of the mills or the wholesalers, and not many of them are pushing sales. Early sales at good prices gave most hardwood men a fair volume for the year, and they are more intent upon holding buyers to contracts and inducing them to take what they bought than they are

View of Mills in Sarnia.

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upon making new sales at current prices. There is some demand for low grade lumber, for the box makers are more or less busy; but the upper grades are moving very slowly.

Generally, the softwoods have shown further declines in prices lately, and in the case of yellow pine this is reflected in the open quotations of a number of mills whose lists have been somewhat above the current level. Many mills are suspending operations in the Douglas fir regions, a late telegram estimating that one-third of the mills are down. This message further predicts that only 50 per cent. of the plants will be in operation two weeks hence unless the situation improves.

The freight rate situation is one uncertain feature, and the parts of the country that are placed at an increased disadvantage are hopeful of a readjustment. That these sections are feeling the effects of the greater increase in their delivery costs is indicated by statistics of new orders for the two chief competing woods, southern pine and western fir. The demand for both fell off immediately following the advance in rates; but, while the decrease in new business received by the mill men of the far west has continued, there has been a steady increase in the amount of new business going to the southern pine mills since the last week in August.

Great Britain

Trade generaliy is quiet and there are no particular developments of interest. Transactions are for the most part limited and no development of the spruce situation has emerged. Trading in this description is very difficult, equally in regard to shipments coming forward and spot goods. Fresh imports have the preference over yarded stocks on account of their better condition. A large portion of the spruce imported by the Government is badly conditioned, and the sizes are not generally attractive.

Several shipments of Canadian pine have arrived, and during the short time that remains of the shipping season no doubt other consignments will come to hand. These goods will all be required before the opening of next season. The demand for pine is not strong at the moment, except for first quality, but a fair trade is passing in lower grade deals and sidings. Values remain firm and are improving.

Arrivals at Liverpool of birch planks, from Halifax and St. John, have dwindled down, and some headway is being made with yarded stocks. Values are elastic, and widely differing quotations are encountered. A very low price was paid at the auction sales in London, and some cheap wood has also been sold from stocks in Manchester and Liverpool. The demand, however, is still inactive, and the prospects of improvement as regards chair making requirements are not at present encouraging.

An improvement in the enquiry for pitch pine lumber is reported. Spot values are out of proportion to the cost of freshly imported wood, but the heavy stocks on hand prevented appreciation of values.

Building operations have not extended to the degree expected, and this lack of activity has depressed sales of building sizes and of floorings. In addition to the fact that business is depressed from general causes, the threat of a coal strike is preventing buyers taking any but the smallest risk in purchasing. In fact it is impossible to ascertain how far this impending coal trouble has affected business. It is quite possible that the settlement of the dispute would be followed by a spurt of greatly improved trading.

The strike of shipwrights in the Mersey-side repairing yards has been in progress just a month, and the prospect of a settlement seems as remote as it was on the day when the men laid down tools. Both sides have assumed a very determined attitude. The men struck upon the refusal of their demand for a minimum wage of £6 per week, and according to the officials of the Mersey side branch of the Shipconstructors' and Shipwrights' Association 3,000 are now idle. The merits of the case are difficult to disentangle from the statements made on both sides. The employers rejected the men's application on the ground that ship repair work cannot now carry the additional burden of expense which the increased rate of wages demanded would entail.

There are now unmistakable signs of a lower level of rates coming about, owing to competition among the shipowners of the world, says the "Timber News." Nearly all the largest companies are making provision for less rosy times which they anticipate are not far off. We have heard recently, of several fixtures which were keenly competed for, and as a result a big reduction in the original quotations was eventually secured. As the close of season gradually gets nearer, competition is most likely to get more severe, as there will not be so much cargo available. So far as next season is concerned it would be as well for charterers to hold off from fixing as long as possible. Shipowners or brokers should not be given particulars of likely requirements too soon, as this always proves of great help to them in making their arrangements ahead. There are plenty of new boats coming on the market, and the supply generally is getting better and better, so there should be no hurry to charter in advance.

The cost of steamers is gradually getting lower, too, especially of the "tramp" type; 100s. to 110s. from Swedish ports is too much. Next first-open-water charterers ought to be able to do much better than this, especially if they are not in too much of a hurry to get room. Many nations are now competing for the carrying of wood cargoes, and each of them is getting a good supply of new construction, so there are undoubtedly better times ahead for charterers in the timber trade.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Quebec Report Shipping Rates Have Gone Up?

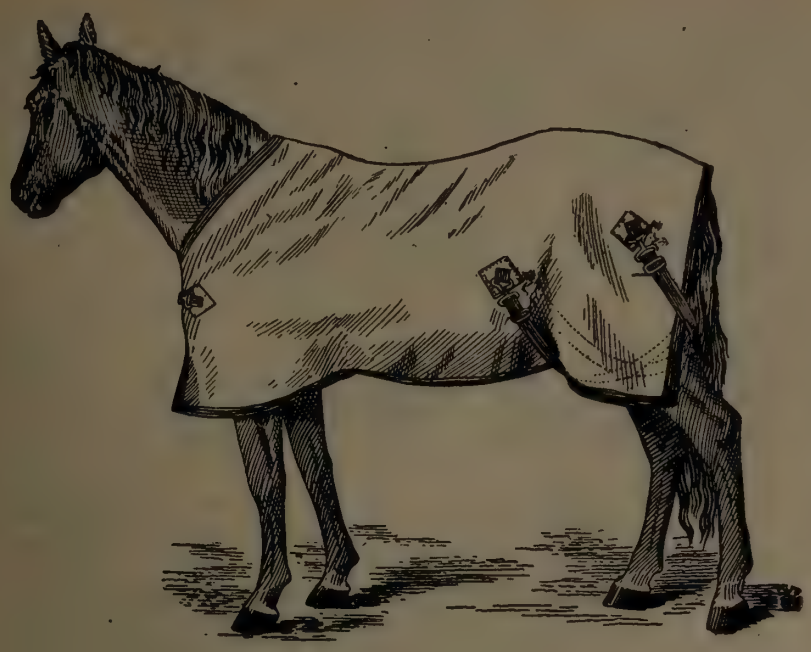
The bulk of timber and sawn lumber has been shipped from the St. Lawrence, including the port of Quebec. There are only a few parcels remaining for movement overseas that will be shipped by the Manchester Line steamers. In the meantime and contrary to the expectation of the export trade, freights have again soared, the tramp steamers raising the rates from 180 to the former figure of 200 shillings. These conditions have come as a disappointing surprisee to the shippers, who felt certain of a further drop in freight rates during the last months of St. Lawrence navigation, instead of a rise. The Imperial Government has arranged with steamers to carry the vast quantity of lumber that it purchased during the war, and is stored along the lower St. Lawrence. Though there is a good two months' season for these shipments to take place from the points of storage in the lower St. Lawrence, it is probable that they will go by the port of St. John, N. B.

The recent storm, which had a wind velocity from 65 to 70 miles an hour, struck the district of Quebec September 30th and continued all the following day. It caused considerable damage to property in the city, though shipping escaped, with the exception of the foundering of two small coasting schooners in the lower St. Lawrence. It also caused the booms to break away along the Quebec waterfront coves, and scatter the timber there secured. The scene after the storm beggars description. The large storage of waney pine was driven by the rise of the tide and velocity of the wind all along the beach from Sillary Cove to the Quebec Bridge, and upon the public roadway. Timber was also driven up and piled on the wharves. The storm blowing from the south forced the timber around by all the Quebec merchants towards the north. That accounts for its being piled on the beaches, the roadways and the wharves, and not being sent adrift in the river. There are now gangs of men working to repair the booms and rescue the timber and return it to the coves. The owners say that there will be no heavy losses. The only expense entailed will be the repair of the booms and recovery of the timber.

Quebec timber and lumber merchants inform the "Canada Lumberman" that prices in the district of Quebec will be maintained notwithstanding the appearances for a drop. They advance as a reason that the jobbers are asking more money this year than last to take out logs.

The movement of pulpwood from the district of Quebec to the United States mills is proceeding under more favorable conditions. Exporters of this wood say they could do better if they could only obtain the American car transportation which is difficult. At the present all American cars bringing coal to Quebec, are being utilized to carry pulpwood to the United States' mills. The Remington Co., who leased property on the St. Lawrence River frontage from the Canadian Railways, are bringing trainloads of pulpwood and dumping the wood into the river, and secured by booms, this is loaded into lake barges and transported up and into the Great Lakes to meet the demand of American pulp and paper mills. During the storm, attached to and above the booms, material was partially wrecked and approximately 40 cords of pulpwood were lost.

The continued rise in the price of pulpwood is commencing to cause a storm in the trade in this district. The whole trouble seems to lie in the cost of production and the money paid in labor. It would appear from investigation that the price of labor, which is



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soaring more and more every year, is due to the demand for wood and competition of the dealers, together with the scarcity of this class of help. The whole thing sooner or later must be closely studied and remedied or the price will go even higher and cause pulpwood to become equal in value to its weight in gold.

The Quebec correspondent of the "Canada Lumberman," having made diligent enquiries into the cause for the high price of labor, has come to the conclusion that the jobbers, with the consent of the pulp and paper manufacturers, are in a great measure to blame. For example, during divine service in a parish some miles distant from Quebec, the priest announced that a meeting would be held after service on the outside. This gathering took place when a pulpwood jobber addressed the people and said he required 35 men to go into the woods and cut pulpwood, for which he would pay $8.00 per cord. This is a small parish and some 25 young men abandoned their farm work to cut wood. Two men, it is said, can cut three cords of pulpwood per day, for which $8.00 per cord or $24.00 would be earned daily. It is the scarcity of labor in proportion to the demand that is responsible for such high wages. The remedy is to import help from abroad that will make pulpwood for less than half the price and so greatly reduce the cost to the consumer.

Eastern Logging Production Will be Cut Down

Lumber conditions at St. John remain absolutely stagnant at present. There have been no changes in prices during the last two weeks and there are no anticipated changes which one can look forward to. Certainly, very little logging will be done this coming winter from this section of the province. It is also understood that very little, if any, logging will be done on the north shore of New Brunswick; in fact, all over this country few plans are being made to get any logs at all. The brokers, who at this time of the year usually make contracts with the portable mill men for winter sawing, are refusing to do so and at present practically no contracts have been made at any price.

The cost of logging, if the price the operators ask is granted, would be on an average of $3.00 per M more than last year. Therefore, on the falling market and with great uncertainty ahead, it is deemed unwise for anyone to go into the woods to get logs under these conditions. The only safe solution to restoring prices and steadying the market is that as little logging and manufacturing should be done this winter as possible. Very few contracts for logs have been granted to anyone. The mills at St. John are waiting to see just how wages will turn and how the provision market is going to go. At the moment it is weakening and everything looks as if there would be further reductions in prices all away along the line. Sugar, flour and grain of all kinds are weaker than they were two weeks ago and everything points to further reduction in quotations. It is said that all that is holding the prices together and stabilizing conditions are the banks. Should the banking fraternity withdraw its financial aid, it would cause a panic in quick reduction of prices.

As low as $32.00 has been paid for rotary cut deals during the last two weeks, and in fact, it is said that some have been sold for less money. At these prices no portable men will go in the woods. Five mills at St. John are still in operation, all sawing 3 inch deals, the majority of which are from large American logs and are unsold. The specifications of these deals are excellent and are much better than anything produced throughout the provinces.

Locally, the factory business is good and a steady demand for finished lumber and ordinary lumber for repair work continues active up to the present time. The outlook for the factories for winter work is first-class. No reductions have been made on local finish prices, as the costs have not been reduced either in the lumber itself or in the labor which is going into the work. The factories have work for, at least, three to four months ahead of them and with possible accumulation for the balance of the season.

Laths and shingles still retain their summer prices and stocks are not at all excessive. The outlook is that all laths and shingles will be shipped from St. John before the close of navigation.

The British market at the time of writing is dead and the possibilities are that there will be no improvement until well along in the winter or next spring.

General Market Conditions in Montreal Unchanged

General conditions in the lumber line in Montreal remain quiet and there is not much buying going on. The most active wood at the present time is spruce, in which there has been a slight advance made by some of the local firms. An increase in building operations during the past month has resulted in a larger call for this particular wood. The lumbermen contend that the recent advance of about 5% is fully justified by reason of the high cost of logging and the heavy wages which are being paid in the bush. It is reported that some firms are paying as high as $125.00 a month, exclusive of board, in order to secure the most experienced and active men. There are any number of fellows available but too many of them are inefficient and inexperienced. The larger operators believe that it is most economical to engage and retain a comparatively small staff of able and practical workers than to accept anyone who comes along. The results are more satisfactory in the long run especially so where the output is limited.

Export to the United Kingdom has fallen off. With the exception of spruce, practically no lumber at all has been shipped to Great Britain during the past month.

Export to the United States has not yet assumed an active trend, but in the opinion of the lumbermen specializing in American trade, these conditions will be improved towards the end of the year.

The total value of building permits issued by the city of Montreal for the month of September amounted to $1,350,740, as against $1,050,976 for the corresponding month last year. Total value of permits issued for the first eight months of this year was $12,347,119, as against $6,964,644 for the same period last year.

Shipments from B. C. have entirely fallen off, due to the prices asked by the B. C. firms.

Pulpwood is still commanding high prices, and owing to the high prices, the majority of Quebec lumber firms are turning their supplies of lumber into pulpwood.

Thinks Retailers Should Not Hold Off

A leading Ontario lumber salesman stated this week that the majority of retail yards throughout the province appeared to be doing a pretty fair business but that there seemed to be a sort of mutual or silent understanding among the majority of lumbermen that they would not buy at the present time. He added that he stepped into a yard the other day and found that the dealer was short of stock on two sizes which had been in very active demand. The man would not place an order to replenish these sizes, but instead was using a resaw to cut up lumber that cost at least $15.00 more per M than the sizes in which he was short, simply to "bridge the gap" or to meet the demand. The salesman thought this was a rather short-sighted policy to pursue and believed that lumber prices would hold their own. Nothing was to be gained by sacrificing values, and he was confident that conditions would right themselves in a very short time.

Establish New Hardwood Flooring Plant

The Macdonald Lumber Co., wholesale lumber dealers, Toronto, have commenced the manufacture of hardwood flooring at Maisonneuve, Montreal, and are meeting with encouraging results. Although only in operation a short time, the company are making ready to add new equipment and to increase the capacity of the plant. The company manufacture birch, maple, quartered cut white oak, plain red oak and beech hardwood flooring, and carry stocks in their yards at Montreal and Toronto. The brands of the Macdonald Lumber Co. are known as "Eclipse" and "Keystone" hardwood flooring. The company's office in Toronto is at 34 Victoria Street and in Montreal at 71 A St. James Street.

Another Big Mill for Canada

P. T. Dodge, president of the International Paper Company, who was in Montreal with the Riordon party which went to inspect the new plant at Kipawa, announced that his company will build a second pulp and paper mill in Canada. He confirmed the impression that this is the first time the fact has been publicly stated, but remarked that the matter has been under contemplation for some time.

The International Company, which is the largest producer of paper in the world, 60 per cent. of which is newsprint, is now building a pulp and paper plant at Three Rivers, and Mr. Dodge stated that in sixty days it will be turning out pulp. The paper mill will not be ready to operate for some months yet. It is designed to turn out 200 tons of newsprint a day.

As the International Company has acquired extensive timber interests in New Brunswick and now controls a valuable water power at Grand Falls, the impression prevailed in paper interests that the next move will be in that locality, but Mr. Dodge stated that they have more than one locality under consideration.

Urges Plan of Scientific Reforesting

Workers in the paper industry are not responsible for the newsprint shortage, John P. Burke, president of the International Pulp, Sulphite and Paper Mill Workers' Union, emphatically stated in his address in Ottawa to the delegates attending the International Union Convention. According to Mr. Burke's statement, more paper is being produced now than ever before, and the principal cause of the shortage is due to the enormous editions issued by metropolitan dailies. Mr. Burke urged the Canadian and United States Governments to immediately take up the plan of scientific reforestation if we are to continue manufacturing paper from pulpwood.

Cedar Shingles—All Grades

Can Ship Promptly in Following Brands:

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CEDAR PRODUCTS, LTD.

Selling Agents

AMHERST, N. S.

"Open Kettle" Registered

Extra Fancy Molasses

We know you serve Molasses to your Lumberjacks. Have you ever tried our "OPEN-KETTLE" blend? We have a way of blending several kind of syrups and molasses into one, giving the right taste.

You probably know that Blended Tea has a better flavor than unblended. You will find that same applies to MOLASSES. Of course not all Blended Tea tastes alike and not all Blended Molasses would appeal to you.

Read what Dr. Milton Hersey (Industrial Chemist) has to say:

"We have tested and analyzed a sample of your "Open-Kettle blend fancy Molasses" and find it made of a good quality of syrups and molasses, free from any impurities. It has a high food value. Our tests indicate it is well adapted for eating and table purposes."

We suggest that you give us a trial order for a carload of our "OPEN-KETTLE" Blend at $1.00 per Im. Gal. x F.O.B. Cars Montreal.

Samples will be mailed on request.

References:—Bank of Montreal, Duns and Brad Streets

UNIVERSAL IMPORTING COMPANY

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WHOLESALE LUMBER
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We Offer for Immediate Delivery:

SPRUCE, 1 in., 1¾ in., 2 in. and 3 in. All sizes.

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1 in. and 2 in. ASH AND ELM.

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1 car 1½" Basswood, largely 8" & up, No. 1 C & B.
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2 cars 2" Birch, largely 6" and up, No. 1 C & B.
2 cars 3" Birch, largely 7" & up, No. 1 C & B
1 car 4" Birch, largely 8" & up, 1sts & 2nds.
1 car 1" Soft Elm, good width, Mill Run.

at prices well within the market. We solicit your enquiries for above. We have other stocks in SPRUCE and BIRCH.

GOOD STOCKS PROMPT SHIPMENTS SATISFACTION

C. A. SPENCER, LIMITED

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EDGINGS

Ontario

Hall Bros., Limited, Toronto, who have been conducting sawmill operations at Marlbank in Hastings County, have ceased sawing after taking out about 1,000,000 feet of mixed hardwood. This firm have in the past handled considerable rock elm, and may go extensively into this line next season.

The Industrial Planning Corporation, Limited, has been granted a charter to carry on the business of general consulting and structural engineers, and to design, instal, equip, alter, etc., building and structures, plant and machinery of all kinds. The capital stock is $20,000 and head office is in Toronto.

The Fogg Timber & Contracting Co., with head office in Timmins and a capital stock of $40,000, has been granted a charter to carry on the business of lumbering and timbering operations and general contracting. Among the incorporators are John W. Fogg, Dr. Herman H. Moore and W. M. Widdifield of Timmins.

The will of the late Jacob Kaufman of Kitchener, which was recently filed for probate, shows that he left an estate valued at $911,674.00. In this amount was included $150,000 in the stock of the Jacob Kaufman Limited, planing mill, $150,000 in the Dominion Wood & Lumber Co., and $325,000 in the Kaufman Rubber Co.

At a well attended meeting of the creditors, including depositors of the Muskoka Cordwood and Lumber Company, held in Toronto, the offer of $931.75 for the estate's equity in the cordwood limit at Southwood, Muskoka, and the remaining 39 cords of wood in the bush, made by Colin Macdonald, was considered and approved.

Reports from Port Arthur show that the work of constructing the plant of the Kaministiquia Pulp & Paper Company is progressing at a satisfactory pace, and it is expected to be ready for operation by November 1. The woodroom is almost ready, and the construction of the mill building is proceeding smoothly with the installation of machinery keeping pace.

Old ties from the G. T. R. were being dumped into the bay, according to complaints received at Hamilton, and were proving a menace to small boats. One fast launch had struck a log, with the result that the bottom was partly torn out. It was decided that the superintendent of the G. T. R. should be notified of the nuisance and requested to stop the practice immediately.

The National Pole Co., a corporation existing under the laws of Michigan, has taken out an extra provincial license to manufacture, buy, sell and deal in wood, lumber, telegraph poles, railway ties, posts and all forest materials in Ontario, and is empowered to expend $200,000 for such purposes. L. D. Hickey of Rainy River, Ont., has been appointed representative of the company.

The ratepayers of Napanee, Ont., recently decided to purchase the waterworks system of the town and also to acquire the canal and adjoining property which are located at W. D. Mulmer's lumber and box factory, the Gibbard Furniture Company's plant and the pumping station of the Napanee waterworks. The town now owns its own waterworks and has splendid sites for manufacturing plants.

The new pulp and paper plant, which E. W. Backus will erect at Kenora, will have a capacity of 200 tons a day, which will later be increased to 500 tons. It is understood that 1,000 men will be employed as soon as construction is well under way. The company will also erect a sawmill, employing 400 men, and build a railway 150 feet long, the whole ultimately representing an investment of $30,000,000.

The Goderich Mfg. Co., Goderich, Ont., through J. A. Baechler, the manager, recently purchased several tracts of timber. As this material lies outside the city, it was necessary to secure two large trucks to bring the logs in to the plant. This firm plan on going extensively into the manufacture of boxes and baskets and will rebuild their factory in the spring if suitable arrangements can be made with the city council.

A large limb of a tree was the cause of the sudden death of Dr. Robert Shearer, late of Milwaukee, on his farm near Walsh, Ont. The doctor, who had practiced medicine several years in Milwaukee, was cultivating in preparation for wheat sowing, and attempted to pull over the fence a large tree limb that had fallen on the field. That he was not able to get the heavy end across the fence but had fallen under or upon it, was evidenced by the fact that his breast was crushed and several ribs broken, death resulting instantly.

The aerial photograph department of the Bishop-Barker Co., Toronto, is to be moved to New York almost immediately. Major H. Maxwell, the head of this branch, stated that there were two main causes for this decision. Firstly, in Canada there was a lack of scope for this work, both on account of the comparatively sparse population and also on account of the long winter season which permitted the work to be carried out for barely half of the year. Secondly, the Canadian Government had been extremely apathetic and had not given them either the contracts or the encouragements which they had anticipated. In addition the Government is at present making certain experiments in aerial photography and many big private contracts are being held back until the results of these experiments are published.

In an effort to encourage reforestation of waste lands in Ontario, the Department of Agriculture of the Ontario Government is endeavoring to have a demonstration wood plot established in each township throughout the province. "If the township council," declares the departmental letter of instruction to agricultural representatives, "will purchase an area suitable for this purpose on a well-travelled road and have it properly fenced the Government will undertake to supply and plant trees to reforest such area and look after it in the early years of growth. Such an area of land should not be less than five acres or more than ten acres." It is made clear in the letter of instruction that all such demonstration wood plots will be vested in the township, and any profits which may ultimately accrue will go to the township.

A shortage of houses still continues in Toronto, and so far as the year 1920 is concerned it does not appear that the 5,000 houses, which a city official declares should be built every year, will be half reached. According to the permits so far issued not more than 1,470 have been erected or are in the

course of erection. This is not half as many permits as were applied for at the architect's department in 1919. These are exclusive of apartment houses, which dropped materially since 1914, owing to the war and the restrictions which increased the cost of construction. The largest number of dwellings erected in Toronto was in the year 1913. The permits taken out that year numbered 5,089, while the year previous saw the erection of about 80 apartment houses. Back in 1904 there were more houses built in Toronto than during any of the active years of the war. The number of permits for that year was 1,113, and with the exception of 1906, 1907 and 1908, there was a steady gain each year till 1913, when the peak was reached. The largest gain was 1,000 in 1909 over 1908. The average gain from 1909 to 1913 was 300. Apartment houses dropped from 80 in 1912 to 4 in 1919, and 4 so far in 1920.

Eastern Canada

Perron & Remieux, St. Hirmenegilde, P.Q., were recently registered as lumber dealers.

The mill and out-buildings of the Continental Lumber Co., River Charlo, Campbellton, N.B., were destroyed by fire recently. 13,000,000 feet of lumber also went up in smoke.

A. Bowser & Sons, Liverpool, N.S., sawmill operators, are installing machinery to manufacture boxes. The following equipment has been put in: band resaw and a cut-off saw.

The sawmill and plant of the Joseph McGill Shipbuilding & Transportation Co., Shelburne, N.S., has been completely destroyed by fire. The loss is in the neighborhood of $10,000.

Three Rivers Pulp & Paper Company, Limited, Montreal, Que., have been incorporated to manufacture and deal in lumber, timber, pulpwood and other forest products. Capital $4,400,000.

Millard Bros., lumber dealers, Liverpool, N.S., have recently equipped a box factory. The following machines have been installed: Cowan box-board matcher, C. M. C. moulder, C. M. C. surface planer, and a number of small saws.

The Davison Lumber & Mfg. Co., of Bridgewater, N.S., are installing in their box factory a 350 h.p. Waterous engine and a 56 x 16 Waterous R. T. boiler, making a battery of three in the plant. The capacity of the factory has recently been increased by about 30%.

The Lake St. John Pulp & Paper Co., Limited, Montreal, P.Q., have just been granted a federal charter with a capital stock of $4,000,000 and headquarters in Montreal. It is understood that they will erect large pulp and paper mills in the Lake St. John district.

Traders of Canada, Limited, Amherst, N.S., were recently granted a federal charter to conduct a general lumbering business manufacturing logs, lumber, timber and other forest products. Capital $100,000. Two of the incorporators are J. Cumberford, engineer, and A. G. McKenzie, barrister, both of Amherst, N.S.

The Bridgewater Shipping Co., Limited, Bridgewater, N.S., have recently purchased from the estate of the late J. F. Beeler, Lequille, N.S., machinery for manufacturing spokes and bent rims. It is the intention to instal this equipment in the Bridgewater plant and turn out a line of wagon spokes and bent rims. The officials of the company are R. Dawson, president; Dr. W. Trethewey, vice-president; E. Tupper, managing director, and H. S. Bandby, secretary-treasurer.

Sir Alexander Maguire, chairman of the Amalgamation of British and Canadian match-making concerns, who intend to establish a five million dollar plant in the vicinity of Quebec, is expected to arrive from England in the course of the present month when the site will be chosen and the work of excavation for the foundations of the factories will be proceeded with. It is admitted that the plant will be located within a radius of ten miles of Quebec City, and the plans for the new industry will practically duplicate a plant recently erected near Liverpool, Eng., which is considered the most up-to-date in the world. The production capacity will be about 100,000 gross a week and the industry will give employment to between two and three thousand hands.

Western Canada

The plant of the Western Canada Pulp & Paper Company, near Vancouver, is operating at full capacity with an output of 40 tons of sulphate pulp daily.

The Interior Lumber Company, at Smithers on the G. T. P., is now running full capacity of 25,000 feet daily. At that rate it can run for three seasons as there is ample timber supply close at hand.

J. D. Davis, inventor of the Davis Raft, visited the Alberni section of Vancouver Island recently. He went through the Beaver Creek district, being interested in securing piles. He said that the standing timbers he saw were as suitable for piles as any that he had seen on the North American continnt. e

The plans for the new office of the Hammond Cedar Co., at Hammond, B. C., have been accepted and work will begin on the new building soon. The office will be situated on the northeast corner of the mill property, which is a very desirable location for all business purposes and a very attractive location as well.

Twelve houses are being completed for returned men in the city of New Westminster under the soldier housing loan scheme of the Dominion Government which provides the funds through the provincial authorities. The first allotment of $60,000 is more than used up by the undertakings, so an additional $10,000 has been applied for by the city council, which administers the fund locally.

The Cameron Lumber Company and the Genoa Bay Lumber Company, controlled by the Cameron interests, are cutting 1,500,000 feet of railway ties for export to the United Kingdom. The Cameron Company has shipped a good deal of lumber overseas lately, but, of course, such shipments are hampered by the shortage of ships. Officials of the company state that the Australian market is not very active juht now.

Mayo Singh, head of the Mayo Lumber Company, a Hindu concern, has purchased all interests in the sawmill recently erected by the Tansor Lumber Company, Ltd., in the Cowichan district. After the sale, the mill was closed down immediately for repairs and a thorough overhaul. Considerable additions will be made to the plant which will be operated at capacity again. For its size the mill has an unusually efficient equipment and can be operated very economically. When it was purchased by the Hindu interests it was turning out 13,000 feet a day, but this output has been increased by the additions to the equipment made by the new owners.

If you want anything sawn, write:—

BECK LUMBER CO.

PENETANG - ONTARIO

or **'ASK MR. HORNING"**

PHONE MAIN 2170 - TORONTO

Mills are now sawing

HEMLOCK and PINE

We Can DRESS, MATCH and RESAW

We Want to Purchase

1", 2" and 3"

Spruce and Pine

also

1½" and 1⅝" x 4' No. 1 Spruce Lath.

In quoting advise full specifications as to grades, widths, lengths and dryness.

CHAS. H. RUSSELL CO.

LIMITED

211 McGill Street, MONTREAL, Que.

H. BOURGOUIN

Dominion Express Bldg., 145 St. James St., Montreal

We have ready for shipment at Shawinigan Falls, P.Q.

4ths and Better Spruce

1 x 4 x 10/13	40,000 ft.	1¾ x 7 x "	60,000 "
1 x 5 x "	40,000 "	1¾ x 9 & Up.	100,000 "
1 x 6 x "	40,000 "		
1 x 7 x "	20,000 "		
1 x 8 x "	10,000 "	2 x 4 x 10/13	25,000 ft.
		2 x 5 x "	80,000 "
1¾ x 4 x 10/13	25,000 ft.	2 x 6 x "	80,000 "
1¾ x 5 x 10/13	50,000 "	2 x 7 x "	90,000 "
1¾ x 6 x "	65,000 "	2 x 8 x "	75,000 "

WE ALSO HAVE "B" & "C" GRADE IN 1", 1¾" & 2"

Prompt shipment Satisfactory stock Good service Write or wire for prices

Saw Mill Exhausters

"By-Pass" Blower Systems are Indestructible

"By-Pass" exhausters will handle the green sawdust from your saw mill without clogging or trouble of any kind. Material does not pass through or around fan wheel. Fan is not overhung. Three bearings. No heating or shaking. The best and most economical system made today.

We manufacture and install systems complete

Write for information

Toronto Blower Company

156 Duke St., Toronto

Travelling by Airship Will Be Cheap

The airship will, in due time, become a form of transportation almost as economical as the automobile, if not more so," says Col. Jesse G. Vincent, of Detroit, Mich.

He declares that the actual cost of carrying a passenger a mile is already less in many airships that it is in an automobile, and predicts that the high price of machines which so far has placed aviation out of practical commercial use will soon be changed. With this, he declares, will come the preparation of landing fields in every little municipality; guide signs and signals will be provided which will make possible a great volume of air traffic.

"For many years the idea that the automobile would ever supplant the driving horse was doubted and people even refused to believe that it would replace the draft horse in trucking and farming. Nevertheless this also is coming to pass," he says.

"The same will be true of airships in a very short time. The fact that there are airships to-day which carry six passengers at a rate of 100 miles an hour, and make ten miles to the gallon of gasoline, proves that flying is not necessarily expensive. I know of no automobile that at the same speed will show such fuel economy, and, in fact, a six passenger automobile that will give ten miles to a gallon at 30 miles an hour is considered an efficient machine.

"The greatest factor in favor of the airship, however, is that it requires no rails or even a road to travel on. With the element of road building eliminated you have a tremendous saving which can be credited to airship travel. Landing fields can be easily and cheaply prepared and every little municipality will have one in the near future. There will be guide signs and signals to direct the aviators in landing in foggy weather, as well as in clear, and these are all that will be required for the coming airship. Tire cost also will be included in the saving, because the wheels run for only a few hundred yards in taking off and landing. Until recently the repair bills have been large because of the character of the machines and lack of skill in landing. This has now been almost entirely eliminated.

"So the matter will resolve itself to one of the first cost of the vehicles. The cost of airships is still beyond the reach of the average person, but that will soon be changed. There are a number of foreign airships to-day that can be produced by manufacturing methods like those which have made the motor car so cheap, and I predict that the automotive manufacturers will soon achieve as great a triumph with airplanes. With the airplane reduced to standardized manufacturing terms it immediately becomes a commercial possibility that will place it within the reach of men who will use it not merely for sport, but to save time.

"I do not mean that the airplane will ever supplant the motor car. It will be an ally rather than a rival. It is a fact that no form of transportation ever invented has become obsolete. There still remain certain activities in which the most primitive vehicle has its use and in which it will probably continue to serve until the end of time," concluded Col. Vincent, who is the vice-president of the Packard Motor Car Co., and has given close study to all transportation problems by land and air.

Destructive Fungi Threatens White Pine

That the white pine blister is firmly established in Minnesota has again been made clear to state entomologists and forestry officials by the finding of the destructive fungi on current and gooseberry bushes on the shores of Gull Lake, just north and west of Brainerd, and also in timber between Grand Rapids and Deer River, Itasca county, the latter infection being only about 15 mlles from the Minnesota national forest. These discoveries show that the disease, so far as the knowledge of the scientists extends, has spread from 20 to 25 miles north and from 35 to 40 miles west within a year. For a long time officials have suspected that the disease was much more widespread in Minnesota than was originally thought.

The state forester is in charge of eradication work, which consists largely in encouraging pine owners to protect their white pine stands before the disease does serious damage. This protection is given by uprooting currants and gooseberries, wild and cultivated, in and around white pines. When co-operation is direct between owners and the government, the latter defrays one-half the expense.

The disease was found this year in the two instances mentioned on currants and gooseberries. An extensive pine infection exists at Rush Lake and other smaller areas of infected pines have been located at Afton, Grasston, Harris, Pine City and Stanchfield. Infected currant and gooseberry bushes have been found in 13 counties prior to this year. The most significant infections are in Aitkin, Carlton, Crow Wing, Itasca and St. Louis counties, for they show that the disease is well advanced into the white pine areas and is threatening the state and national forests.

The utmost precautions are taken to prevent the spread of white pine blister rust to the pine lands of the Pacific northwest. The quarantine line against the shipment of currants and gooseberries is the border line between Minnesota and the Dakotas and the regulations are strictly enforced.

Most Desirable of All Possessions

There are multitudes of modern homes going up in this city or already occupied. It is a movement which should need no stimulation, and yet which deserves stimulation by all whom experience and observation qualify to give sound advice to their fellow-men, says the San Francisco Chronicle.

The possession of a home is the most desirable of all possessions. To the family which secures it is an assurance of safety. To the community at large it is the assurance of good government and social order. The disturbers of society do not operate from their own homes. They have no homes. They are wanderers and outcasts upon the face of the earth.

The acquisition of a home is by far the best form of thrift. It is an anchor, sure and steadfast, binding its owners to the soil of their country and to the society of which they are a part. Movable property may be lost or unwisely exchanged. Or it may be sold in a fit of depression and the proceeds dissipated. The home abides. If not yet fully paid for, it is a stimulus to effort and an incentive to save.

Homes cost more than they did. That is true. But the means of paying for them are correspondingly greater. Values may depreciate. That is also true, but in a growing city it is hardly probable. So may diamonds, for that matter, or, as we see, even Government bonds. But its value as a home will never depreciate, but, on the contrary, appreciate as its comforts are enjoyed and the tender associations of home life accumulate around it. Only as the family man gets a home does he fully realize that he is a citizen of the Republic. And the young man with his life still before him will find nothing so attractive to the girl of his choice as the prospect of beginning real life in a home which is hers.

If buildings depreciate land does not. Buy all the land which you can see the way to pay for and build on it such a house as you can. It is easy to add to a house. It may not be easy to extend the size of your lot. And it is only by a lot not fully covered with buildings that the sunshine, the fresh air and the garden can be assured.

Buy a home and buy it now while the means of paying for it are plentiful.

R. IMRIE LT. COL. E. L. THOMSON. D.S.O.

R. IMRIE LUMBER CO.

Announce they have opened offices at

Suite 22, CANADIAN PERMANENT CHAMBERS, 18 TORONTO ST., TORONTO, *to conduct a*

Wholesale Lumber Business

For immediate shipment 350M ft. 1x4 and wider. Mill Cull White Pine. Mill Run Jack Pine and Spruce 2x4-5-6 and 8.

Northern Ontario Jack Pine and Spruce Products a Specialty

We shall esteem your enquiries

JOB LOT

We desire to sell as a "Job Lot" the following stock:

1700 feet BM Square Cedar 4x4, 6x6, 8x8.
3000 " " Hemlock (Mixed grades) 1" and 1½".
5000 " " Hemlock (Mixed grades) 1½" and 2".
7000 " " Hemlock Mill Cull 3".
29000 " " Hemlock Mill Cull (including good mill run pieces) 2".
10000 " " Hemlock MillCull (including good mill run pieces) 1".
200 Cedar Posts from 12 ft.-16 ft. long, 4" to 10" diam.

BARGAIN TO QUICK PURCHASER

Open to receive prices ***Write, wire, or phone Victoria 2500***

The Stave Manufacturing Co., Ltd.

P.O. BOX 1650 MONTREAL

NEW ZEBRA, WOOD, WESTERN UNION, and PRIVATE CODES USED.

Telephones:
1391 Long Distance.
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WOOD BROKERS

FOR EVERY CLASS OF TIMBER

***Head Office:* HULL, England**

To the Lumber Companies of Canada:

You have the Goods. Place your Lists with full particulars in our hands. We are in daily touch with all the Buyers in the United Kingdom.

PLEASE NOTE. We pay cash against all documents, and take the whole of the Delcredere risk on Buyers.

Camp Tea

This is a line that it's necessary to have good for the men in the camp.

The question of price also cuts quite some figure in these days of high costs. Now in this connection we have something good, even extra good, and at such a moderate price that we feel confident that it will appeal to you, if you could only see it.

Therefore write to us now to send you a sample of our Camp Blend tea, either black or mixed, which we are selling at twenty-nine cents—and we say without hesitation that it's the best tea value in Canada. Put our statement to the test.

Camp Blend Tea, 100 lb. chest, Black or Mixed, 29c

H. P. Eckardt & Co.

DEALERS IN CAMP SUPPLIES

TELEPHONE MAIN 4128

Church St. and Esplanade Toronto

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine:		
1 x 4/7 Good Strips	$135 00	$138 00
1¼ & 1½ x 4/7 Good Strips	135 00	138 00
1 x 8 and up Good Sides	150 00	160 00
2 x 4/7 Good Strips	160 00	170 00
1¼ and 1½ x 8 and wider Good Sides	175 00	176 00
2 x 8 and wider Good Sides	175 00	180 00
1 x 4 and 5 Mill Run	58 00	60 00
2 x 6 Mill Run	62 00	64 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	72 00	74 00
1 x 7, 9 and 11 Mill Run	70 00	72 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	45 00	47 00
1 x 10 x 12 6/16 No. 2 Mill Culls	50 00	52 00
1 x 4 and up 6/10 No. 3 Mill Culls	32 00	36 00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	62 00	64 00
2 x 8 Mill Run	64 00	66 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK (M R)

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	50 00	52 00
1 x 8 in. x 9 to 16 ft.	52 00	54 00
1 x 10 and 12 in. x 9 to 16 ft.	54 00	56 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	54 00	56 00
2 x 4 to 12 in., 18 ft.	58 00	60 00
2 x 4 to 12 in., 20 ft.	60 00	62 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	
(Depending upon widths)	
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1 x 5 & 6 Fir Casing	
1 x 8 & 10 Fir Base	
1¼ & 1½ 8, 10 & 12" E. G. Stepping	
1¼ & 1½, 8, 10 & 12" F. G. Stepping	
1 x 4 to 12 Clear Fir, D4S.	
1¼ & 1½ x 4 to 12, Clear Fir, D4S	
XX Shingles 6 butts 1 to 2". per M.	
XXX Shingles, 6 butts to 2 in., per M.	
XXXXX Shingles, 5 butts to 2 in., per M.	

All prices are undergoing a revision owing to increase in freight rates and final adjustments have not yet been made by the mills.

LATH

	F.O.B. Mill
No. 1 White Pine, 4 ft.	16 00
No. 2 White Pine, 4 ft.	15 00
No. 3 White Pine, 4 ft.	14 00
Mill run White Pine, 32 in.	8 00
Merchantable spruce lath, 4 ft.	9 00-12 00

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$160.00	$100.00	$ 65.00
1¼"	160.00	110.00	70.00
1½"	160.00	110.00	70.00
2"	180.00	140.00	75.00
2¼" and 3"	200.00	170.00	95.00
4"	240.00	195.00	120.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	195.00	140.00	105.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	135.00	$115.00	$ 75.00
5/4 and 6/4	145.00	125.00	85.00
8/4	150.00	125.00	100.00
10/4 and 12/4	190.00	160.00	120.00
16/4	205.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$130.00	$100.00	$ 65.00	$ 50.00
5/4 & 6/4	135.00	105.00	70.00	55.00
8/4	140.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$150.00	$115.00	$ 65.00
1¼"	155.00	120.00	70.00
2"	160.00	120.00	70.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain 1s & 2s	Plain No. 1 Com.	Quartered 1s & 2s	Quartered No. 1 Com.
1"	$135.00	$ 95.00	$205.00	$180.00
1¼"	175.00	120.00	215.00	180.00
1½"	175.00	120.00	215.00	180.00
2"	190.00	135.00	210.00	190.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$ 75.00	$ 60.00
1¼" and 1½"	90.00	75.00
2"	95.00	80.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$174.00	$119.00	$ 64.00
1¼"	184.00	129.00	74.00
1½"	194.00	139.00	74.00
2"	209.00	154.00	89.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$ 95.00	$ 70.00	$ 45.00	$ 25.00
5/4 & 6/4		130.00	120.00	90.00
8/4		140.00	130.00	100.00
12/4		150.00	140.00	110.00
16/4		180.00	170.00	130.00

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$165.00	$100.00
5/4 & 6/4	175.00	120.00
8/4	185.00	130.00
10/4	200.00	140.00
12/4	200.00	140.00
16/4	210.00	150.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$250.00	$145.00
5/4 and 6/4	275.00	165.00
8/4	275.00	180.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$213.00	$163.00
5/4 and 6/4	225.00	175.00
8/4	233.00	183.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:		
1-in. x 7-in. and up		$150 00
1¼-in. and 1½-in., 8-in. & up		190 00
2-in. x 7-in. and up		200 00
No. 2 cuts 2 x 8-in. and up.		95 00
Pine good strips:		
1-in.		125 00
1¼-in. and 1½-in.		145.00
2-in.		180 00
Pine good shorts:		
1-in. x 7-in. and up		135 00
1-in. x 4-in. to 6-in.		110 00
1¼-in. and 1½-in.		135 00
2-in.		140 00
7-in. to 9-in. A sidings		80 00
Pine, No. 1 dressing sidings		95 00
Pine, No. 1 dressing strips		90 00
Pine, No. 1 dressing shorts		75 00
Pine, 1-in. x 4-in. s.c. strips		72 00
Pine, 1-in. x 5-in. s.c. strips		73 00
Pine, 1-in. x 6-in. s.c. strips		74 00
Pine, 1-in. x 7-in. s.c. strips		74 00
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00	76 00
Pine, 1-in. x 10-in. M.R.		78 00
Pine, s.c. sidings, 1½ and 2-in.		75 00
Pine, s.c. strips, 1-in.		65 00
1¼, 1½ and 2-in.		70 00
Pine, s.c. shorts, 1 x 4 to 6 in.		60 00
Pine, s.c. and bet., shorts, 1 x 5		62 00
Pine, s.c. and bet., shorts, 1 x 6		65 00
Pine, s.c. shorts, 6'-11', 1"x10"		68 00
Pine box boards:		
1"x4" and up, 6'-11'		52 00
1"x3", 12'-16'		60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up		55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.		45 00
O. culls r & w p	38 00	40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00	52 00
1"x4" and up, 12'-16'	50 00	52 00
1"x9"-10" and up, 12'-16'	54 00	56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00	56 00
1¼ x 10 and up, 12'-16'	54 00	60 00
1½" & 2" x 12" and up, 12'-16'	54 00	60 00
Spruce, 1-in. clear (fine dressing and B)	60 00	63 00
Hemlock, 1-in. cull	35 00	37 00
Hemlock, 1-in. log run	45 00	47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00	58 00
Tamarac	34 00	36 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00
Lath per M:		
No. 1 white pine, 1½-in. x 4 ft.		Open
No. 2 white pine		Open
Mill run white pine		17 00
Spruce, mill run 1½-in.		11 00
Red pine, mill run		14 00
Hemlock, mill run	12 00	13 00
White Cedar Shingles;		
XXXX, 18-in.		12 00
Clear butt, 18-in.		10 00
18-in. xx		7 00
Spruce logs (pulp)	20 00	28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS

(At Mill)

3 in. unsorted Quebec, 4 in. to 6 in. wide	Per M. Ft. $42 00 $44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00 46 00
3 in. unsorted Quebec, 9 in. wide	50 00 54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.
According to average and quality 55 ft. cube	1 00 1 20

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00 1 20
According to average and quality, 30 to 35 feet	90 1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	50 00 60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	120 00
1¼ and 1½ in. and up wide	135 00
2 in. and up wide	140 00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	125 00
8/4 x 8 and up No. 1 and better	125 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100.00
2 in., 8 in. and up wide	105.00
2½ in. and 3 in., 8 in. and up wide	130 00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$80 00	90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00	95 00
2½ to 3 in., 10/16 ft.	90 00	100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00	82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00	85 00
2½, 1½ and 3 in.	85 00	95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00	74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00	75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00	62 00

MILL CULLS

Mill Run Culls 1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$44	$43	$43	$44
2 x 6	45	43	43	44
2 x 8	46	44	44	45
2 x 10	47	45	45	46
2 x 12	48	46	46	47

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 78)

The Algoma Range

A Steel Range for Camp use. Built especially for this purpose. It possesses features that are attractive in usefulness but not in beauty. A blunt, hardy Range with a wonderful record for Service.

The Algoma is built in three sizes—each one has the three necessities,—

(1) An Oven of ample capacity;
(2) A cooking surface, open and capacious;
(3) A Firebox, big yet economical.

The Body and Oven are made of Steel that will last. Each piece of steel is solidly rivetted to the other. Great care is exercised to ensure the complete rigidity of the entire construction.

The cooking surface is cast-iron, solid and thick; therefore the heat barely affects it. There are a variety of sections.

The Firebox is lined with weighty pieces of cast-iron. Strenuous usage may wear these linings away—when this happens, replacement is easy and the Firebox is made as good as new.

The Gates are the duplex pattern—two bars, each heavy and perfectly made. Simply operated with one shaker bar.

The Camp Comfort

A heater that radiates direct heat from the body when burning wod. Simple, effective and efficient. The body is filled with wood and paper the light applied and the heater is operating.

The Lumberman's comfort in cold days and nights. Heat radiates in all directions from the round steel body. In the coolest weather the atmosphere around the Heater is comfortably warm.

The "Camp Comfort" is built of well tested materials that can withstand rough usage. The two ends are heavy cast-iron and the door is so large that huge chunks of wood can be fed to the Heater with ease.

The body sits on four cast-iron legs which fit into rigid cleats. Side or top shelves are supplied and are very convenient for temporary use in keeping foodstuffs and liquids at a high temperature.

The "Camp Comfort" is a Camp Heater. It is simply made. It produces the required results—See it.

McCLARY'S ability to make "Good Stoves and Cooking Utensils" is recognized by all users. Seventy-three years solid experience in the manufacture of Stoves gives us the machinery and skilled man power to produce highly specialized articles. These two Stoves are good samples of our best Foundry productions.

The "Algoma" Range *The "Camp Comfort"*

McClary's

Factories at London, Montreal and Brantford
Distributing Warehouses at London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B. Hamilton, Saskatoon, Calgary, Edmonton

CURRENT LUMBER PRICES—Continued

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E..	$43 00
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E ..	44 00
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E ...	42 00
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E ...	45 00
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E ...	47 00
2 x 10, 8 ft. to 16 ft., S1S1E	45 00
2 x 10, ft., S1S1E	45 00
2 x 10, 18/22, S1S1E	46 00
2 x 10, 24/32, S1S1E	48 00
2 x 12, 8 ft. to 16 ft., S1S1E	44 50
2 x 12; 10, 18, 20	46 50
2 x 12; 24, 26, 28, 30, 32	48 50

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	42 00
2 x 4 in., 8, 12 and 14 ft.	43 00
2 x 4 in., 16 ft.	44 00
2 x 4 in. 18 and 20 ft.	45 00
2 x 4 in., 22 to 32 ft.	47 00
2 x 10 in., 8, 12, and 14 ft.	44 25
2 x 10 in., 16 ft.	45 25
2 x 10 in., 18 and 20 ft.	46 25
2 x 10 in., 22 to 32 ft.	48 25
2 x 12 in., 8 to 14 ft.	45 75
2 x 12 in., 16 ft.	46 75
2 x 12 in., 18 and 20 ft.	47 75
2 x 12 in., 22 to 32 ft.	49 75
3 x 3 and 3 x 4 in., 8 to 14 ft.	47 25
3 x 3 and 3 x 4 in., 16 ft.	48 25
3 x 3 and 3 x 4, 18 and 20 ft.	49 25
3 x 3 and 3 x 4, 22 to 32 ft.	51 25
6 x 6, 6 x 8, 8 x 8, 6 to 16 ft.	49 50
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	50 00
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft. ..	51 00
Shingles, XXX B. C. Cedar, straight cars on 60c rate	Open

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	250 00
Uppers, 5/4 to 8/4	250 00
Uppers, 10/4 to 12/4	275 00
Selects, 4/4	225 00
Selects, 5/4 to 8/4	225 00
Selects, 10/4 to 12/4	225 00
Fine Common 4/4	175 00
Fine Common 5/4	185 00
Fine Common 6/4	185 00
Fine Common 8/4	185 00
No. 1 Cuts 4/4	135 00
No. 2 Cuts 5/4	145 00
No. 1 Cuts 6/4	145 00
No. 1 Cuts 8/4	150 00
No. 2 Cuts 4/4	95 00
No. 2 Cuts 5/4	115 00
No. 2 Cuts 6/4	120 00
No. 2 Cuts 8/4	125 00
No. 3 Cuts 5/4	85 00
No. 3 Cuts 6/4	85 00
No. 3 Cuts 8/4	85 00
Dressing 5/4	110 00
Dressing 5/4 x 10	110 00
Dressing 5/4 x 12	115 00
No. 1 Moulding 5/4	160 00
No. 1 Moulding 6/4	160 00
No. 1 Moulding 8/4	160 00
No. 2 Moulding 5/4	140 00
No. 2 Moulding 6/4	140 00
No. 2 Moulding 8/4	140 00
No. 1 Barn 1 x 12	95 00
No. 1 Barn 1 x 6 and 8	88 00
No. 1 Barn 1 x 10	90 00
No. 2 Barn 1 x 6 and 8	81 00
No. 2 Barn 1 x 10	84 00
No. 3 Barn 1 x 6 and 8	69 00
No. 3 Barn 1 x 10	72 00
Box 1 x 6 and up	63 00
Box 1 x 10	65 00
Box 1 x 12	66 00
Box 1 x 13 and up	67 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com
4/4	107-112	84- 89	66-68
5/4 to 8/	123-125	91- 93	68-73
10/4 to 16/4	133-135	103-105	75-77

RED BIRCH

4/4	139-141	103-105	69-71
5/4 to 8/4	142-150	112-114	78-80

SAP BIRCH

4/4	130-135	98-102	68-66
5/4 and up	135-140	101-103	68.75

SOFT ELM

4/4	119-123	89-91	46-50
5, 6 & 8/4	127-132	97-99	54-56

BASSWOOD

4/4	119-124	99-101	46-48
Thicker	123-131	102-109	54-57

PLAIN OAK

4/4	140-145	105-110	55-57
5/4 to 8/4	150-155	120-125	63-67

ASH, WHITE AND BROWN

4/4	132-136	102-106	53-55
5/4 to 8/4	148-153	110-112	59-72
10/4 and up	167-172	125-128	62-65

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

White pine uppers, 1 in.	216 00
White pine uppers, 1¼, 2 in.	220 00
White pine uppers, 2½, 3 in.	246 00
White pine uppers, 4 in.	256 00
Selects, 1 in.	196 00
Selects, 1¼, 2 in.	200 00
Selects, 2½, 3 in.	235 00
Selects, 4 in.	245 00
Fine common, 1 in., 30 per cent. 12 in. and up	175 00
Fine Common, 1 x 8 and up	172 00
Fine common, 1¼ to 2 in. ...175 00-180 00	
Fine common, 2½ and 3 in.	225 00
Fine common, 4 in.	235 00
1 in. shaky clear	95 00
1¼ in. to 2 in. shaky clear	100 00
1 in. No. 2 dressing	95 00
1¼ in. to 2 in. No. 2 dressing	95 00
No. 1 Cuts, 1 in.	105 00
No. 1 Cuts 1¼ to 2 in....	110 00
No. 1 Cuts, 2½ and 3 in.	130 00
No. 2 Cuts, 1 in.	75 00
No. 2 Cuts, 1¼ to 2 in. .. .. .80 00-85 00	

Barn Boards, No. 1, 1 x 12	100 00
No. 1, 1 x 10	90 00
No. 1, 1 x 8	88 00
No. 2, 1 x 12	85 00
No. 2, 1 x 8	81 50
No. 2, 1 x 10	83 00
No. 3, 1 x 12	79 00
No. 3, 1 x 10	67 50
No. 3, 1 x 8	66 00
No. 1 Clear	
Can. spruce, No. 1 and clear, 1 x 4 to 9 in.	110 00
1 x 10 in.	110 00
No. 1, 1 x 4 to 7 in.	95 00
No. 1, 1 x 8 and 9 in.	98 00
No. 1 1 x 10 in.	98 00
No. 2, 1 x 4 & 5 in.	58 00
No. 2, 1 x 6 & 7 in.	62 00
No. 2, 1 x 8 & 9 in.	64 00
No. 2, 1 x 10 in.	69 00
No. 2 1 x 12 in.	71 00
Spruce, 12 in. difension	66 00
Spruce, 10 in. dimension	64 00
Spruce, 9 in. dimension	63 00
Spruce, 8 in. dimension	62 00
2 x 10 in. random lengths, 8 ft. and up	57 00
2 x 12 in., random lengths	58 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7	49 99
3 x 4 and 4 x 4 in.	51 00
2 x 8 in.	55 00
All other random lengths, 7-in. and under, 8 ft. and up 51 00	53 00
5-inch and up merchantable boards, 8 ft. and up, p 1s	51 00
1 x 2	50 00
1 x 3	48 00
1¼ in. spruce lath	10 00
1½ in. spruce lath	9 50

New Brunswick Cedar Shingles

Extras	7 50
Clears	7 00
Second Clear	5 50
Clear Whites	5 00
Extra 1s (Clear whites in)	4 50
Extra 1s (Clear whites out) 3 50	4 00
Red Cedar Extras, 16-in. 5 butts to 2-in.	7 00
Red Cedar Eurekas, 18-inch, 5-butts to 2-in.	10 00
Red Cedar Perfections, 5 butts to 2¼	11 00
Washington 16-in. 5 butts to 2 in. extra red cedar	6 50

St. Francis Basin Hardwoods
Tennessee Aromatic Red Cedar

For October Shipment "Dry Stock"
Viz

100,000'—4/4"—No. 1 Common & Selects—	Sap Gum		75,000—4/4—No. 1 Common & Selects		Oak—Pl.
50,000—4/4—No. 2 Common	Sap Gum		50,000—4/4—No. 2 Common		Oak—Pl.
50,000—6/4—No. 2 Common	Sap Gum		50,000—4/4—Sound Wormy		Oak
50,000—4/4—No. 1 Common & Selects—	Red Gum—Pl.		30,000—4/4—2" to 5½"—Quartered W.		Oak Strips
75,000—4/4—No. 2 Common	Red Gum—Pl.		50,000—5/4—No. 1 Common & Better		Ash
35,000—5/4—No. 1 Common & Selects—	Red Gum—Pl.		50,000—8/4—No. 1 Common & Better		Ash
25,000—6/4—No. 1 Common & Selects—	Red Gum—Pl.		30,000—10/4—No. 1 Common & Better		Ash
50,000—6/4—No. 2 Common	Red Gum—Pl.				

We also have a good supply of other items in Hardwood.
Write us for information and prices delivered your plant.
Note: CEDAR, car load and less. Also mixed with Hardwoods.

GEORGE C. BROWN & COMPANY

GENERAL OFFICE - MEMPHIS, TENN.

Band Mills:—PROCTOR, ARK. — LAKE VILLAGE, ARK.

BEAVER QUALITY

To Beaver Board Dealers

You already know Beaver Board. You know its pronounced success in its particular field. You know its reputation for quality. Now Beaver Board is expanding into allied lines—enlarging its field for better service.

Vulcanite Roofings have been selected as a "Beaver Quality" product because of their merit. On proven goodness and quality of product, sales have increased again and again until Vulcanite's manufacturing facilities are now larger than any single roofing manufacturer.

Now Vulcanite is to be manufactured in Canada. Vulcanite goodness will be identified by the well known Beaver Quality trade-mark. Distinctive and patented roofing features, heretofore never offered to the Canadian trade, will be available through Vulcanite's exclusive patents.

Write for further details of this new "Beaver Quality" product today

THE BEAVER COMPANY, LIMITED

Administration Offices
Thorold, Ontario

Roofing Mills
Ottawa, Ontario

VULCANITE ROOFING

BEAVER QUALITY FOR BETTER ROOFS

If You Want Service

Try Us For

TENTS—TARPAULINS—STRAW TICKS
GREY BLANKETS — FEED BAGS
RUBBER COATS—OIL CLOTH-
ING — FLAGS

WRITE FOR CATALOGUE

J. J. Turner & Sons, Ltd.

PETERBOROUGH, ONT.

HORSES

for Lumber Camps

We always have a selection of young horses, weighing from 1,300 to 1,800 lbs.—a selection that will enable you to buy exactly what you want.

For fifty-five years the firm of J. W. Jacobs, Limited, has been in business—giving satisfaction to its customers and building up its reputation for honest dealing and fair prices. Our experience is valuable to you; our reputation is your guarantee.

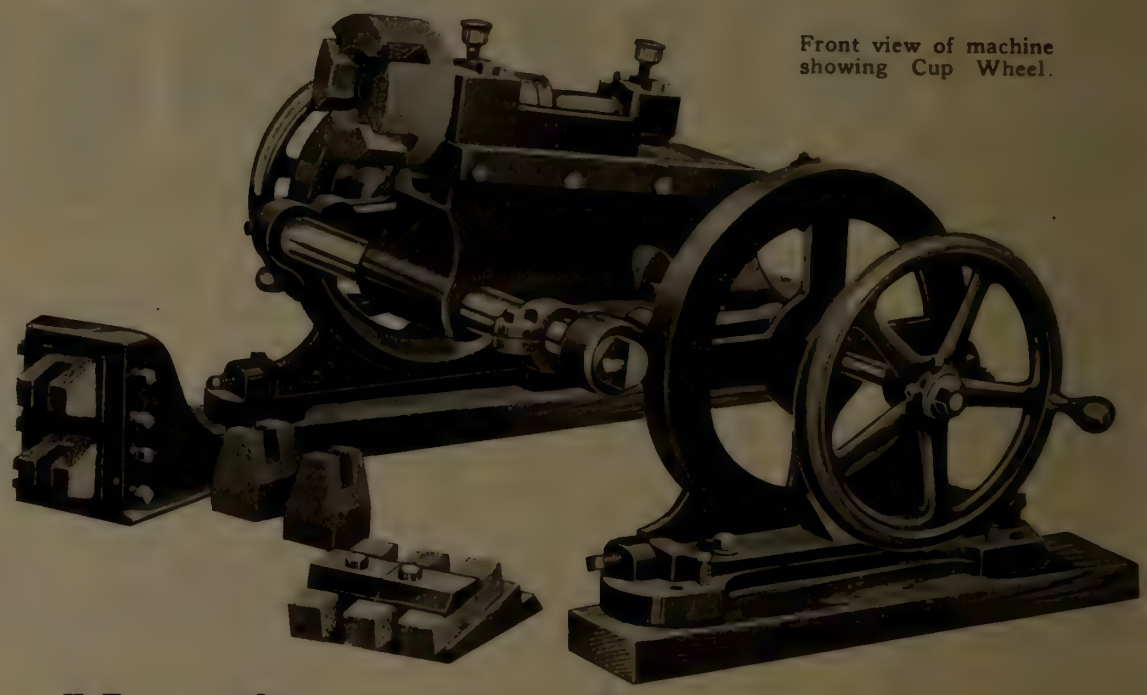
J. W. JACOBS, LIMITED

29 Hermine Street, *Telephone Main 1630* **Montreal**

21 GeBott Band Wheel Grinders Sold during the first six weeks of 1920

From Trinity, Texas to St. John, New Brunswick—over from far off Australia came orders. Especially pleasing perhaps was one from the Frost-Johnson Lumber Co., of Nacogdoches, Texas, which marked their third machine from us in the past two years.

This we consider an excellent testimony to the merits of GeBott Products. May we send you catalogues and full particulars.



Front view of machine showing Cup Wheel.

GeBott Manufacturing Company

Big Rapids, - Michigan

PHONE MAIN 2007 P. O. BOX 1137

St. John Welders and Engineers, Ltd.

Electric and Acetylene Welding

MACHINISTS and ENGINEERS

BOILERS, DONKEY FRAMES, and all HEAVY MACHINERY, CASTINGS, Etc., treated by our special process.

30-36 Britain Street, St. John, N.B.

Proctor Veneer Dryer

Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without check or splits. Send for catalog and list of users

PROCTOR AND SCHWARTZ, INC.,
FORMERLY PHILA. TEXTILE MACH. CO.
PHILADELPHIA, PA.

"Proctor" DRYERS

LIONROYAL
AND
SOVEREIGN GENUINE

Two grades of Babbitts for every lumber and woodworking need—***Sovereign Genuine*** for important bearings—***Lionroyal*** for general use.

LONGER SERVICE PER BEARING
means lower cost per year

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

CAMP RANGES AND HEATERS

That Stand the Test of Service

COAL OR WOOD—In Two Sizes

Ovens, Widths	Depth	Height	Fire Boxes, Wood
24-in.	26-in.	16-in.	28-in
30-in.	26-in.	16-in.	28-in.

CAMP HEATER

No.	Length of wood	Diameter of Steel Body	Weight
30	30	18	100
38	38	23	150
44	44	23	160
50	50	23	175

Ask Your Dealer or Write Direct to

ADAM HALL, LIMITED, Peterborough, Ontario

To Wholesalers

WE ARE IN THE BUSH; THEREFORE

We can purchase any of the following stocks for you, on a commission basis, from Mills whom we deal with daily. BIRCH, MAPLE, SPRUCE, for this summer's delivery.

Also: PILINGS, RAILWAY TIES, and HEWN BIRCH TIMBERS.

OUR SPECIALTY
We Manufacture SPRUCE LATH AND BOX SHOOKS.

Prompt attention given to your requirements. Let us show you.

D. Blais & Co., Ltd.
Notre Dame Des Anges, Que.

WIRE ROPE

For LUMBERMEN, ENGINEERS and CONTRACTORS

"We have the Right Rope for every purpose"

We solicit your enquiries. Write for our catalogue.

Canada Wire & Iron Goods Co., Hamilton

FIRE BRICK

We make several brands of fire brick made by every known process of manufacture from a selection of various high grade Pennsylvania clays. This enables us to furnish the best adapted fire brick for your boilers, dutch ovens, refuse burners, kilns, etc.

We specialize in fire brick for power plants and if you will advise us whether your boilers are hand fired or stoker fired and kind of fuel used we can then give you the proper brick for your work.

We carry a large stock of our different brands in various sizes and shapes in our Hamilton warehouse, which enables us to ship at once.

We manufacture the following well-known brands:

"Elkco Special," "Elk Steel," "St. Marys," "Keystone" and "Rotex"

Write for copy of our catalogue, "Refractory Efficiency Engineering."

Elk Fire Brick Co. of Canada, Ltd.
HIGH GRADE FIRE BRICK and CLAY
Sun Life Bldg., Hamilton, Canada

Representatives for Maritime Provinces:
RHODES, CURRY COMPANY, LTD., Head Office, AMHERST, N. S.
Branches at Halifax, Sydney and New Glasgow, N.S.

Important!

These Boilers Ready—

Quality and Workmanship considered these offerings constitute a rarely presented opportunity

Ready for shipment, subject to prior sale, in 125 to 150 lbs. pressure.

72″ x 18′	72″ x 16′
66″ x 16′	66″ x 14′

Write or wire us for quotations.

35 years of leadership in high grade Boiler making gives you surety of satisfaction when dealing with us.

ENGINEERING & MACHINE WORKS OF CANADA, LIMITED

EASTERN SALES OFFICES:
HALL MACHINERY CO., SHERBROOKE., QUE. and BIRKS BLDG., MONTREAL

ST. CATHARINES, ONT.

THE ROOFING OF TO-DAY

In fact, they have already arrived:

In 1918 we doubled our output of Asphalt Slates over 1917, and 1919 was double that of 1918.

There is going to be a big and growing business in Asphalt Slates done by lumber yards. We have a number of lumber dealers now who are handling our line and finding it a brisk seller and a good profit earner.

Brantford Asphalt Slates

You will find it quite easy to sell this fire-resistant, economical, durable roofing material at the same time you are selling the lumber for the house, barn or other buildings. Brantford Asphalt Slates are permitted to be used in the congested districts of cities where the most rigid fire protection by-laws are in force. This is an advantage that adds greatly to their saleability.

In addition to this, Brantford Asphalt Slates add beauty to a building. They are in soft, harmonious red and green shades—and the crushed slate surface gives a roof a distinct and artistic individuality.

Brantford Asphalt Slates are easily handled and quickly laid. They are in Individual size shingles.

Brantford Asphalt Slab Slates are four shingles in one. They are particularly suitable for large roofs, because they save time and labor in laying and require fewer nails. When laid the roof has the same appearance as when covered with the individual asphalt slates.

Brantford Crystal Roofing is the same material in Rolls. It is a big seller for barn roofs.

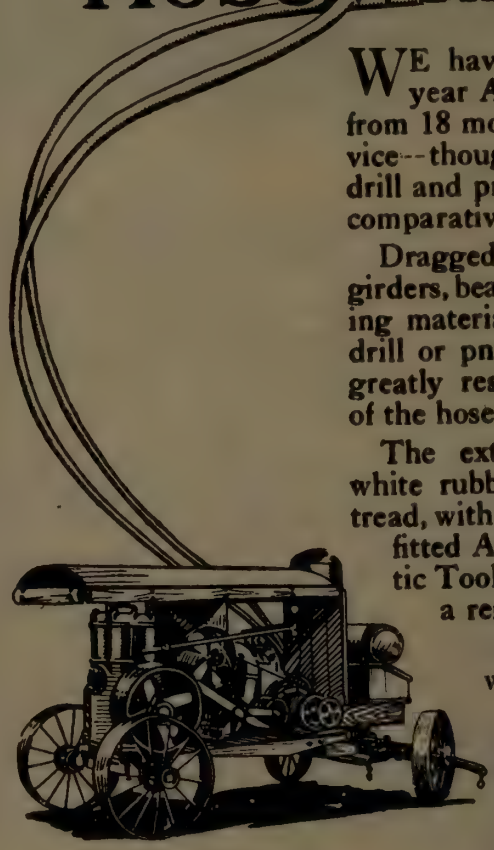
We suggest that you put in a small stock to try out the line. Lumber dealers who have done so have found that Asphalt Slates do not conflict with their regular business. Instead they have found that being able to supply the Asphalt Slates gets them extra business.

We would like to send you samples prices and information.

Brantford Roofing Co.,Limited

Head Office and Factory: Brantford, Ont.
Branches at Toronto, Montreal, Halifax and Winnipeg

Hose Which Resists Wear



WE have records of Goodyear Air Drill Hose giving from 18 months' to 2 years' service--though the life of most air drill and pneumatic tool hose is comparatively short.

Dragged over rocks and steel girders, beaten by ore and building materials, the cover on air drill or pneumatic tool hose is greatly responsible for the life of the hose.

The extra heavy cover of white rubber, tough as a tire tread, with which Goodyear has fitted Air Drill and Pneumatic Tool Hose resists wear to a remarkable degree.

Inside this hard-wearing cover is a special, oil-resisting inner tube, and a fabric of such strength that Goodyear Hose is very much lighter than ordinary hose of the same strength.

In the same painstaking way, Goodyear has solved each individual hose problem—whether for steam, water, air, acids, or other substances. The creation of hose which would successfully withstand the strain of *present* industrial conditions was the task Goodyear scientists faced and solved. The hose problems in your plant can be greatly reduced with the help of Goodyear data and a Goodyear trained man. This service is without charge. Just phone, wire or write the nearest branch or Goodyear Mechanical Goods Service Station.

The Goodyear Tire & Rubber Co.
of Canada, Limited

Branches—Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver.

GOODYEAR
MADE IN CANADA

INDUSTRIAL HOSE

SAVES TIME—SAVES MEN

Never before has man power been so badly needed—never before has time saving meant as much in the way of labor saving.

Yates Type G-2 Ripping Saw

is one of the best tools made to conserve man power. Its solid construction, excellent design, and freedom from mechanical troubles make it a favorite wherever used. Dozens of them are installed all over the United States and Canada. The increase in sales of this machine is proof of its popularity.

Why don't YOU send for descriptive literature?

"The Invariable Choice of the Man Who Knows"

P. B. Yates Machine Co. Ltd.

HAMILTON, ONT. CANADA
U. S. PLANT. BELOIT, WIS.

ATKINS STERLING QUALITY SAWS

Smithing, Hammering and Blocking Saws

No mill saw could do the work expected of it until it goes through the *Smithing, Hammering and Blocking* processes. Smithing removes the lumps in the plate as seen under a straight edge, Hammering equalizes the strain in the plate, and Blocking provides the tension for the speed the saw is to run. These operations are performed in the Atkins factories under the supervision of experts—men long in the service—men who know; that's why *Atkins Saws* have built a reputation for quality.

Ask for our 264 page book on Saws and Tools

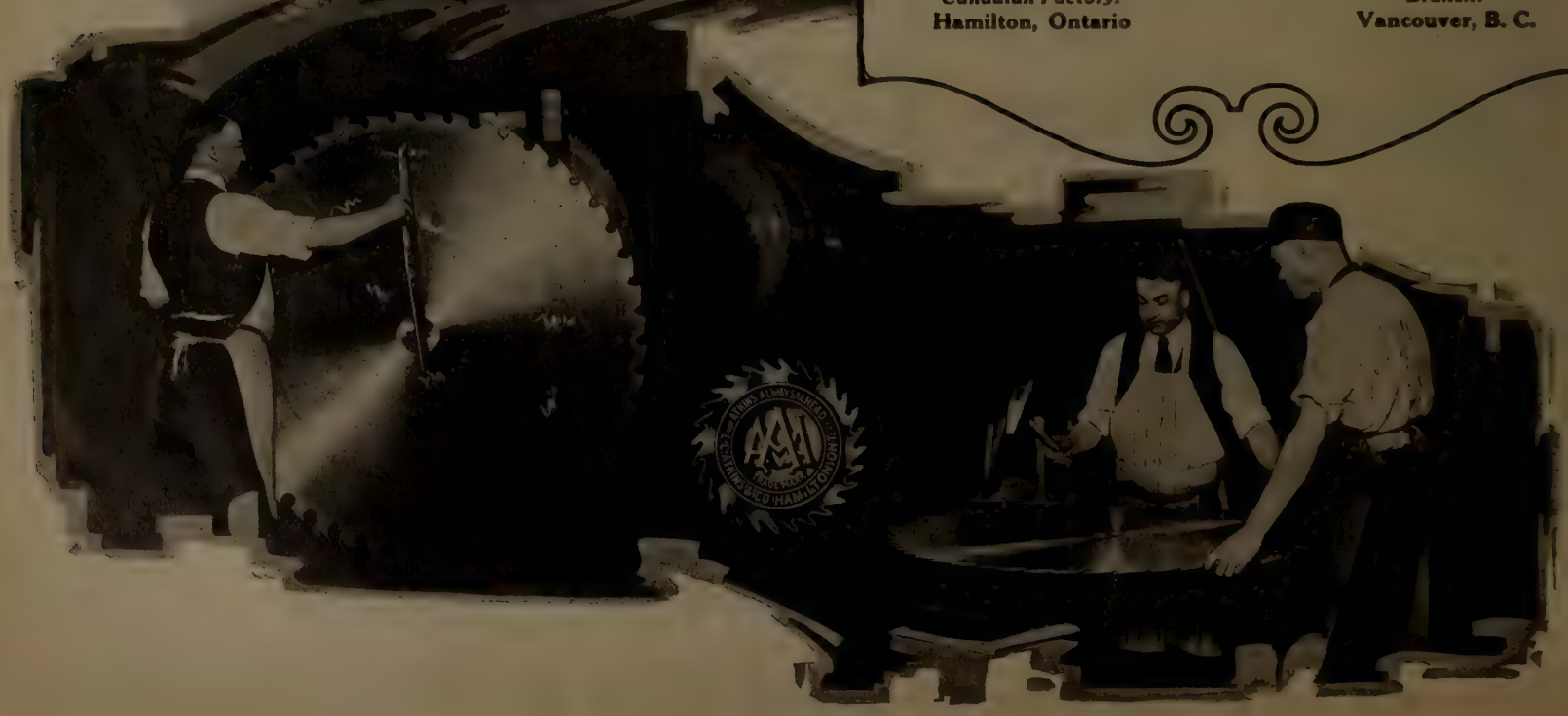
E. C. Atkins & Co.

Established 1857

"The Sterling Quality Saw People"

Canadian Factory: Hamilton, Ontario

Branch: Vancouver, B. C.



Sturtevant
REG US PAT OFF
PUTS AIR TO WORK

EXTRA!!

Fire Destroys Large Planing Mill

A heading like this is not an uncommon sight in the daily press.

The description of the fire, tells that it began by a terrific dust explosion. Then follows the story of the hopeless fight of the crew to overcome the flames, which were fed by the large quantities of shavings that littered the plant.

A disaster such as described cannot occur where

Picture shows Berlin Planer with six cutters in the Canadian Pacific Railway Co.'s Angus shops. Actual working conditions are here shown. Note absence of shavings and refuse.

Sturtevant
(REG. U. S. PAT. OFF.)

Planing-Mill Exhausters

are installed. Will you let this risk of explosion and fi re hang like a menace over your plant?

A Sturtevant Planing Mill System allows no refuse to gather and form a fire risk.

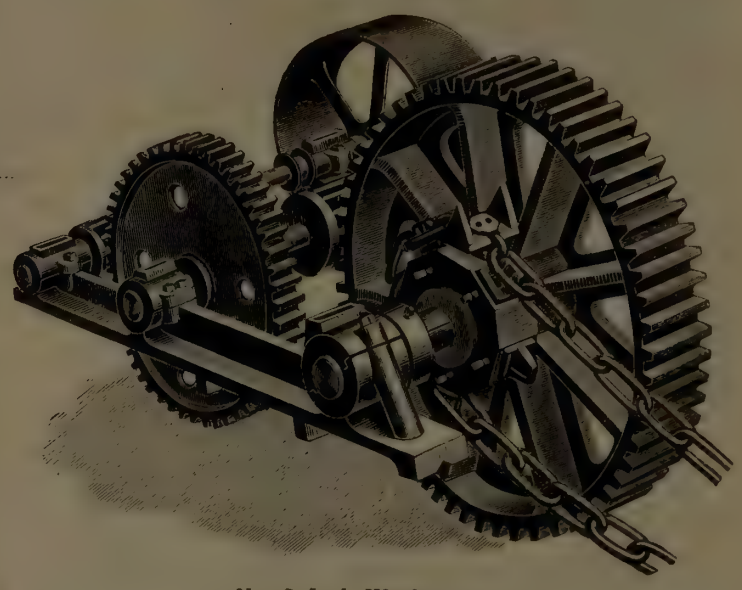
Write to-day fo rour Special Bulletin No. 261 C. which tells of the system in use in Canadian Mills.

B. F. Sturtevant Company of Canada, Limited

Head Office and Works: Galt, Ontario

Sales Offices: - Toronto and Montreal

"HAMILTON" PRODUCTS



No. 2 Jack Works

"Hamilton" Machinery is built in a plant that has been specializing in **High Grade Dependable Saw Mill, Pulp Mill and Hydraulic Equipment** for over sixty years. We guarantee our products in material, design and workmanship to be the equal of any on the market, and to give perfect satisfaction wherever used.

"Quality First" Our Motto

SAW MILL

Boom Chains
Warping Anchors
Capstans for Warping
Log Jacks
Log Deck Equipment
Band Mills
Log Carriages
Set Works (steam & hand)
Edgers
Husk Frames
Live Rolls and Drives
Slashers
Trimmers
Cut-off Saws
Lath Mill Machinery
Shingle Mill Machinery
Filing Room Machinery
Resaws (circular)
Hogs
Drag Saws
Gang Circulars
Twin Circulars
Steam Feeds
Friction Feeds
Transmission Machinery
Haul-up and Transfer Chains

SAW MILL—Cont'd.

Refuse Burners
Conveyors
Engines (slide and piston valve)
Boilers
Feed Water Heaters

PULP MILL

Log Haul-Ups
Pulp Wood Slashers
Pulp Wood Conveyors
Barking Drums
Centrifugal Pulp Screens (horizontal and vertical)
Pulp Grinders
Centrifugal Pumps
Triplex Stuff Pumps
Slusher Tanks
Chippers
Chip Crushers
Chip Screens (rotary and flat)
Digester Fittings
Push Fans
Agitator Drives
Refuse Burners
Transmission machinery

HYDRAULIC POWER PLANT

Water Wheels
Water Wheel Governors
Head Gate Hoists
Stop Log Winches
Trash Racks
Butterfly Valves
Power Transmission
Hand Power Travelling Cranes
Steel Feeder Pipes
Surge Tanks

GENERAL

Gray Iron Castings
Brass Castings
Special Machines built to order
Patterns
Structural Steel Work
Transmission Machinery
Steel Plate Work
Tanks
Standpipes
Smoke Stacks
Boiler Breechings
Steel Pipe
Steel Bins and Hoppers

William Hamilton Co., Limited

Agents: J. L. Neilson & Co., Winnipeg, Man. **Peterboro, Ontario**

Camp Storekeepers—

Let us send you our catalogue, price lists and samples. We are confident that the all round superiority of our line will convince you of the desirability of giving them a place in your stocks.

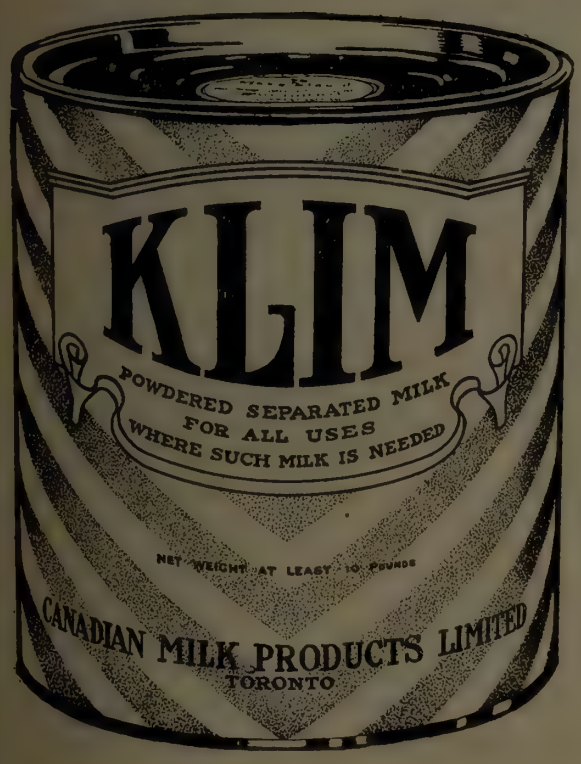
Everything you require for the comfort and health of your men is included,—clothing, footwear, bedding and tents. Write to-day.

"Durabil" Waterproof Mackinaw Coats, Pants and Shirts, Sweaters, Underwear, Mitts, Socks, Moccasins, etc., etc.

Grant-Holden-Graham, Limited

Factory and Warehouse

147 to 151 Albert Street, Ottawa, Canada



KLIM Saves You Money

There is no Waste

Klim is even more economical than its price indicates, for you can use every bit; there is no waste. In powder form it will not sour in Summer nor freeze in Winter. Use it from the tin as you need it. The last spoonful will be as sweet and fresh as the first.

Klim is separated milk in dry white powder form. The purest and safest way to have it. In 10 lb. tins—six to the case—at all wholesale grocers and supply houses.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St., TORONTO, Ont.

MONTREAL WINNIPEG ST. JOHN

Plants at Brownsville, Belmont, Burford, Glanworth, Hickson and Russell, Ont.

British Columbia Distributors: KIRKLAND & ROSE, 132 Water St., Vancouver

Original "Dunbar" Machines

We are the original and the only makers of "Dunbar" Shingle Machines, Lath Machines, Clapboard Machines, Steam and Gasoline Logging Engines. Each is the best for its particular work. Are you using the best?

Lath Machine

From our many years of experience we evolved this "Dunbar" Original Lath Machine. Every improvement that could be suggested, every time-tested idea for the betterment of product and for greater speed, has been incorporated in this machine. We believe it has no equal, and there are a great number of mill men throughout Canada who share this belief with us. Carefully constructed of high grade materials and designed to work steadily under the hardest conditions.

Steam and Gasoline Logging Engines

Conditions in Canada necessitate an engine that will stand any amount of strain and hard work in the lumber industry. With this idea in mind we have brought out the "Dunbar" engines perhaps a little stronger than is really needed. They do their work easily and willingly, and stand a great amount of hard usage. Built entirely in Canada for the Canadian lumber trade.

Clapboard Machine

You will need no excuse for the quality of your product if you use the original "Dunbar" Clapboard Machine. Expert in every detail. This machine will give you the very best service under most trying conditions. It will turn out work without delays. It will need practically no repairs and will increase your output. We cannot recommend it too highly because it is giving this very service to lumbermen in all parts of this country.

Send for catalogues of any or all of these machines.

Dunbar Engine & Foundry Co.

WOODSTOCK, N.B.

ONTARIO

Canada's Banner Province

Ontario's timber production last year valued at $26,774,937 or 40% of Canada's total output.

Pine production,	905,442,000 ft. B.M.
Pulpwood,	246,282 cords.
Railway Ties,	5,704,459.

Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent. of lumber used in Ontario's industries purchased within the Province.

Ontario's vast resources offer unsurpassed opportunities to the lumberman.

For maps and full information regarding Ontario, apply to

HON. BENIAH BOWMAN,

Minister of Lands and Forests

There is Only One

"CATERPILLAR"

THE HOLT

for Lumbering, Roadbuilding, etc.

F. H. Hopkins & Co., Limited

Head Office: Montreal Branch: Toronto

The Moreau Barker

What it does—

How it does it

If we would emphasize two features of the Moreau Barker which have insured it's success, they would be: it's economy—and the smoothness with which it works.

Only ten horse power is required to operate it.

Guaranteed daily capacity of 30 cords.

It handles logs from 3 in. to 50 in. in diameter, while the tension spring which controls the wheels over all irregularities, accounts for the smoothness with which the operation is performed.

You cannot do better than to employ the Moreau Barker. Let us send you full details.

La Compagnie Manufacturiere F. X. Bertrand

ST. HYACINTHE, QUE.

Excelsior Cutting Machinery

Manufactured By

The Elmira Machinery and Transmission Co.

Elmira, Ont.

Write for Circular and Prices

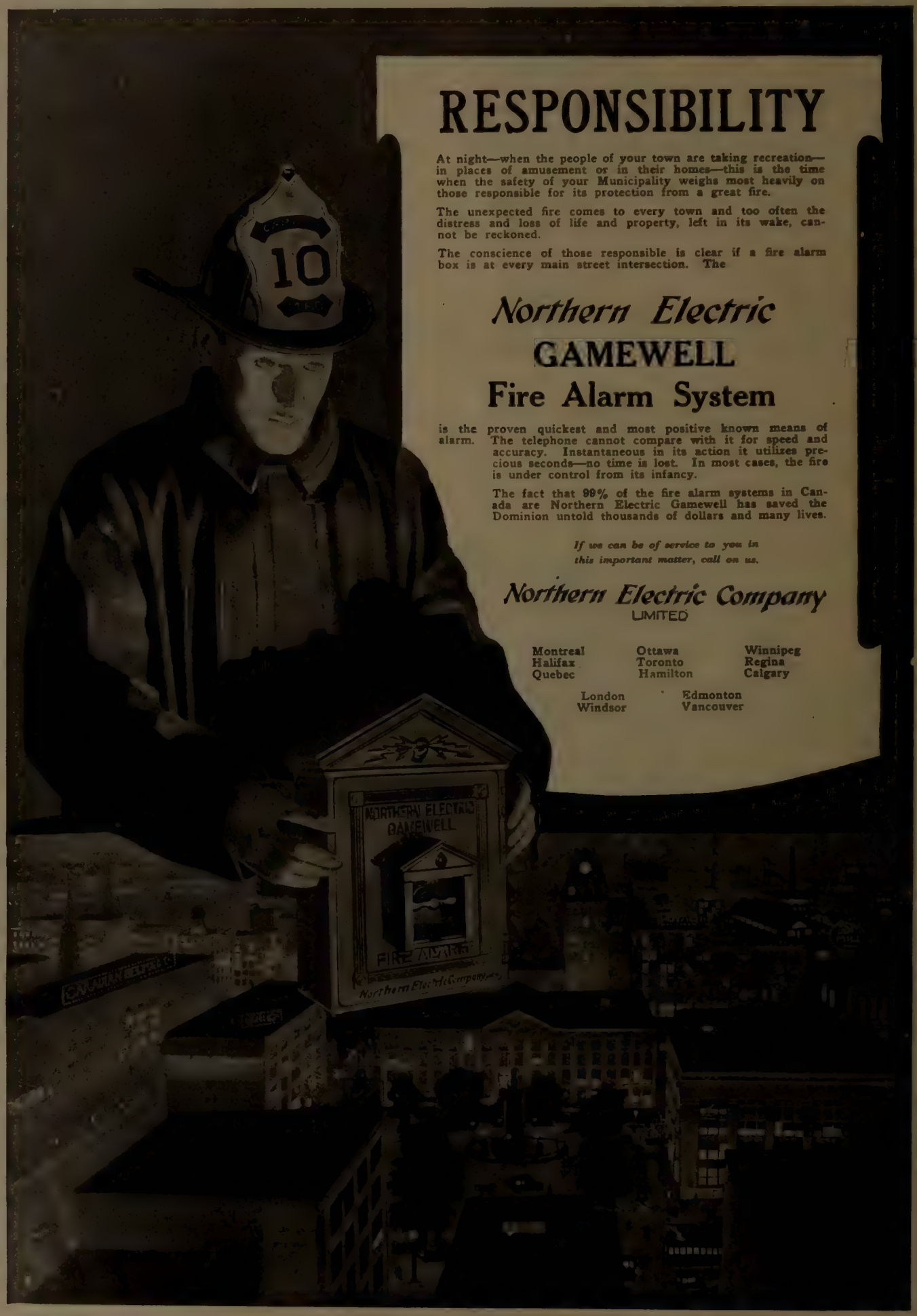
New RAILS Relaying

12 to 80 pounds per yard

LOGGING CARS

Jno. J. Gartshore

58 Front St. West, Toronto



RESPONSIBILITY

At night—when the people of your town are taking recreation—in places of amusement or in their homes—this is the time when the safety of your Municipality weighs most heavily on those responsible for its protection from a great fire.

The unexpected fire comes to every town and too often the distress and loss of life and property, left in its wake, cannot be reckoned.

The conscience of those responsible is clear if a fire alarm box is at every main street intersection. The

Northern Electric
GAMEWELL
Fire Alarm System

is the proven quickest and most positive known means of alarm. The telephone cannot compare with it for speed and accuracy. Instantaneous in its action it utilizes precious seconds—no time is lost. In most cases, the fire is under control from its infancy.

The fact that 99% of the fire alarm systems in Canada are Northern Electric Gamewell has saved the Dominion untold thousands of dollars and many lives.

If we can be of service to you in this important matter, call on us.

Northern Electric Company
LIMITED

Montreal	Ottawa	Winnipeg
Halifax	Toronto	Regina
Quebec	Hamilton	Calgary
London		Edmonton
Windsor		Vancouver

DUPLEX TRUCKS

BUILT FOR BUSINESS

IN a run from Los Angeles to El Centro via San Diego with a 3060 pound load, it made 267 miles in 8 hours 26 minutes—an average speed of 34 miles per hour. It went the full distance without a stop and the speed limit was observed in all towns in transit.

Another Limited running from New Orleans to Baton Rouge, 124.6 miles, carrying 3750 pounds, made the distance in 6 hours, 55 minutes running time.

The Only Motor Truck With All These New Features In It

Read These Features—Think What They Mean—And You Will Agree That Here Is a Truck That Must Be a Wonderfully Good Investment

YOU know what's the need of the hour in trucks. If you have been a truck user for any length of time you have probably had some experiences that have given you an entirely new angle on motor trucks and their value.

You don't need to be told of the shortcomings of the old truck standards, but you probably are tremendously interested in learning about the real features of a truck that you can depend on.

It is on this basis of honest value to you and to every other user that the Duplex Limited is made and sold.

Do you know that the Duplex Limited is probably the fastest and most rugged truck of its size and capacity in America.

Do not make the mistake of thinking that this truck is merely a speed truck. It isn't. It's a strong, rugged truck built to carry 3000 to 5000 pounds and it gets its speed from motor power—not gear ratio.

Built and designed for pneumatic tires—standard tread—it takes roads as they come and averages express train speed. It has probably the most perfect balance ever developed in a truck. Friction is saved everywhere possible by using ball bearings throughout. Scientific tests show that it takes 29 times less power to move a given load when ball bearings are used as against any other type. This wonderful balance and almost frictionless running makes a big saving in gasoline.

You get further saving in gasoline because the truck has complete electric equipment, including starter. That means that the driver will shut off the motor when the truck is idle and he will save you from 2 to 4 gallons a day that way alone.

The patented Duplex Spring Suspension for the radiator allows ¼-inch sideways and 1-inch up and down movement before the radiator touches anything solid.

This eliminates at one stroke the greatest single source of radiator leakage and consequent motor damage from overheating.

Put your hand in the crank case of a Duplex Limited that has run over dusty roads and notice that there is no sand or sediment in the oil. This is due to the fact that there is a special flapper valve arrangement that keeps the sand and dust out of the lubricating system.

See the Duplex dealer near you—he will give you any demonstration you want and let the truck speak for itself. He is a responsible man—he will not exaggerate and he stands ready to back up, as we do, every truck that bears the name "Duplex." Get the facts about the Duplex Limited.

Write us direct for details about the two wonderful runs of the Limited and also for free copy of "DUPLEX DOINGS," the Truck Users' Magazine.

For heavy duty, the Duplex 4-Wheel Drive is everywhere admitted to be in a class by itself. Power in every wheel, 3½ tons capacity—it keeps going as long as the wheels touch ground and for heavy work is without question the most economical truck in America

DUPLEX BUILT FOR BUSINESS

Duplex Truck Company

Lansing · Michigan

One of the Oldest and Most Successful Truck Companies in America

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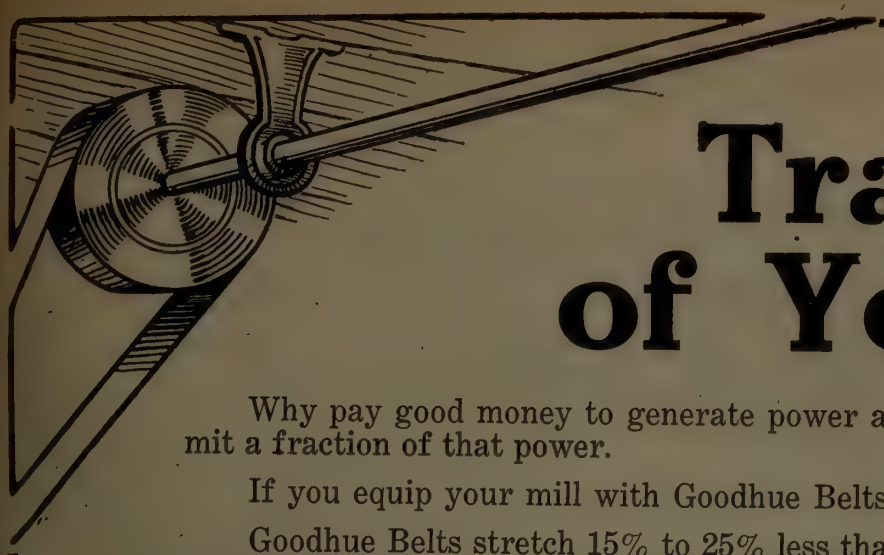

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Illustrating permanent installation of Mathews Lumber Conveyor, between mill and shipping and distributing platform.

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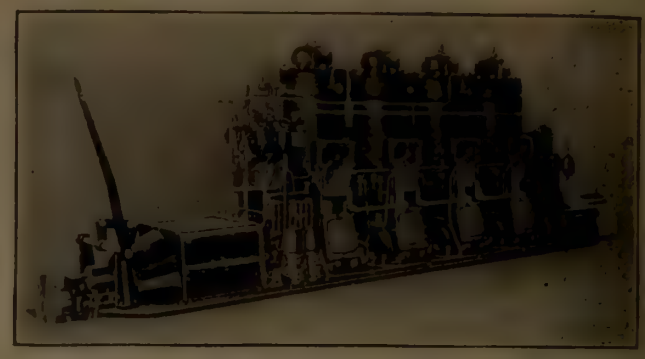

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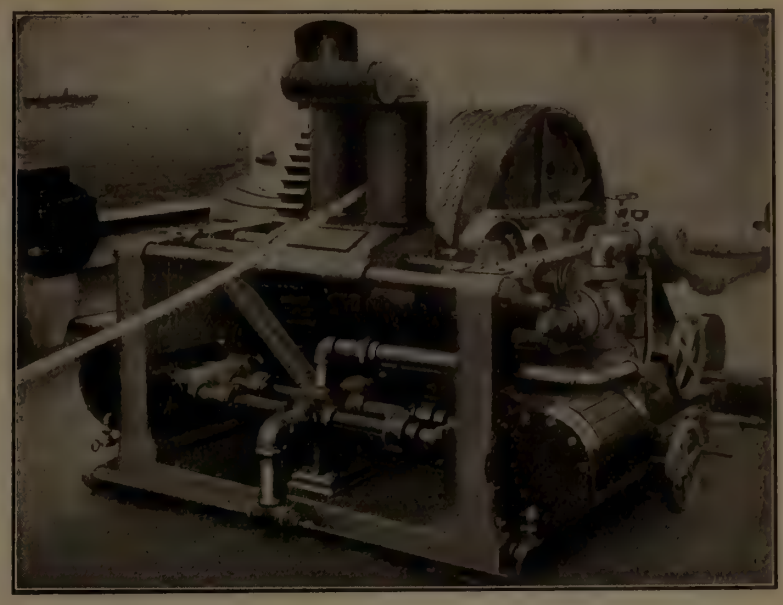

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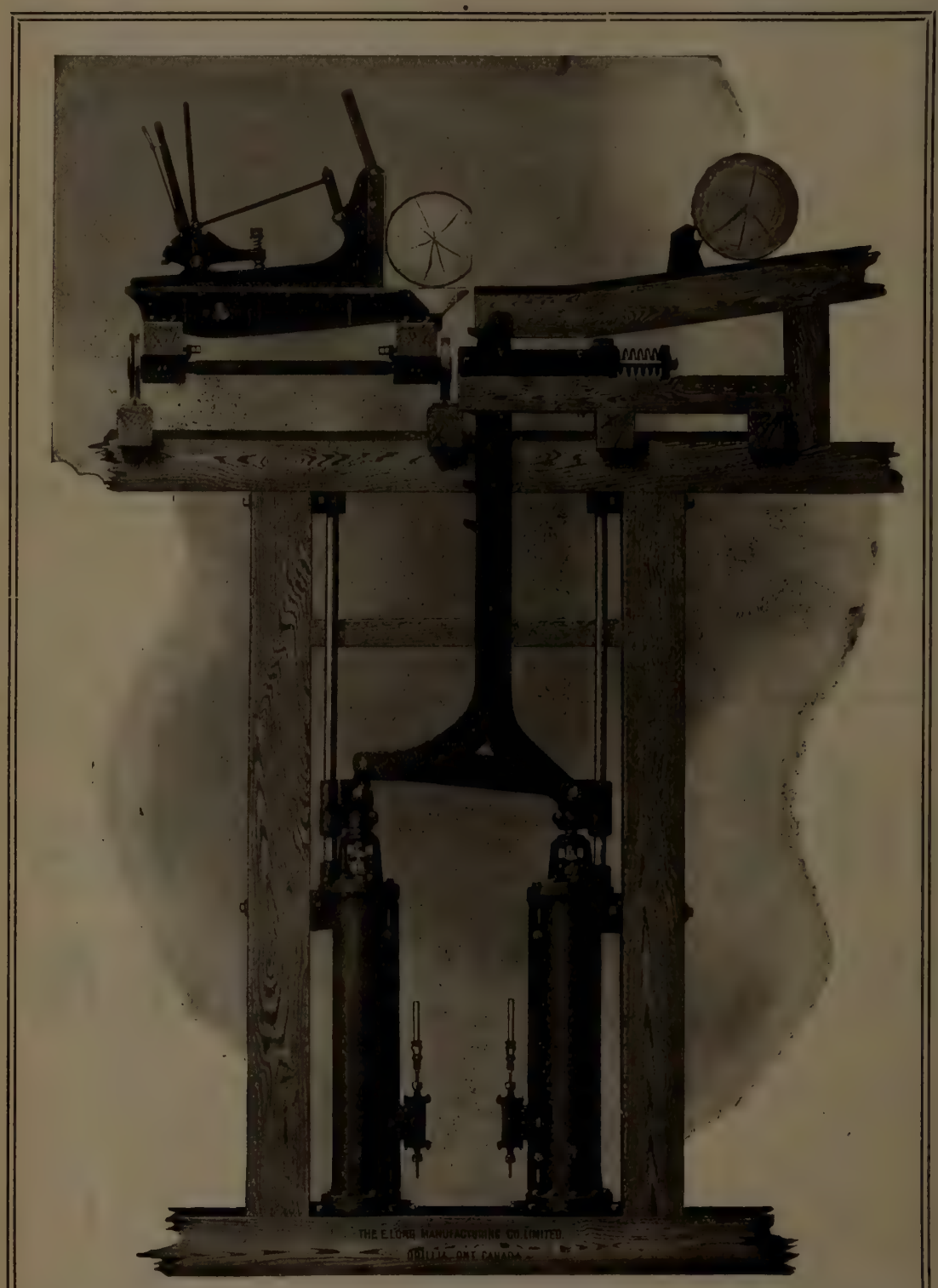

Where logs have formerly been handled by hand or the old fashioned oscillating niggers, this **Stationary Cylinder, Steam Nigger** will effect an enormous saving to the mill man.

It occupies less space, there being no horizontal bar to come in the way of conveyors or feed ropes.

Second: the cylinder being stationary, permits all piping to be rigid, and allows lever connections between valves and lever, to be installed without any lost motion, thus guaranteeing the sawyer perfect control of the entire machine. The working strain instead of coming on the cylinders, heads and trunions, comes on the heavy cross heads and slides, removing all strains from the joints, and for this reason requires a minimum amount of packing.

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Waterous Steel Carriages

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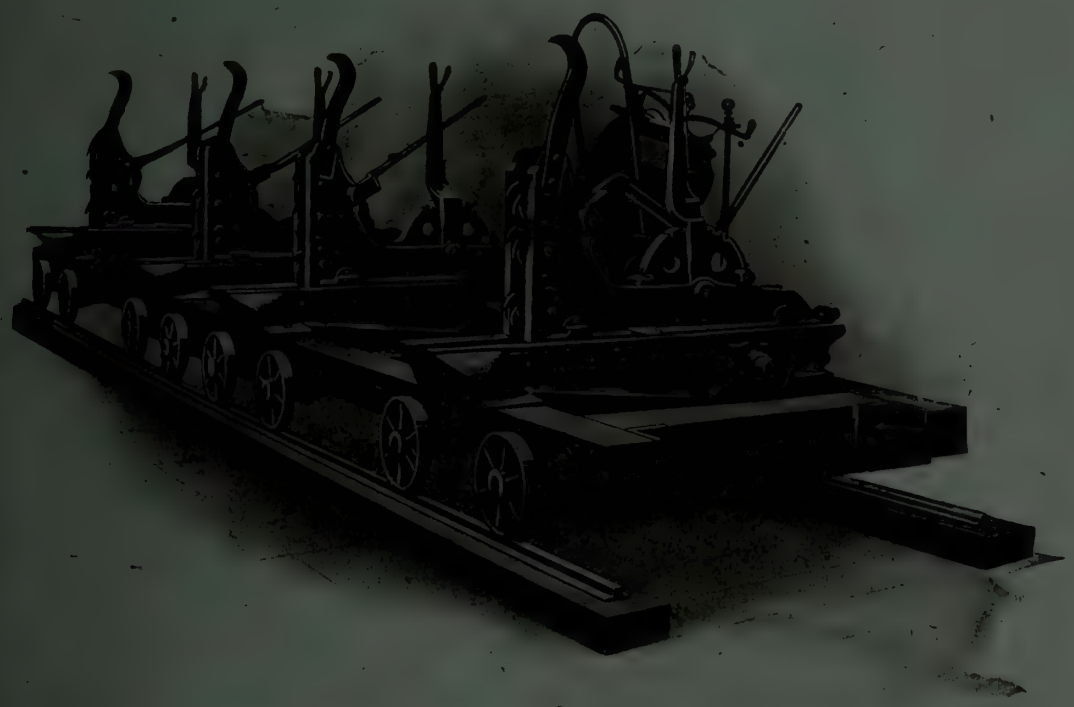
Fast Cutting Service



WATEROUS Steel Carriages are being used in the largest, best equipped Mills in Canada today. Built for fast cutting, for accuracy, and to give operating service, they are carefully put together of the best materials obtainable—they stay right.

Increase in cutting efficiency and the increase of cutting speed have been taken care of in the design of these carriages. Improvements in the knee and head blocks and in all moving parts to overcome lost motion; a new setworks—our No. 4—(which may be attached to Steam Setter, or be replaced by trout Power set works) which absolutely prevents and will not develop slack; new style, inserted tooth; quick and easy operating dogs; a friction receder that is operated with the Setworks—these special features are what keep the Waterous Steel Carriage at its place at the head of the list of "Up-to-date Sawmill Equipment." We build our Steel Carriages in sizes of 36″ to 72″ knee opening, in any length and with any number of head blocks—screw or rack motion. They are adaptable for rope or gunshot feed.

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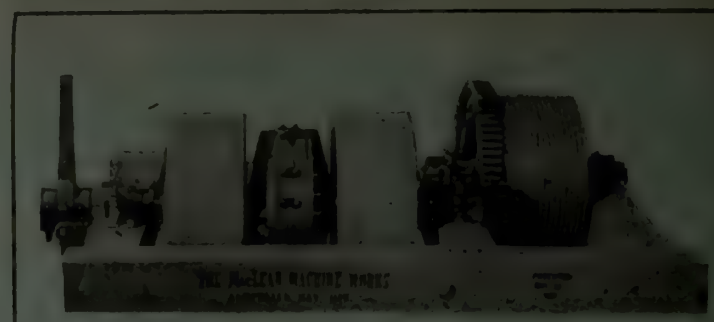
Mill Owners

Whether you contemplate building new or repairing the old mill, it would pay you to investigate the merits of our Friction Feed Works which overcomes the trouble experienced with the ordinary friction.

While it possesses the speed and power of the steam feed, it can be operated by anyone without danger of accident.

We are now building this machine in two sizes and can supply you with a size that will meet your requirements.

When writing for particulars, state capacity of mill and weight of carriage.



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Not altogether what we say, but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

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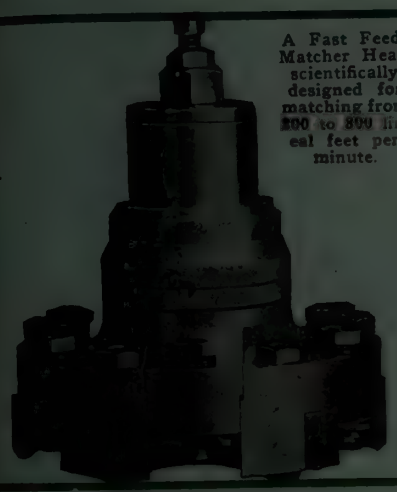

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The SHIMER Fast Feed Expansion Matcher Head
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The head is built heavy where the strain is and is devoid of all angles or openings, which lessen the wind resistance and cannot block with shavings.
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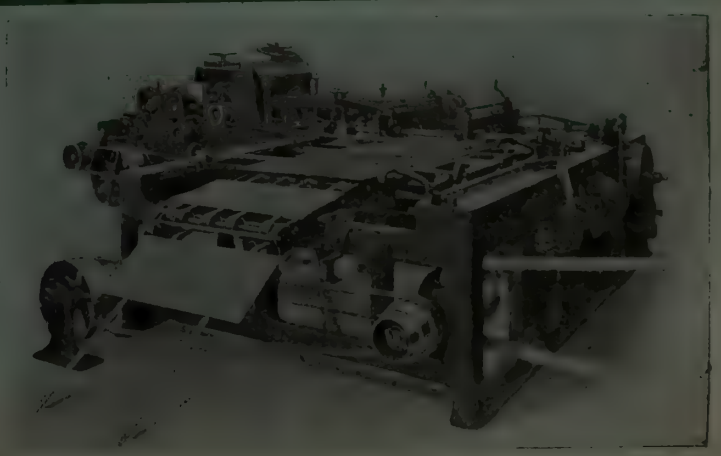
A machine that converts narrow lumber into high grade box shooks at a minimum cost.
The machine takes rough boards and Planes, Dovetails, Glues, Joints, and makes up finished Box Sides and Ends to exact dimensions required.
The entire operation is performed automatically from the time the boards are fed into the machine until the finished box side or end is delivered.
Capacity up to 12,000 S. Ft. finished shooks per 10 hours, with only two men at the machine.



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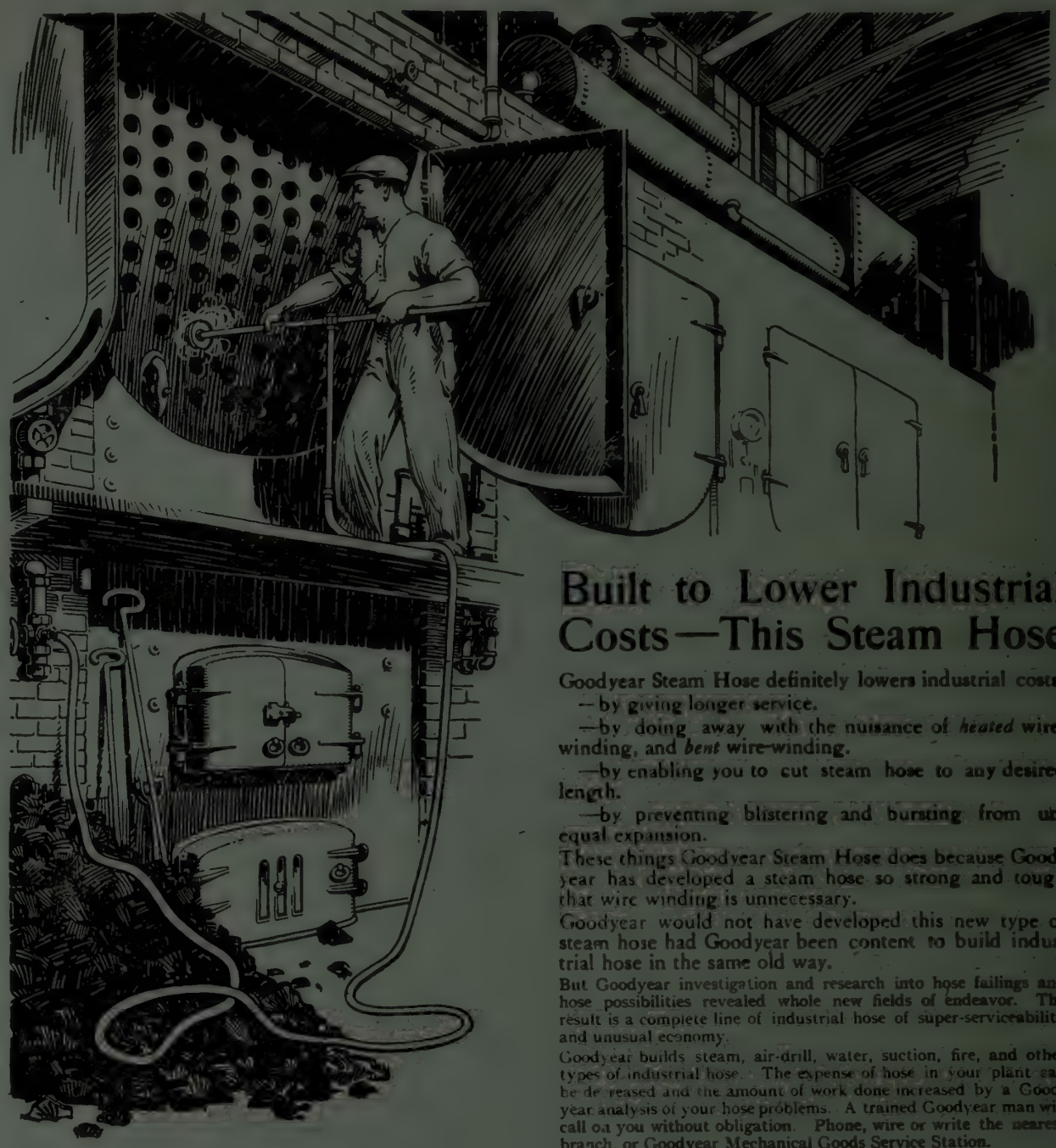

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Goodyear Steam Hose definitely lowers industrial costs:

—by giving longer service.

—by doing away with the nuisance of *heated* wire-winding, and *bent* wire-winding.

—by enabling you to cut steam hose to any desired length.

—by preventing blistering and bursting from unequal expansion.

These things Goodyear Steam Hose does because Goodyear has developed a steam hose so strong and tough that wire winding is unnecessary.

Goodyear would not have developed this new type of steam hose had Goodyear been content to build industrial hose in the same old way.

But Goodyear investigation and research into hose failings and hose possibilities revealed whole new fields of endeavor. The result is a complete line of industrial hose of super-serviceability and unusual economy.

Goodyear builds steam, air-drill, water, suction, fire, and other types of industrial hose. The expense of hose in your plant can be decreased and the amount of work done increased by a Goodyear analysis of your hose problems. A trained Goodyear man will call on you without obligation. Phone, wire or write the nearest branch, or Goodyear Mechanical Goods Service Station.

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Branches—Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver.

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INDUSTRIAL HOSE

SPRUCE AND JACK PINE

Our stocks include all sizes in 1", 2" and 3".

WHITE PINE LATH

1½ x ⅜ x 4 ' Mill Run
1½ x ⅜ x 32" Mill Run

TAMARACK

1x3&up	Mill Run	11000′
2x4&up	"	12000′
3x3	"	38000′
3x3&up	"	14400′
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We can now resaw and dress about eight cars per day. We will increase our milling capacity each month to take care of the business offered us. We solicit your orders for resawing and dressing.

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1,200,000′	2 x 4	8 to 16′	Merchantable	Spruce	350,000′	3 x 6	" " "
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200,000′	2 x 9 &up	"	"	"	300,000′	3 x 11	" " "
300,000′	3 x 4	"	"	"	400,000′	1 x 12	12 to 16′ " "
100,000′	3 x 5	"	"	"	200,000′	2 x 12	" " "

We have 3,500,000 ft. B. C. fir timbers in stock and can resaw these to your specification on short notice. We also carry flooring, ceiling and finish in fir and Hardwood and Cedar shingles.

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Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

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Write us for Prices.

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100,000 ft.	8/4	Birch,	No. 2 Common & Better.
50,000 ft.	10/4	Birch,	No. 1 Common & Better.
200,000 ft.	12/4	Birch,	No. 2 Common & Better.
100,000 ft.	16/4	Birch,	No. 1 Common & Better.
250,000 ft.	4/4	Basswood,	No. 1, 2 & 3 Common.
100,000 ft.	6/4	Basswood,	No. 2 Common & Better.
25,000 ft.	8/4	Basswood,	No. 2 Common & Better.
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2	"	4/4"	No. 3	" "	Black Ash
5	"	4/4"	No. 3	" "	Soft Elm
2	"	8/4"	No. 2	" "	Soft Elm
3	"	12/4"	No. 1	" "	Soft Elm
2	"	8/4"	No. 2	" "	Rock Elm
2	"	8/4"	No. 2	" "	Soft Maple
10	"	4/4"	No. 3	" "	Hard Maple
5	"	8/4"	No. 2	" "	Hard Maple
2	"	12/4"	No. 1	" "	Hard Maple
3	"	6/4"	No. 2	" "	Birch
1	"	12/4"	No. 1	" "	Birch
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5,000 "	5/4 Plain Oak, FAS.	10,275 "	5/4 No. 1 Com. Chestnut.
30,000 "	6/4 Plain Oak, No. 1 Com.		Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.
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50,000 "	8/4 Plain Oak, No. 1 Com.	2,065 "	4/4 No. 2 Com. Qtd. Wht. Oak.
12,000 "	8/4 Plain Oak, Sd. Sq. Edge.	1,000 "	8/4 No. 1 Com. and Btr. Plain White Oak.
1,200 "	4/4 Plain Oak, No. 1 Com.	2,624 "	3/4 FAS Sap Gum, 13/17".
15,000 "	4/4 Tenn. Red Cedar Boards, No. 1 Com. and Btr.	2,152 "	3/4 Select Sap Gum, 3/12.
35,000 "	4/4 Qtd. White Oak, FAS.	5,573 "	3/4 Select Sap Gum, 12" & up.
35,000 "	4/4 Qtd. White Oak, No. 1 C.	470 "	5/4 Select Sap Gum.
7,000 "	4/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	12/4 No. 1 C. and B. Hard Maple.
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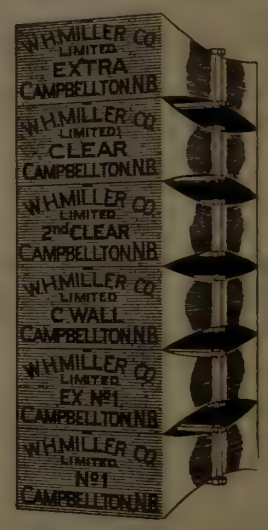

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Will Supply Straight or Mixed Cars

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Mills: JACKSONBORO, ONT.
Transcont. Div. Can. Nat. Rys.

SOUTHERN HARDWOODS Dry Stock at Buffalo for Quick Shipment

BROWN ASH

	Clear	No. 1 Com.	No. 2 Com.
1 in.	40,900	....	50,000	17,000
1¼ in.	58,500	7,300	36,200	15,300
1½ in.	36,500	....	35,000	7,500
2 in.	7,500	....	20,000	2,000

WHITE ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	15,000	....	110,000	110,000
1¼ in.	117,000	4,500	140,000	40,000
1½ in.	22,900	1,200	39,000	65,000
2 in.	56,300	500	80,000	86,000
2½ in.	25,500	....	34,000	32,500
3 in.	87,500	....	75,500	33,500
4 in.	7,000	....	15,000	5,500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	115,700	3,000	340,000	240,000
1¼ in.	151,300	14,000	235,500	70,800
1½ in.	94,600	....	41,800	15,000
2 in.	68,900	....	16,000	4,500
2½ in.	90,000	....	13,900	15,000
4 in.	1,300	....	450	....

BEECH

	1 & 2	No. 1 Com.	No. 2 Com.
⅜ in.	.....	.....	.....
¾ in.	2,000	.....	.....
1 in.	25,000	254,700	13,000
1¼ in.	33,200	10,600	12,000
1½ in.	80,800	7,500	8,400
2 in.	6,000	6,000	.....
2½ in.	.....	.....	.....
3 in.	1,100	5,000	5,500
4 in.	225	1,200	475

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	187,500	182,200	90,500
1¼ in.	5,500	4,600	4,500
1½ in.	32,000	21,700	57,300
2 in.	.....	16,200	52,900
2½ in.	5,500	2,700	2,200
3 in.	28,700	3,500	2,300
4 in.	5,900	.....	500

CHESTNUT

	1 & 2	Strips Clear	Com. No. 1	S.W.& Com. No. 2
¾ in.	500	....	30,000	30,000
1 in.	25,900	1,500	90,300	280,500
1¼ in.	161,800	2,800	88,200	273,200
1½ in.	116,500	....	68,000	....
2 in.	59,200	....	39,300	126,200
2½ in.	4,000	....	1,150	500
3 in.	2,100	....	1,300	500
4 in.	1,500	....	300	....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	2,000	500
1¼ in.	.....	8,800	.....
1½ in.	17,100	5,200	18,000
2 in.	24,000	24,200	4,600
2½ in.	8,000	3,200	.....
3 in.	69,400	23,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	4,700	11,000	3,800
1¼ in.	41,500	38,200	6,800
1½ in.	12,500	13,300	5,400
2 in.	6,000	1,000	....
2½ in.	6,000	1,200	300
3 in.	39,280	8,500	8,000
4 in.	7,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	30,300	31,000	15,500
1¼ in.	.....	.....	7,700
1½ in.	8,000	10,300	9,500
2 in.	4,500	3,800	7,500

QUARTERED SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	.....	2,500	12,000
5/4	14,000	.....	.....
8/4	2,000	400	.....
10/4	350	29,000	3,000

QUARTERED RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	9,000	20,000	15,100
5/4	8,100	9,800	.....
6/4	3,900	4,500	4,600
8/4	19,100	11,500	3,600

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	6,400	16,000	200
1¼ in.	.....	800	....
1½ in.	2,400	6,000	13,500
2 in.	4,490	12,700	10,400
2½ in.	.....	1,500	1,200

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	8,400	11,600
1¼ in.	1,100	2,500	2,050
1½ in.	6,600	11,300	25,000
2 in.	2,400	17,200	16,200
2½ in.	7,000	13,000	4,700
3 in.	3,500	7,580	7,200
4 in.	300	.....	275

FIGURED RED GUM

	1 & 2	No. 1 Com.
1 in.	7,800	700

PLAIN RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	24,200	.....	.....	.....
¾ in.	7,000	.....	40,400	12,200
⅝ in.	.....	.....	87,000	53,600
1 in.	185,200	550	133,000	116,400
1¼ in.	90,700	2,400	15,000	2,200
1½ in.	168,900	4,300	55,200	40,000
2 in.	138,100	.....	16,800	55,000
2½ in.	70,100	.....	14,000	3,100
3 in.	31,800	.....	18,500	7,000
4 in.	16,600	.....	8,900	....

PLAIN WHITE OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	.....	.....	.....
½ in.	.....	.....	.....	.....
⅝ in.	21,150	.....	1,000	16,900
¾ in.	17,900	.....	100,000	31,000
1 in.	50,300	1,200	89,000	54,200
1¼ in.	55,300	.....	6,000	2,000

	1 & 2	No. 1 Com.	No. 2 Com.	No. 3 Com.
1½ in.	104,500	63,000	9,000	400
2 in.	94,000	114,000	60,000	22,500
2½ in.	166,800	49,500	3,000	.....
3 in.	106,800	65,800	14,400	10,000
3½ in.	4,500	5,000	1,500	....
4 in.	77,000	18,500	2,000	3,000

QUARTERED RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
¾ in.	700	.....	9,700	400
1 in.	24,200	3,400	3,500	400
1¼ in.	3,000	.....	3,000	500
1½ in.	350	.....	500	100
2 in.	1,000	.....	7,400	.....

Also Large Stock of BEECH, BIRCH, MAPLE and POPLAR

THE ATLANTIC LUMBER CO., Inc., 310 MANNING CHAMBERS TORONTO

MANUFACTURERS SOUTHERN HARDWOOD LUMBER

Head Office: BOSTON, MASS. **Yards: BUFFALO, N.Y.** **Mills: KNOXVILLE, TENN.; FONDE, KENTUCKY**

The Oliver Lumber Co.

of Toronto Limited

We have in our Toronto yard.

70,000 ft. 4/4" No. 2 Common & Better Soft Elm.
10,000 ft. 8/4" No. 2 Common & Better Soft Elm.
10,000 ft. 12/4" No. 2 Common & Better Soft Elm.
60,000 ft. 8/4" No. 2 Common & Better Birch.
35,000 ft. 10/4" No. 2 Common & Better Birch.
40,000 ft. 12/4" No. 2 Common & Better Birch.
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40,000 ft. 4/4" No. 2 Common Basswood.
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President

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R. IMRIE LUMBER CO.

Announce they have opened offices at

Suite 22, CANADIAN PERMANENT CHAMBERS,
18 TORONTO ST., TORONTO, *to conduct a*

Wholesale Lumber Business

For immediate shipment 350M ft. 1x4 and wider. Mill Cull White Pine. Mill Run Jack Pine and Spruce 2x4-5-6 and 8.

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Suite 1560-61 McCormick Bldg. Chicago, Illinois

Phone: Harrison 8610-8611

Yards: Cairo, Ill.

Buy some of the best woods and the most lasting; namely, CYPRESS. We have reasonable prices and can ship you at once from our Cairo yard any thickness and any grade. Remember you can buy more reasonable now than you can later.

WE ARE THE CYPRESS SPECIALISTS

When in the market for "CYPRESS" remember "GREGERTSENS"

If You want the Best Value in Lumber Obtainable in the Mountains, Your Choice Should be

Golden Spruce

GOLDEN AIR-DRIED SPRUCE is unequalled for your requirements in Boards, Shiplap, Shelving, Flooring and Siding, and you can rely upon getting DEPENDABLE GRADES.

EASTERN RETAIL DEALERS will find 1 x 8 GOLDEN EXTRA SELECT SPRUCE BOARDS an exceptionally good seller. Can be worked to any pattern desired. Supplied either 3/4 or 25/32" thickness. Try some.

We also manufacture Fir and Cedar.
Spruce, Fir and Cedar Lath.

Just another reminder—Our stock always comes to you bright, clean, and newly milled, being run through the planing mill at time of shipment.

With a daily nine-hour cutting capacity of 180,000 feet, and a stock of 10 to 20 million feet at all times, we are in position to give prompt shipment. Urgent orders given special attention.

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Columbia River Lumber Co., Ltd., Golden, B. C.

affiliated with and represented jointly by salesmen of

Canadian Western Lumber Co., Ltd., Fraser Mills, B. C.

Eastern Sales Office—TORONTO—L. D. Barclay and E. C. Parsons

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Sole selling agents for two Saw Mills
also two Shingle Mills

Fir Timbers a Specialty. Heavy construction material in any size and long lengths, rough or sized to requirements.

Long Fir Joisting Rough or Sized

No. 1 or No. 2 common Fir Cedar or Spruce Boards, rough or dressed to B.C. Standard or Eastern Requirements.

Cars of Cedar, Fir, Shiplap and Boards always in transit

CARS IN TRANSIT

1 Car cont'g 223. 5.X. B.C. Shingles shipped Oct. 8, Car C.P. 9932. 1 Car No. 1 Com. Dimension 2″x 4″ and 2″x 6″ Dressed Coast Stan'd
1 Car cont'g 30,000 ft. No. 1 Com. Fir Dimension 1/4″ scant. 2″x 4″ 3 Cars 3. X B.C. Shingles

D. Williams, 40 Major Street, Toronto Representative

Head Office: 209 Winch Building, Vancouver, B.C.

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MANUFACTURERS OF

DOUGLAS FIR, HEMLOCK, SPRUCE *and* CEDAR LUMBER

RAIL SHIPMENTS TO ALL PARTS OF CANADA AND UNITED STATES

OFFICE AND MILLS - - VICTORIA, B. C.

Fall Stocks

We have a definite Service to give you in your demands for B.C. Lumber and Red Cedar Shingles for your Fall trade.

We render a personal Service on any "hurry up" orders whether for Coast or Mountain Stocks.

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Also 4/4 K. D. Hemlock Clears, Rough

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Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

Timberland Lumber Co., Limited

Head Office: Westminster Trust Bldg., NEW WESTMINSTER, B. C.
Mills at South Westminster, on B.C.E.R.
Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

British Columbia Forest Products

Fir Western Hemlock Spruce

With modern equipment and shipping facilities we are in a position to handle your orders in a satisfactory manner.

Our stock undergoes careful supervision to ensure QUALITY LUMBER.

Daily Capacity 135,000 ft.

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Cedar Bevel Siding, Finish, V-Joint and Mouldings

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Full particulars from out Eastern Agents.

Head Office and Mills, Port Moody, B. C.

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TIMBERS
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SHIPLAP
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Red Cedar Shingles

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Fir Flooring,
Ceiling, Finish,
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OUR SPECIALTIES:

Long Fir Timber Planking Decking

Cutting orders for 2" in long lengths either Common or Clear (obtained as side cut).

Planer capacity 6" x 30". We do not operate dry kiln, but can arrange to air-dry in our yard to requirements.

Our Mill is on Canadian Pacific Railway with Rail Connection (Five Miles) to Tidewater on Alberni Canal. Navigable for all Vessels

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For fir yard stock, B. C. or Hemlock Shiplap and Boards, timbers any size and length up to 90 feet.

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FINISH, FLOORING, CEILING, ROUGH CLEARS TIMBERS, DIMENSION, SHIPLAP, BOARDS, *RED CEDAR SHINGLES*

Dependable Grades ***Efficient Service***

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Coast and Mountain Stocks

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Quebec Spruce, Ottawa Valley White Pine Always on Hand

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The Long-Bell Lumber Company puts its trade-marked name upon its lumber so that all who buy it may know who made it This is nothing more than modern merchandising, a *service* rendered both to dealers and consumers in the form of a buying guide.

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Limited

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Basswood

1 in., 1¼ in., 1½ in., 2 in.,
Dry Basswood

Dry Birch Stock

All thicknesses and grades in

Maple, Birch, Elm, Basswood and **Brown Ash**

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Can saw to order at MacDonald's Siding

Let us quote on your requirements

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1	Car	8/4"	R	Elm	No. 2 C & B, 25% No. 2.
1	"	6/4"	R	"	No. 2 C & B, 25% No. 2.
1	"	14/4"	S	"	No. 1 C & B
2	"	12/4"	S	"	No. 2 C & B 10% No. 2.
3	"	8/4"	S	"	No. 2 C & B, 20% No. 2.
5	"	4/4"	S	"	No. 2 C & B, or any grade
2	"	4/4"	S	"	No. 2 & 3 Common
1	"	6/4, 8/4"	S	"	No. 2 & 3 Common
2	"	8/4/	Red & White Oak (Canadian)		
2	"	4/4"	Red & White Oak (Canadian)		
½	"	4/4"	Red & White Oak (Canadian)	No. 2 & 3 Com.
2	"	6/4"	Basswood	No. 2 C & B, 15% No. 2.
1	"	4/4"	Basswood	No. 1 C & B
2	"	4/4"	Basswood	No. 2 & 3 Common
½	"	14/4"	H. Maple	No. 1 C & B
3	"	12/4"	H. Maple	No. 1 C & B
3	"	10/4"	H. Maple	No. 2 C & B, 15% No. 2.
10	"	8/4"	H. Maple	No. 2 C & B, 10% No. 2
15	"	4/4"	Hardwood	Crating.

Subject to prior sale. We solicit your enquiries.

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We also have at other points

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for Immediate Shipment

WHITE PINE

1 car of 1¼" x 12" 10/16' Mill Run, Box out.
1 car of 1½" x 12" 10/16' Mill Run, Box out.
1 car of 1½" x 6" 10/16' Dressing.
1 car of 1¼", 1½" & 2" x 4/6", 12/16' Good Stained Saps.
4 cars of 1¼" x 7" & up 12/16' Box & No. 3 Barn.
2 cars of 1½" x 7" & up 12/16' Box & No. 3 Barn.
2 cars of 2" x 7" & up 12/16' Box & No. 3 Barn.
A few cars of 6", 8" and 10"—12/16' Outs Mill Run.

RED PINE

3" x 8"—10/18' Common & Dressing.
3" x 12"—10/20' Common & Dressing.
4" x 10"—10/18' Common & Dressing.

1920 SAWING, WHITE PINE

4THS AND BETTER IN 3 IN.

A full line of 3" in MILL CULLS, suitable for Boxes, Crossing Planks and Platforms.

For personal service, close prices and prompt shipments

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Carry a Larger Stock and Greater Variety of Hardwoods Than Any Other Market in the World.

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HARDWOODS

WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry

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Hardwoods of All Kinds

A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards

Established 50 Years — Rail or Cargo Shipments

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Hardwoods

Prompt Shipment { From Buffalo Yards or from Mill direct to you

8 Million Feet Dry Stock on Hand — 1333 Clinton St.

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HARDWOODS

We Specialize in Brown Ash and Elm

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Hardwoods of All Kinds

Our Specialties—QUARTERED WHITE OAK
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SPECIALTIES
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Hardwoods of All Kinds

Buffalo Hardwood Lumber Co.
J. B. WALL, Pres. M. M. WALL, Treas. T. H. WALL, V.-Pres.
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WHITE ASH AND OAK

We also handle a complete stock of Quartered Oak, Maple, Poplar, Red Cedar, etc.

G. Elias & Bro., Inc.
Established 1881
All Kinds of Hardwood Lumber

And in addition we carry a full line of
White Pine, Yellow Pine, Spruce, Hemlock and Fir Timber, Lumber, Millwork and Boxes—Maple and Oak Flooring

CAREFUL ATTENTION TO MIXED CAR ORDERS

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods

including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain and Quartered Oak, Poplar and Walnut.

1100 Seneca Street

TRANSIT

Car 29149, shipped Sept. 17th, 255M ARROW BRAND XXX SHINGLES.
Car 11662, shipped October 2nd, No. 1 Common Rough B. C. Mountain Fir and Hemlock.
8x8 — 5/16, 5/20,
6x10— 1/12, 2/14, 1/16,
6x8 —10/16, 1/18,
6x6 —15/12, 2/16, 18/18, 4/20, 21/22, 34/24,
4x6 —77/12, 14/16, 9/24,
4x4 —23/12, 49/14, 45/16, 28/18, 26/20, 3/24,
3x12—17/24, 68/16, 9/18,
3x10—12/12, 18/16, 3/18, 8/20,
3x8 — 2/10, 1/12, 30/16—20849′
Car C. P. 37876, shipped Oct. 6th,
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3,151,831 feet of Nos. 1 and 2 common

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24M′ 3 x 7 & up—6/16′ Culls white pine
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The Belching Smoke-Stack

by

T. K. D.

It may be within the scope of the practical economist to take cognizance of the problem of perpetuating such national resources as Providence has given this country, in the form and outline of our great timber areas.

Of Conservation of Forests we have heard much, learned little, and cared less.

But as a consequence of the very considerable monetary interest recently allocated to the development of our forest resources, we must, as investors in this rapidly-growing industry, hear more, learn more, and care more. We have capitalized the industry to the extent of several hundred million dollars, and having assumed this huge financial stake in the comparatively new business of paper production, we want to know what Conservation means when translated into the language of Capital Investment.

When we garner an acre of wheat, we dispose of the wheat and retain the acre. When we burn a ton of coal we deplete a valuable national asset to the extent of one ton of coal. That ton of coal boils down to productive heat-units, and goes up in smoke. When we cut a cord of wood—what happens?

Until posterity (and our own immediate interest) hove in sight, we cut and slashed each cord of wood and passed on to the next. The lumberman started the game in haste and there was little leisure in the operations of paper-makers who came in later. Depletion was so rapid that by 1908 it was found imperative to exercise more care in the cultivation of new woods and the protection of those woods yet uncut.

Scientific methods have been adopted for re-forestation and fire protection, and much good has been accomplished in the past ten years. The Quebec Legislature has given material help in some directions, while allowing destructive influences to prevail in others.

The business, the very serious business, of Forest Conservation is, however, still in its infancy, and it is necessary, on behalf of the heavy capital investment, as well as from the national standpoint, that practical rather than theoretical plans for Conservation be adopted as a definite policy for the guidance of lumbering and paper-making operations.

THE TWO ALTERNATIVES

"A Tree for a Tree,"—"A Life for a Life"—is the slogan of some of the professionals. These gentlemen would "seed" on neutral ground compensating tree for the tree led to the slaughter. They would start a new forest, all their own, on adjoining ground not necessarily designed by Providence for timber bearing. It takes 30 seconds by the clock to bring a tree to earth, and 40 to 50 to 100 years to bring its offspring to maturity. For every-denuded acre another acre, by this plan, would be pressed into service on hill and dale, both far and near.

As can readily be imagined it costs money to "seed," and as each seed bursts into infant plant, into youthful tree, and by stages to maturity, the tied-up capital cost per tree compounds at a fearful rate over a period of 40, 50 or 100 years. Obviously, this makes the "Tree for Tree" expediency an affair of infinite cost, infinite labour and infinite risk of destruction by the scourge of fire so prevalent in this country.

Other professionals urge, as the best method of Conservation, a system of selection of cut, plus elaborate fire protection, plus aid to nature's own service in the practice of re-forestation. For many reasons the advocates of this latter course have the more practical, the more sensible solution of the problem of Conservation.

An article which appeared in the "Canada Lumberman and Woodworker," in February last, entitled "Wantonly Wasting Many Growing Forests," was most instructive and well worth consideration of all who are interested in the conservation of our forests.

In respect to European methods of Forestry, it is interesting to note that the Premier of Quebec, immediately upon taking office, declared his intention of sending some members of the Provincial Forestry Department to Scandinavia to study forestry as practised in that country.

It may be opportune to mention that, realizing the importance of the forest to their industry, the Wayagamack Pulp & Paper Company, Limited, some five years ago sent a McGill Science Graduate to Scandinavia to pursue a course of practical work under some of the leading Foresters in Scandinavia, finishing with a course at the Royal School of Forestry at Stockholm. This student had the good fortune to spend many months in the forests of Baron Mannerheim of the Kramfors Company, where conditions are very similar to some of the extensive Canadian plants. Baron Mannerheim, by the way, is well known to pulp and paper makers in Canada, and recently was a visitor to this country. This educational work brought out the fact that, while a certain amount of re-forestation by planting is practicable, and is carried out in certain especially adapted parts of Europe, it had on the whole been abandoned in favour of the adoption of good, practical and scientific methods of wood cutting, draining, thinning out and helping natural seeding of the forests.

Nature is a Great Healer. It is estimated that in the course of the past 200 years fully 80% of the timber resources of the forest areas of Canada has been destroyed by fire—and Canada to-day is the White Man's Hope for uninterrupted delivery of the daily newspaper, with one billion cords of coniferous pulpwood species standing erect awaiting the call of the pulp consumers.

Fire Protection in deed and not in need; a comprehensive aid-to-nature plan to enable the trees to propagate their species, in addition to seed planting on parts of cut-over lands, offers the only solution that is practicable, economical and certain of definite and profitable results.

THE ROOT OF THE EVIL

Destruction by Fire is the root of the evil of forest depletion. Fire will wipe out in one short week more fine timber than the whole producing machinery of the Dominion could cut down in the course of a ten-year period. That being a fact, is it not the imperative and immediate duty of the Provincial Governments to take every conceivable precaution? Much advancement has, no doubt, been made in fire protection, but curiously enough the Federal Government's own steam locomotives and the Provincial Government-urged colonists are the greatest source of danger to our forest areas. Locomotives are allowed to belch live coal into inflammable material in the Northern parts of Quebec and Ontario, and the would-be-farm-settlers buy the best of timber lands, at 50c per acre, cut the timber, sell and ship it to United States mills, and jump the claim. In the process of masquerading as a potential farmer, this gentleman only too often cleans up the debris from his lumbering operations by means of more or less regulated bonfires.

Thus we have the two chief Causes of forest destruction located, but not cornered, as the Effect has still a wide range of freedom for dangerous work.

If there is danger from live coal, let us get rid of live coal. Electricity in the Dominion is cheap enough, in all conscience. The capital expenditure for electric or for oil-burning locomotives would be saved in one twelve month period. Electric storage locomotives with the necessary generating stations as used by the New York Central, surely could be installed on those parts of the railway systems which run through the richest of our forest areas.

Let us put the lid on the belching smoke-stack, and if timber areas are the only lands in this province available for the so-called colonist, the colonist should be urged to go elsewhere to farm, without the preliminary back-aching process of stump extraction.

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References:—Bank of Montreal, Duns and Bradstreets

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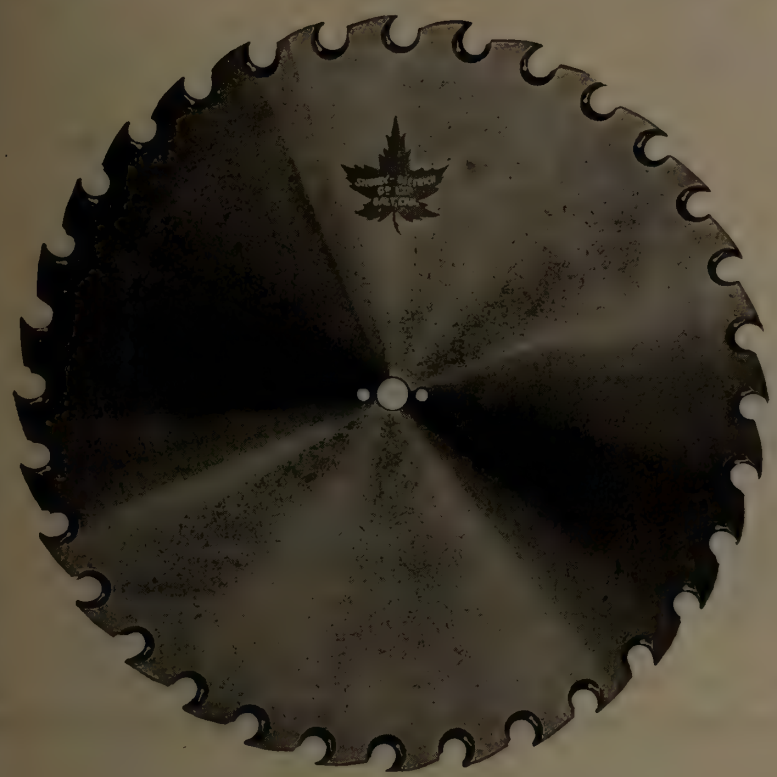

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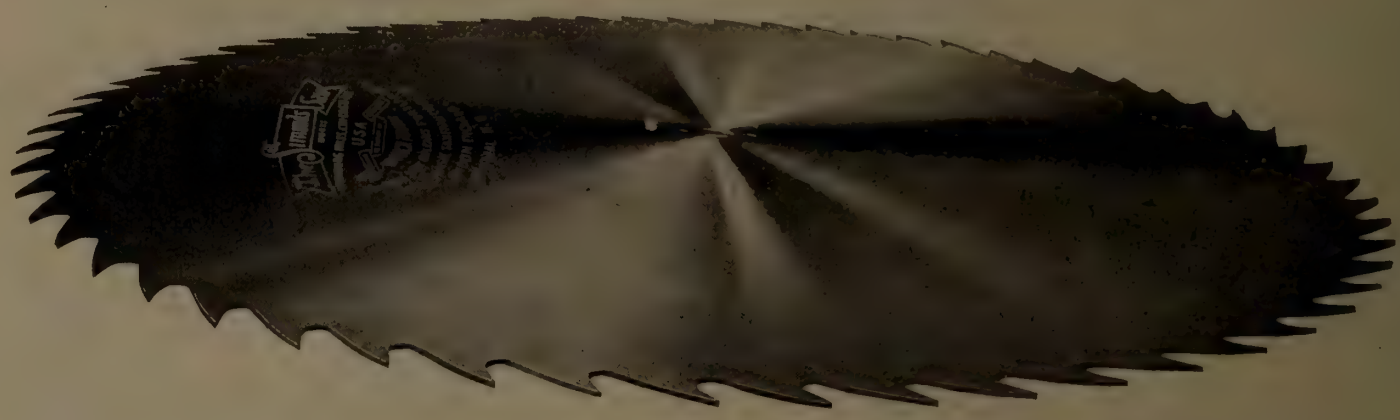

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Issued on the 1st and 15th of every month by

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THOS. S. YOUNG, Managing Director

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"The Canada Lumberman and Woodworker" is published in the interest of, and reaches regularly, persons engaged in the lumber, woodworking and allied industries in every part of Canada. It aims at giving full and timely information on all subjects touching these interests, and invites free discussion by its readers.

Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

Authorized by the Postmaster-General for Canada, for transmission as second-class matter.

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Getting New Ideas in Lumber Line

There are always times when business becomes quiet and every bit of trade that is secured has to be fought for vigorously. It is in periods of depression or stagnation that the average representative of a lumber firm becomes a real salesman instead of a formal order-taker. He has to use every resource, argument, power of persuasion, gift of knowledge and, perhaps, of prophecy to make a prospect buy on a failing market or to convince him that now is the time to stock up if his yard is not well filled. At all times the intelligent, aggressive and reliable salesman, whether he represents forest products or any other line of merchandise, is able to furnish pointers, provide suggestions and offer worth-while ideas or advice.

The lumber retailer, or dealer in any other commodity, who thinks because business is now passing through a temporary lull or calm, that salesmen are intruders or trespassers and should keep away, is seriously and shortsightedly mistaken. The present is no time to sidetrack callers or to be scant on courtesy or shy on consideration. Salesmen can be of great service to any member of the lumber or any allied trade.

Recently an interesting article appeared on "How I Keep Getting Fresh Ideas." The writer was Mr. J. B. Pearce and his observations are worthy of sympathetic regard on the part of every dispenser of wood goods. One reason, he says, why so many buyers snap the salesman off short is, I am sure, their fear that if they get into conversation with him they will buy because they lack the courage to refuse. When a business man is unable to keep his poise and is unable to decide for himself, with the facts before him, he is taking the wrong method by cutting the salesman off short. Cultivating self-control and refusing to let himself be "hypnotized" is the real answer, it strikes me.

The buyer who cannot sit down with a salesman, hear his story in detail, and then make up his mind whether or not he wants to buy, is indeed in a sorry plight, to my way of thinking. I keep in mind as an ideal at the opposite extreme a merchant friend of mine who habitually makes it clear to a salesman that he is invited to tell his story briefly and concisely and that after this the merchant will make his decision. This buyer gives careful attention, weighs the salesman's arguments intelligently and answers decisively—just as a buyer should, by my standards.

No fair-minded business man who is selling on the road expects every customer to buy on every call; but he does expect—rightly—that every customer will give a respectful and attentive hearing to his brief, to-the-point message. The salesman who is wordy and wasteful of time cannot, of course, expect courtesy equal to that accorded his more business-like competitor.

Don't let me give the impression that I accept as gospel truth and sound doctrine every statement that comes to me from a salesman who happens into the office. Nor do I want to leave the idea that I spend a great deal of time with all the salesmen when they call.

Many salesmen have cultivated an excellent insight into business conditions, which they can pass along to the customer who is willing to put a few minutes of his time against theirs. At the same time I see no use in spending a lot of time talking to the salesman who has nothing to say. The real thing to find out is which salesman actually has information and which one is merely trying to "jolly" me into a buying mood.

In the first place, I do not take too much stock in the talk of a new salesman who is making his first call. After a man has been on the job a while and shows that he knows his subject, it is time to take him seriously.

The Municipal Lumber Yard—What Next?

We have always with us theorists, visionaries, dreamers, agitators, fanatics and idealists. When things are not going exactly smooth in an industrial, commercial or business sense, they propound various solutions or hurl malicious charges at those in authority. A great deal of talk is heard about the alleged profiteer, the greedy monopolist and the avaricious middleman, and on the other hand as a panacea, there is presented industrial democracy, profit-sharing plans, bonus system and last, but not least, employee ownership, as far as it is possible to carry out the scheme. Then, we have heard of municipal coal yards, municipal abattoirs, and lately there has been proposed a municipal lumber yard. Some evidently imagine that any municipally managed enterprise is so satisfactory in achievements and so complete in its service and operation, that it is as near human perfection as any institution can be. The experience of most places, who have embarked in these civic enterprises, is that private ownership and competitive interests tend to create a better state of affairs all around than anything in the shape of a publicly-possessed undertaking.

Over in Sioux Falls, South Dakota, a lively war started between capital and labor, and after being carried through several stages, the climax was reached when the labor unions sought to beat the material man by getting the city to open a municipal lumber yard. They received a reply from the city attorney that under State constitution, no such a venture could be launched.

An interesting review shows how one little clash may lead up to a general, internecine struggle. A certain sash and door plant in Sioux Falls was operated as an open shop with the result that the labor unions started to boycott its products. The union men even went so far as to decline to perform work on any building in the construction of which material from that concern was to be used. Then the woodworking plants and lumber dealers inaugurated a counter-move and absolutely refused to provide material for any structure on which union labor was engaged. The unions endeavored to veto this by dragging the matter into court, but the State Attorney-General declared that the furnishers of material had equally as much right to decline to sell to employers of union labor as union labor had to refuse to handle the commodities produced in an open shop. Then the labor men and their supporters got busy and started out to put it over the material men. They believed that a city lumber

yard would solve the problem, but, on consulting the city's legal authorities, found that such a move was not a legitimate one, and there the matter stands at the present juncture. The upshot of the agitation was that the city attorney declared that the State constitution of South Dakota would have to be amended before the right to open a municipal lumber yard could be exercised by the State or delegated to any city.

"Own Your Own Home" Expositions

Plans are now actively under way for "Own Your Own Home" expositions at several eastern points which are expected to stimulate building this spring.

In Minneapolis this work is being carried out under the direction of the Builders' Exchange. Arrangements have already been made for holding a "show" in the armory early in February, at which building material, supplies, equipment and furnishings of all kinds will be exhibited. It is expected to be one of the largest exhibits of its kind ever held in the West, display space is now being located and arrangements for the exhibit perfected.

Chicago will also have a big "Own Your Own Home" exposition, it will be held in the Coliseum, March 26 to April 2. One of the ideas is to inaugurate a prize competition among architects for artistic and economical plans for small houses. The winners of these prizes will have their designs published in book form. In addition the winners will furnish plans and specifications at a nominal price so that prospective builders will be able to have the benefit of architecturally correct plans as well as ideas for economical building. It is proposed that there will be shown at the exhibit practically every commodity which is necessary in the construction of a home, and experts will be on hand to offer the results of their experience and knowledge tothe public.

Another exhibition of about the same character, only larger, will be held in New York City from April 16 to April 30. Last year a building exhibit was held in New York which attracted world-wide attention. Many of the successful exhibits at Chicago will be transferred bodily to the New York exposition.

Why Fall Buying is Good Buying

Information received in Toronto from the West is to the effect that a large percentage of the mills of British Columbia are contemplating shutting down for an indefinite period as they cannot afford to manufacture lumber at present costs and meet the present level of prices.

Wholesalers in the East are finding it difficult to secure quotations for anything in the way of special stock as the mills are not desirous of taking orders for stock which has to be specially manufactured. The volume of business being distributed among the mills is not sufficient to warrant a continuance of operation as the plants cannot afford to pile up lumber at the present outlay for production and keep running. Stocks of all kinds are reported to be low. The majority of the mills may have an accumulation of certain items, which can be shipped in straight cars, yet the same concerns would not be able to fill modern mixed car yard orders without manufacturing certain items. In the event of these mills closing down, therefore, it will be impossible for wholesalers or others to place orders for mixed car business until operation is resumed. On any appreciable increase being placed, such surplus stock as the mills may have would be rapidly absorbed, and a sufficient volume of business to warrant the mills resuming operation would undoubtedly force the prices of lumber above present levels and more then offset any decrease in freight rates that may or may not become effective at the end of 1920.

It would appear, therefore, say leading wholesalers, that retail dealers, who are in a position to take in and pay for stock during the next few weeks would be well advised to place their orders now. It is stated that the western market which has always shown a material weakness during the fall months has always firmed up either during December or January and that prices have been well maintained throughout the spring of the year following. For the last few years fall buying has been good buying and it is declared there is no reason to suppose that the present will prove any exception to the rule.

Editorial Short Lengths

A despatch from Brussels states that the supremacy of Canada and the Scandinavian countries in the pulp and paper industry, may be challenged soon by the Belgian Congo. The despatch fails to point out whether the challenge is in the matter of price or production.

Sugar obtained from sawdust is not the usual table sugar, according to the chemists of the New York State College of Forestry at Syracuse, but an entirely different substances, one of the many so-called "sugars" derived from different sources, and entirely different in chemical form. The public hope, therefore, that sawdust may be used to relieve the present famine in cane sugar is not likely to be realized for a long time, if ever, according to these authorities.

Ill-luck never comes single-handed. Just as the price of coal and wood soars to hitherto unheard-of values, it is announced that the federal government at Ottawa has decided to effect an economy in the matter of its official publications and that only a few hundred will be printed instead of thousands. This is really a misfortune in business and office quarters because so many of these volumes were received that they served admirably for fuel to moderate the temperature these chilly mornings. Thus is the high cost of living increasing with the former generous supply of government blue books shut off.

Mr. August Ramoneda has recently been in Canada, on behalf of the Spanish paper mills, to arrange for the purchase of pulp, and also for the sale of paper. Mr. Ramoneda was instructed to purchase as much Canadian pulp as was possible, but on account of the scarcity he only secured a small portion of what is required. The experiment of collective buying, which has just been brought to a successful conclusion by Mr. Ramoneda, is a new one, but as these Spanish mills, to the number of twenty-five, make all kinds of paper and consume about 65,000 tons of various kinds of pulp per annum, it should prove a valuable market for Canadian producers.

Speaking before the Empire Club in Toronto recently, Dr. E. T. Powell, editor of the London, Eng., "Financial News," in the course of an address that was to say the least unusual and probably unique in the experience of the audience, visualized the prospects of the United States making an effort to come back under the British flag within the life-time of the present generation. He admitted that when the prophecy was made some time ago, it struck him as the vision of an old man, but he had come to see that such a union was not unlikely. "Now I would not," he continued, "say this as a scientist and psychologist if I did not know that as you Canadians continue in the wonderful work of empire building, your southern neighbors will ask themselves 'what is it that they have got that we have not?' They will answer themselves, 'Where there is no vision, the people perish.' "

An effort to re-establish the beaver on the streams and meadows of the White Mountains country, in New Hampshire, from which it long since disappeared, is being made by the Society for the Protection of New Hampshire Forests. The Lost River Reservation is again the haunt of the dam-building animals, four beavers having been liberated there as the first step in an effort to return the amphibian architect to its former usefulness. Within the steep walls of the Kinsman Notch, through which tumbles Beaver Brook, the beaver will have its favorite topography in which to progoate and work under the foothills of Moosilauke Mountain.

The animals set free were the gift of the state forester of Minnesota, who selected them from a breeding colony at a state pack situated at the headwaters of the Mississippi. The beaver are descendants of a family introduced to Minnesota from Canada.

Why Hardwood Lumber is Costly to Produce

Representative Ontario Lumberman Points Out What the Operators are up Against Today in the Way of Decreasing Supply and Augmented Demand

A. E. Clark, Toronto.

The growing scarcity, high cost of production and heavy demands made by various industries upon hardwood lumber were ably outlined before the Rotary Club of Toronto, in a recent address by A. E. Clark, of Edward Clark & Sons, Limited, former chairman of the Wholesale Lumber Dealers' Association, of Toronto, and a member of the Board of Directors of the Canadian Lumbermen's Association.

Mr. Clark has the facility for presenting his subject in a interesting and instructive way and of late months he has been called upon to speak before various gatherings. Mr. Clark, who is an enthusiastic Rotarian, was given a cordial reception, and in opening humorously remarked: "The press of Ontario has had a great deal to say in the timber investigation regarding lumbermen, but let me tell you at the outset that these men are not hardwood lumbermen. They are softwood men, and we have attained no such fame and notoriety as they have." (Laughter.)

Continuing, he said that hardwood lumber is the product of deciduous trees, or those which lose their leaves every year, as contrasted with woods of the evergreen variety, or coniferous growths, commonly known as softwoods. In Canada, the principal hardwood productions are birch, maple, ash, elm and basswood. These are found in Ontario, Quebec, Nova Scotia and New Brunswick, and the rest of Canada grows softwoods. Oak, chestnut, gum, cypress, hickory and other hardwoods come principally from the United States, and mahogany from Mexico, the East and West Indies, Africa and other tropical countries. The United States in 1918 produced between six and seven billion feet of hardwood, and recent returns from Canada showed that in the year 1918 the total cut of hardwoods was 201,667,000 feet. Of this the greatest cut was birch, which, according to a compilation by the Department of Statistics, Forestry Branch, Ottawa, constituted 76,165,000 feet B.M. Maple came next with 47,884,000 feet, then followed basswood with 23,965,000 feet, elm, with 19,016,000 feet, poplar, 13,945,000 feet, beech, 8,321,000 feet, ash, 7,827,000 feet and other varieties much smaller.

The total cut of lumber in Canada—hardwoods and softwoods—in 1918 was 3,886,631,000 feet, of which the hardwoods formed, as already stated, 201,667,000 feet, the remainder, 3,684,965,000 feet being softwoods. It will thus be seen that the hardwood harvest in Canada is comparatively small, and more particularly so when compared with the six or seven billion feet cut in the United States.

Becoming More Difficult of Access.

Hardwood lumbering is a distinct branch of the lumber industry, both in method and in production. The hardwood stands of timber in Canada are being rapidly depleted and the source of supply constantly receding or becoming more and more distant from the market. The severe climatic conditions of the northern territory are not as conducive to as tall growth or thick stands as prevail in the south. The average production of hardwoods to the acre in the Dominion is between 4,000 feet and 5,000 feet or only about 25 per cent. of the yield in the south.

The rough nature of the country in addition makes lumbering operations difficult and expensive, and reduces the production, as modern available means such as logging, railways, etc., which are employed in many states of the Union are not economically feasible in Canada. The transporation problem necessitates that the mill must not be more than four or five miles from the cutting. Hardwood logs will not float for any length of time. The lumber has to be trucked or sledded, and we are now past the trucking period this season, and must use the sleds in a very short time. Hardwood trees must be felled in the Fall but not before September 1st, as if cut before this date the wood has a tendency to sour or spoil. The operator has from September 1st to the time when deep snow arrives to skid the logs, build the roads and bring them out to the main bush roads, then awaiting good snow roads to transport them to the mill or railway.

The lumberman to-day was up against high wages and lack of efficiency on the part of men, which increased manufacturing costs. The result had been that hardwood lumber had materially advanced in price during recent years, "but not as much," added Mr. Clark, "as the producers would like to see. All lumbermen are not millionaires, only the softwood men come in that class." (Laughter.) Recently an easterner made an inquiry regarding the price of a portable sawmill and was told that the figure was $1,500 f.o.b. Brantford. His observation was characteristic. "What in h—— would I be in the lumber business for if I had that amount?" he retorted.

The introduction of many new uses for hardwood lumber since the commencement of the war had resulted in the supply not satisfying the demand. Birch had been used extensively in rifle butts, while for propeller blades the woods used were birch, mahogany and walnut. The rims of trucks, framework, etc., were also built from these woods, while the rougher ends were employed in box-making for shells, cores, etc.

Heavy Requisition for Hardwoods.

Up to the present, the demand for hardwood lumber had been keen, but Mr. Clark naively added that "the hardwood men could take care of a little more business than was offering to-day." The automobile had revolutionized the hardwood lumber industry, and it was estimated that the annual consumption of hardwoods for the bodies and wheels of autos and motor trucks took about one-third the total production or two billion feet annually. Hardwood flooring and trim also required large quantities, and one of the first questions asked when purchasing a house is, "Has it hardwood floors and interior trim?" Gramophones also consumed huge supplies of hardwood, while far as transportation is concerned a traveller could sleep comfortably in a hardwood car in the winter time owing to the ability of the company to heat the coach properly which it was impossible to do with the steel car. In the summer time the hardwood coach was cool while one of steel construction seemed to generate heat.

"Why," concluded Mr. Clark. "Even the United Farmers of Ontario have to depend on the hardwood lumberman who steps in and furnishes the supplies of wood to manufacture the implements which cut the crop and thresh the grain."

The hardwood lumberman has his special place in the world and in future when buying furniture the speaker expressed the hope that his hearers would endeavor to purchase some pieces, at least, for their homes which were made of the product of the Canadian forests.

Not Enough Labor to Handle Lumber

The Official Bulletin of the National Hardwood Lumber Association in a recent issue says: "The demand on our Inspection Bureau has been unusually heavy during recent months as indicated by the reports of the total volume of work done each successive month and published in the concurrent numbers of the Official Bulletin, and there has been some delay which could not be avoided. Much of this delay is attributable to lack of co-operation on the part of buyers in furnishing necessary labor to handle lumber for the National Inspectors, and as this shortcoming extends in many sections to our members, it is urged that all members co-operate as far as possible with us in this direction and furnish labor to assist inspectors without unavoidable delay. Otherwise additional expense must be charged to the account of the member ordering the inspection."

The lumbering industry in Newfoundland will be carried on on a larger scale in that colony this year than ever before. Besides the large number of men which are being offered employment by the Grand Falls company and other large concerns lumber tracts are being opened in the vicinity of Grand Lake this fall. One hundred men are now employed and a new company lately organized is giving employment to about 400 additional men.

Record of Wooden Shingles as Roof Covering

Numerous Attempts Have Been Made to Eliminate Them but Investigations Show Good Shingles are not Fire Menace—They Have Stood the Test

By Frank L. Nash, Secretary of Shingle Agency of British Columbia.

Frank L. Nash, Vancouver, B. C.

At a recent meeting of the Ontario Fire Prevention League held in Toronto the first week in October, J. B. Laidlaw, manager of the Norwich Union Fire Insurance Society, addressed the league on the subject, "The Fire Menace of Wooden Shingles." At the conclusion of his remarks, he offered the following resolution:

"That the Ontario Fire Prevention League request the Legislature of Ontario to pass an act, to be of general applicatioon in every part of the Province, and with no exceptions, to prohibit the use of wooden shingles or other combustible material as a roof-covering on any building hereafter erected nearer than fifty feet to an existing structure, and to prohibit the extensive repair of any existing roof covering composed of wooden shingles."

This is just another instance of the many attempts by certain interests to eliminate the wooden shingle as a roof covering. In spite of this fact, the number of cities having anti-shingle ordinances throughout the United States and Canada remains about the same (as stated in Mr. Laidlaw's address as being 91, which is approximately correct), for as often as one city decides to experiment with an anti-shingle ordinance some other city will repeal one, which had formerly been passed, but that had not produced the desired results, that of reducing the fire losses.

Use Vertical Grain Shingles.

There are many cities that have passed anti-shingle ordinances only to repeal them at a later date. There is another class of cities that have investigated the question, and have passed common sense building codes, in which they permit of the use of vertical grain, or quarter sawed shingles, in which the shingles must be 5/2 inch in thickness at the butts. These shingles will lay flat on the roof, and will not curl up at the edges allowing places where inflammable material may accumulate. The fact is that such shingles are the only shingles that should be used for roofing, as they give better satisfaction and last longer.

The public is often willing to take for granted reports made as to the origin of fires without giving careful thought as to whether or not the case had been carefully diagnosed and the real cause found. This condition has been known to exist, and in many cases the shingle has been blamed in reports of fire causes as "Sparks on Shingle Roof" when the cause should have been reported as "Defective Flue," or as "Sparks from Chimney," which was due to the burning of soot in unclean chimneys.

Examination of the report of the State Fire Insurance Commissioner of Texas, dated February 14th, 1917, indicates that had the chimneys been properly constructed and cleaned, and buildings properly fire-stopped, the 1,568 "Unpreventable Fires" attributed to sparks on roofs would have been reduced to a minimum.

The National Board of Fire Underwriters, in their statement of fire losses in the United States for 1917, place the total at $231,628,040, and in 1918, $283,103,101, or a total loss in two years of $514,785,141, with a total of fires caused by sparks on roofs of only $13,682,423 for the two years, or a percentage of 2.66 per cent. which could not at least all be attributed to wooden shingles.

How Some Fires Are Originated.

Some of the worst conflagrations and heaviest losses have been in the fire-proof districts, as the National Fire Protective Association says in one of its publications, "It is the frequent conflagration in a business district where the commercial values are greater which make the fire tax in the United States so enormous," and in these congested districts wooden shingles are seldom found, and never recommended for such use. Take the much-talked of Atlanta, Ga., conflagration. This fire started in the business district, burned out to the residence district, and was stopped in a shingle roofed frame constructed house.

When an overwhelming majority of all large cities in the United States and Canada permit the use of wooden shingles within their corporate limits, outside of the congested districts, it is proof that the advantages of the wooden shingle roof in residence districts are still recognized. It is also proof that the general public desire an opportunity to make their own choice of the roofing material they shall use, for there are many well-advertised forms of roofing, claimed to be "fire-proof" or "fire-resistant." To the public these words are generally synonymous—that are very combustible.

A few years ago, an anti-shingle bill was introduced in the legislature of Texas, prohibiting the use of wooden shingles within the State. This bill was killed in committee simply in response to prompt public remonstrance. At the public hearing of the committee, the efforts to defend the bill were very feeble, and no minority report was made, which would seem to indicate lack of proof that wooden shingles are readily objectionable.

It is obvious from the above facts, and statistics show, notwithstanding statements to the contrary, that wooden shingles have contributed but a very small amount toward the spread of fire over large areas or that a roof of good shingles is a fire menace.

Too Many Cancellations by Dealers

"When business is dull or quiet there are always more or less complaints and cancellations of orders on the part of the retail lumbermen," remarked a Toronto wholesaler this week. "'I have heard of a number of cars being refused, particularly on western stock, which a few weeks ago would gladly have been accepted. Now some kicks are being raised on all sorts of things, such as not up to grade, wet stock, etc. I could not begin to tell you of all the excuses put forth for trying to reject car lots. Three months ago we never had a complaint to adjust and just why this condition of affairs has arisen it is difficult to explain in a satisfactory manner. The mills are not to blame. Insurance men will tell you that there are always more fires in nearly every community in times of depression than there are when business is humming and everything is brisk. Not that there is necessarily more incendiarism or deception but there is not the same protection and constant care exercised. Safety work is allowed to go lax and thus from spontaneous combustion, friction and other causes, fires break out.

Beavers Not Preparing for Hard Winter

With anthracite coal ranging from $20 a ton upwards, and scarce even at that price, it is cheering news the Indian prognosticators of the weather bring to the people of this North country, says a recent dispatch from Cobalt, Ont. The Indians say there will be an open winter. They base their predictions on the apparent indifference of the beaver to the coming cold blasts. This industrious animal, the Indians say, has not yet begun to build his winter quarters, contrary to his usual plans. Two years ago, when the winter weather in Northern Ontario was exceptionally mild, the beaver showed similar dilatoriness in the early part of the season.

However the trappers are taking the joy out of the pleasant anticipations of the Indians by declaring that coming winter will see heavy snowfalls. The trappers' guide to the weather conditions is the lively hornet. Many hornets' nests are in evidence, they say, and they regard this as a sign that there will be considerable snow.

It is stated that 850,000 feet is the present daily curtailment of the output of the mills on the mainland and Vancouver Island. It is also reported that at a meeting of the association recently a circular was issued requesting the mills in British Columbia to shut down for thirty days between now and January 1st, 1920. Matters are now declared to be in the worst position, so far as the lumber industry is concerned, that they have been for many years. Few orders are coming in and these, together with extremely high costs, make the mills more desirous of closing down rather than going ahead and piling up lumber under these conditions.

Want Definite Understanding on Car Weights

Wholesale Lumbermen Discuss Question and May Press Matter in Courts to Establish the Validity of Their Contentions and Protect Shippers

The Wholesale Lumber Dealers' Association resumed their monthly meetings on Friday, Oct. 15th, when a dinner was held at the Albany Club, Toronto, at which there was a large attendance, Mr. A. C. Manbert occupied the chair. In opening the meeting he referred to the pleasure which the executive of the association experienced in seeing so many members turn out for the first meeting of the season. He hoped that the coming season's work would be as satisfactory as the past season's, and thought that all members of the association would agree that they had made good progress, that their deliberations from time to time had been worth while and the time they had spent at the meetings of the association had been well spent. With the changed situation which had developed in the lumber business, he felt sure that they would find abundant reason for coming together and discussing their problems.

Mr. A. E. Eckardt, chairman of the Transportation Committee, made a report of the work of the committee in connection with the application to the Board of Railway Commissioners for Canada against many of the features of the new railway freight tariff contained in C.F.A. No.. 14, particularly those relating to the weighing of cars. The Board had given them a hearing on their application. Proceedings had not gone very far before the chairman recognized that the matters complained about were of tremendous importance and that he preferred the hearing to take place before a full meeting of the Board.

The Chairman of the Board then adjourned the case and recommended that the Railway Companies and the lumbermen should get together for a conference.. A conference had been held, and Mr.. Eckardt had not been present at it he asked Mr. A. E. Clark for a report of its proceedings.

The Minimum Car Weight Question.

Mr. Clark stated the chief matter laid before the conference by the lumbermen had been their claim that the railway companies should accept payment upon the minimum weight of a car when it had passed a scaling point and had not been weighed.. The representatives of the Railways had replied that according to the Railway Act this would be illegal as they were not permitted to haul anything for which they were not paid. Mr. G. C. Ransome, Chairman of the Canadian Freight Association, had said that the railway companies would like the lumber shippers to report to the freight traffic managers all cases in which cars had not been weighed, as they were endeavoring to check up this matter and give the shippers better service.. This, Mr. Clark said, was not getting very far as they did not place much faith in the promises of the Railway Companies in such matters. .

Then the conference had taken up the matter of estimated weights for lumber. In connection with hardwoods, the railway representatives present had agreed to accept several reductions in weight which were suggested by Mr. Clark. In spite of this, a few days ago, Mr. Clark had presented a claim based on one of these changes and had received a reply that C.F.A. No. 14 contained the weights that would apply and his claim was refused. He was not through with the matter, however, and would press it further.

Mr. Clark then read a letter written by Mr. Ransome to the secretary of the Wholesale Lumber Dealers Association, in which Mr. Ransome stated that the railway companies had given consideration to the estimated weights on white pine, red pine, hemlock, tamarac, spruce and slabs and had come to the conclusion that the weights provided in C.F.A. No. 14 were reasonable and should not be changed. Mr.. Ransome stated further in his letter that if the members of the association thought the weights were too high the railway companies would agree to joining with the lumbermen in making tests at any convenient point.

Mr. Clark concluded by stating that the members of the Transportation Committee considered that up to date the results of the hearing and the conference had been anything but satisfactory, and it had been thought advisable to lay the whole matter before the association again for discussion.

Shipper Has to Bear all the Onus.

Mr. A. C. Manbert amplified some of the remarks of Mr. Clark and Mr. Eckardt. He stated that it had seemed to the committee that the onus of the whole matter was placed to-day upon the shipper and that the railway companies were bearing no part of it. If bills were incorrectly made out, the shippers had to pay them and make claim for a refund, but if errors were made in overcharges it was very seldom, if ever, that the matter was brought to their attention by the railway companies. A number of things operated to their disadvantage particularly, because of the fact that they sold material at delivered prices. The customer generally paid the freight and was quite unmindful of the desirability of a close scrutiny of the bill. In many cases, the customer was unfamiliar with what the rate or the general conditions should be. Bills requiring correction were coming back to the wholesalers from time to time and at a considerable lapse of time from the date of their payment. It has occurred to them that the railways should bear a portion of this responsibility and should be penalized when they were at fault thus giving them a distinct interest in having their bills correctly made out. Therefore they had proposed that where a car passed a scaling point, and was not weighed, the railway companies accept payment of the minimum for the car.

Want Actual—Not Estimated Weights.

The representatives of the railway companies, at the conference, had taken the position that they were operating under orders of the Board of Railway Commissioners, and that C.F.A. No. 14 was all a matter of orders of the Board. They said that they could not and would not consider any of the suggestions which the lumbermen had made. They would be glad to meet with the representatives of the lumbermen and to receive any suggestions the lumbermen had to make. If the lumbermen reported any glaring errors they would be glad to do what they could to improve the personnel of their service, but beyond that they would do nothing.

The only point brought up which they had been prepared to consider was that of estimated weights and their conclusions on this point had now been laid before the association in Mr. Ransome's letter. They were prepared to meet the lumbermen at any point, they said, so as to make tests of weights. This was an almost impossible proposition and unfair to both sides. The only way to arrive at fair estimated weights would be by some method of experience and records which would show what are the facts. It would also be very unfair at this partincular time of year, when dry lumber was practically non-existent, to attempt, even on the basis of experience of the past six months, to arrive at a decision as to what dry lumber presumably should weigh. They had also pointed out to the railway representatives that lumber to-day was manufactured thinner than it used to be and that it was edged more closely, which made a considerable difference in the weights. In short, they had told the railways that they wanted actual weights. not estimated weights, and if they had to use estimated weights they wanted them low enough so that the shippers should not be unfairly penalized.

Mr.. W. J. Lovering, Mr. G. H. Long, Mr. J. L. Campbell and several other members took part in the discussion which followed and all expressed a belief that the association should proceed with the matter to the end.

Make a Test Case in the Courts.

Mr. A. E. Eckardt said that he believed they could easily upset the claim of the railway companies that it would be illegal for them to accept payment on the minimum weight. If they were going into the matter of revising the estimated weights, his company could furnish records on a hundred cars of dry white pine and a hundred cars of dry hemlock shipped before the war, and he thought other companies could do the same in connection with other kinds of lumber. He suggested that the association put a test case in the courts for decision.

At the conclusion of the discussion, it was moved by Mr. W. J. Lovering, seconded by Mr. J. McBean, and carried that this matter should be proceeded with by the Transporation Committee to a conclusion.

Mr. A. E. Eckardt, in order to illustrate the advisability of carrying such matters to a finish,reported that he had recently complained to Sir Geo. E. Foster that Ontario exporters of lumber were discriminated against by the steamship companies who would only quote them space on the basis of the hundred pounds, whereas Que-

bec exporters were given a rate based upon the standard which worked out much cheaper. Sir George Foster had laid the matter before the steamship companies, and for a time it had looked as though nothing could be done.. Persistence prevailed, however. and he had recently received advices from all the steamship companies that the Ontario and Quebec exporters would be treated alike in the future.

Other matters of importance were discussed, including the telephone companys' application for increased rates, and the increased freight rates. It was moved by Mr.. Lovering, seconded by Mr. Cates, and carried that the transporation committee should consider the matter of the increased freight rates and be prepared to bring forward a plan at the next meeting of the association for dealing with the matter in co-operation with other associations.

The meeting then adjourned.

Kipawa Plant Has Abundant Wood

The output of the Kipawa plant of the Riordon Co., which is located at Temiskaming, Ont., will be increased within the next few days by fifty tons a day, making production two hundred tons. It is expected that within the next year the tonnage will be augmented to 300 daily. This increased production will make a total for the far northern mill of over 90,000 tons a year, and bring the total output of the three mills of the company up from 100,000 tons a year to 190,000.

The digesters will be increased from five to fifteen at the Kipawa plant, and the boiler capacity will be doubled. For the time being the company will be able to get along with its present amount of power, 7,000 h,p., if the bleaching plant is given up temporarily, as the electrolytic process used consumes enormous quantities of electric power. It will not be long, however, before the generation of power at the Kipawa mill will run to 15,000 h.p., out of a capacity of developed and undeveloped 30,000 to 40,000 h.p.

So far the Riordon Company has not been called on to utilize the new Edwards and Gilmour and Hughson limits for any of their mills. The limits at Kipawa, some 2,000 square miles, north of Lake Temiskaming, that are owned outright by the company, and some 20.000 square miles back of the mill property, as yet hardly touched, but on which cutting rights could be secured, will be ample for the Kipawa mill.

Newsy Jottings From the Busy East

Word was received recently by the Provincial forester of the death by drowning of F. C. Kenny of Glassville, N. B. He was employed with a party engaged in timber cruising on the headwaters of the Miramichi.

The Pejepscot Paper Company, which owns timber limits in St John County, and mills at Great Salmon river, has ordered constructed two barges which will have keels ninety-eight feet in length, and carrying a capacity of two hundred cords of pulp wood.. The barges will be used in towing the pulp wood from Great Salmon river. They are to be built at Stockson, Me.

Word has been received in St. John of the death of Allston Cushing in Boston, Mass. He was at one time well known in lumber circles in New Brunswick and was a son of the late Andrew Cushing. When a young man he went to Salisbury, N. B., where he engaged in the lumber industry. Later he came to St. John and on the death of his father operated their mill at Union Point. His wife, who pre-deceased him, was a daughter of the late E. G. Dunn, also at one time prominent in the lumber business here.

The water in the St. John river has been exceptionally high this month and as a result all kinds of trouble has been experienced at the booms. The St. John River Log Driving Company had to extend additional booms to their rafting ground at Douglas, N. B. In other sections strenuous efforts were made to cope with conditions. At the Fredericton booms some joints of the Nashwaak Pulp & Paper Company's logs were carried away, over 250,000 feet of logs owned by Stanley Scott, from Gordon C. Scott's new mill, and between 390 and 400,000 feet of logs from Stanley Douglas' mill at South Devon.

Pulpwood is to be carried from the port of St. John to ports along the United States coast by large steamers in future according to a recent announcement. The Canadian Government steamer Merchant Marine is enroute to this port to load pulpwood for Portland, Me. This makes a new departure in regard to pulp exports from here. This is said to be a result of the increased railway freight rates. The shipping of pulp wood to the United States by water has been going on considerably of late from ports along the north shore of the province. This will cease when ice forms, so that it is not unlikely that a large amount will be diverted to St. John for shipment.

One of the biggest lumber deals put through in the Maritime Provinces in late years was recently consumated when the St. George Pulp & Paper Company's property in St. George and along the Magaguadavic river and tributaries was purchased by the Press Publishing Company of New York City. The purchase price of the entire proporety including mills, is understood to be in excess of $1,000,000. The transfer includes 105,000 acres of wood lands. It was ratified legally in New Brunswick at a special meeting of stockholders, which was held in St. John recently. The Press Publishing Company bought the South Norfolk property some time ago. The purchase of this vast property is expected to mean a renewal of activity at St. George, and it is said that additions will be made to the plant.

British Capitalists Buy Chew Holdings

G. Mason & Co., Limited, manufacturers, buyers and exporters of white pine and maple, of Manchester, England, and Midland, Ontario, have purchased the sawmills and lumbering interests of Manley Chew, situated at Midland and at Thunder Bay. The limits are on Beckwith and Hope Islands and also cover five townships north of Massey Bay. The purchasers have assumed control of the logging interests but Mr. Chew will finish his present contracts at the Midland mill.

Major G. L. Main, late of Galt, Ont., will have charge of the entire operations for G. Mason & Co., who last spring purchased several million feet of white pine from Manley Chew, who is one of the biggest individual operators in Canada. The mill, which has just changed hands, is one of the fastest and best-equipped in the Dominion. In dimensions, it is 65 x 125 feet wth cement boiler house 44 x 46 feet.

Manley Chew, Midland, Ont.

The sawing equipment consists of two double-cutting band saws, two gang edgers, lath and picket machines and all the other accessories of an up-to-date mill. The capacity of the plant is one quarter of a million feet every twenty-four hours, or, more properly speaking, every day, with two shifts of ten hours each. The lumber cut is principally white pine, there being a small percentage of hardwoods. The yard capacity is exceptionally large and there is piling ground for 20,000,000 feet of lumber, with 5,000 feet of track. The dock for water shipment will hold about 5,000,000 feet of lumber and 3,000,000 pieces of lath, and has a depth of 14 feet to 30 feet.

The mill at Midland was built in 1899 by George Chew & Sons, the company being composed of the late George Chew and his sons, A. G. Chew and Manley Chew. The latter has been the sole owner and manager for eighteen years, and is widely known, not only in lumber circles, but also in the political arena, having sat for some years as the Liberal member for Simcoe in the Federal House.

It is understood that Mr. Chew retains his interest in Chew Bros., which firm formerly consisted of George Chew (father of Manley Chew) and his brother, Thomas Chew. They dissolved partnership some years ago and the firm is now composed of Ed. Letherby and Manley Chew. Mr. Letherby has been with the concern since 1885 and is now the manager of Chew Bros.

It is currently reported that the amount of money involved in the purchase of Manley Chew's mills and extensive limits is in the vicinity of $2,000,000.

How Lumber Cut is Shaping for Coming Year

While Production is Being Curtailed in Some Districts Reports from Others Show That Wood Operations are Proceeding on Fairly Large Scale

In times when trade is quiet and the outlook uncertain, various rumors are set afloat. Although these are frequently of a misleading and exaggerated character, they are given credence; in fact, as they circulate they are often made to fit in with the particular view, outlook or disposition of the one who gives utterance to them.

There have been numerous reports, both in the press and by word of mouth, that the cut of lumber owing to the rather precarious demand would be greatly diminished this season, that some logging companies would not put men in the woods and that the lumber business was rapidly on the road to extinction. Listening to some of these rumors one would think that woods' operation, driving, towing, hauling and sorting logs, would soon become a lost art and that in the lumber districts which have hitherto teemed with activity, there would be only the evidence of idle plants or bygone operations.

In an endeavor to present the true state of affairs in eastern Canada and to show to what extent these reports have been colored, the "Canada Lumberman" has secured first-hand information from representative companies in many sections. These show that while the cut will be less in some districts, especially in the east, yet on the whole, production in Ontario during the coming winter will be pretty well up to the past season. It is a little early yet for some firms to speak authoritatively.

The general opinion is that there will be no immediate reduction in the cost of operation; in fact, in some instances it will be higher. The lumber business is not in the unstable condition that certain interests represent it to be. On the whole the outlook is not forbidding and there is a firm conviction in the ranks by those, who have given the future situation the closest study and the most earnest thought, that a good demand for lumber will set in at the beginning of 1921 and industrial activity will once more manifest itself; that housing campaigns and construction undertakings will proceed on a larger scale than ever, that prices will be more stabilized and things generally on a more even keel than they have been since the war.

With respect to the labor situation, general cost of supplies, number of camps in operation and stock of lumber on hand, etc., the following opinions from progressive firms will afford the reader some definite knowledge on these points and will be followed with interest.

Labor Shortage in Ottawa District.

James Davidson's Sons, Ottawa, Ont.—In reference to the lumber situation in general at the present time we are conducting—the same as last year—two camps on our limits with 100 men in each camp. We might add in this respect that we are having great difficulty in securing help for the woods, as there seems to be a shortage of bushmen in Ottawa at the present time. We have more help than we require in our factory here, and outside of our door department, the factory is quiet,—even more quiet than it was this time last year. In regard to the stock we have on hand at our sawmill at Davidson, Que., we have only about 60% of what we had a year ago. The wages that we paid in the bush last year were from $55.00 to $65.00 per month, and this year we are paying from $65.00 to $85.00,—making an increase of an average of $20.00 per month. The supplies that we require for the bush are also up in price, although we expect this matter will right itself shortly. Taking everything into consideration, we feel that we are going to have a very quiet winter both in the lumber end of our business and in the manufacturing end. Nevertheless, we are going ahead with our woods operations and expect to cut as much lumber as we did a year ago—which was in the neighborhood of 8,000,000 feet.

Receiving Many Inquiries for Lumber.

The Mageau Lumber Co., Field, Ont.—We find men a great deal less efficient and more restless than last year with an increase of wages varying from five to ten dollars per month. The cost of provisions in general is somewhat higher and we believe that it will cost about five dollars per thousand feet more to get logs out this year than last. As far as we are concerned, on account of the lack of water we were unable to get all our logs out this year, leaving 60,000 in the water at the head of our creek. This reduced our output to two million feet B. M. instead of six million and a half, and consequently our operations this winter will have to be curtailed. We will not cut more than fifty thousand logs. Even at that we are finding much difficulty in getting the men to do that much, as we have had a camp opened since early September and have only twenty men in it. As far as the demand is concerned, we have had more enquiries in the last six months than ever before. This may not be due to there being a greater demand for lumber, but might be due to the fact that our name is becoming better known to the buying public.

Wages High and More "Jumpers."

The Pembroke Lumber Co., Pembroke, Ont.—We are only operating five camps this year as compared with six last season. The crews at the present time are about two-thirds of the required number, and they are filling up very slowly. Labor is scarce and the grade is very poor. In fact, we have never experienced a year similar to this one as regards jumpers. Wages are from $10.00 to $15.00 a month higher, and camp supplies are still advancing over last year's prices, with the probable exception of oats. Our stock of lumber on hand at present is very small, and will no doubt be entirely used up before the end of the present year.

Will Not Operate Heavily.

W. J. Bell, of Sudbury, Ont., general manager of the Spanish River Lumber Co., says.—We are not operating heavily this season, having only five camps. We are also cutting down the number of men to a camp. The labor market seems to be a little easier the past few days, but so far, the efficiency is just as low as it has been. Wages are about $20.00 higher than last year, running from $75 to $85 per month, and board. Supplies put in the woods last winter for this year's operation, were bought at pretty nearly the peak. Just at present most lines can be bought considerably cheaper. Our stock of lumber is practically disposed of, and we have on dock and in the yards at our mills about 60% of what we had this time last year. Our customers have moved the lumber this year as soon as it was in condition to ship.

Big Reduction in Huntsville District.

The Bethune Pulp and Lumber Co., Huntsville, Ont.—Reports are well founded that there will be a big reduction in the cut of logs taken out this coming winter. In our own case operations and those of our neighborhood will be curtailed considerably. With the uncertain demand and operating costs higher than ever before in the history of the lumber trade, it would, indeed, take a very optimistic turn of mind to go ahead and try and increase production in view of present and possible future conditions. Wages are 20% higher and no more efficient. The only supplies that are at all cheaper are oats and potatoes. We have about 50% of our 1920 cut unsold, and some sold that is unshipped, but this is mostly of late sawing. Softwoods have been affected by the cheap southern pine being dumped into Canada at very much lower prices than are obtained in the U. S. markets. We cannot meet this competition at the present high producing costs, and rather than go ahead under the present conditions we have decided to let our timber grow until times are more normal.

North Shore Cut Will Be Less.

The C. Beck Mfg. Co., Penetanguishene, Ont.—The coming lumbe cut on the North Shore is much less this year than last. There is a great scarcity of labor, and all the different firms we know of, are reducing their number of camps considerably. Our reduction is 25% in the number of camps, and up to date, we have not been one-half filled up, and as to what the outcome will be in cut, we do not know what to say at the present time. It may be depreciated 50% on account of not getting the required number of men in each camp. The cost of feeding our men is a little higher, and the feed of teams is about the same. A considerable proportion of our stuff had to be put in last winter, and it possibly will be just as high again. We understand that a great many others are finding the same conditions ruling in their operations.

Believe Prices Are Bound to Advance.

The Colonial Lumber Co., Pembroke, Ont.—We are operating the same number of camps as last season, but the labor supply, although very short a year ago, is worse this year, with the result that the log output in the Ottawa valley will probably be very much less than last year. Wages for bushmen are higher than a year ago, and in many cases supplies are selling at higher prices. All our lumber in

Scene at the foot of the "pot hole grade" in logging operations of the Eastern Lands Department, Canadian National Railways in Northern Ontario

this season's cut has been sold, and is moving out freely. A considerable quantity has been shipped green from the saw. The quantity of lumber stored in manufacturers' yards is, we believe, very much less than last year, and owing to the rates of wages being paid, cost of supplies, etc., we cannot but feel that prices for lumber such as we manufacture, namely, white and red pine, are bound to advance.

General Costs Will Be Higher.

The Fraser Companies, Edmundston, N.B.—We do not propose cutting as many logs this year as last year. We have hardly any men in the woods yet and cannot tell how plentiful help will be. We think that the wages and general cost of supply will be higher than last year.

Their Cut Will Be Normal.

The Keewatin Lumber Co., Keewatin, Ont.—We expect to put in about the same quantity of logs as we did last year. Labor is a little more plentiful than it was last year, but wages are about 10% higher. The cost of supplies will be from 10 to 15% higher on an average. We expect that the efficiency of our labor will be better than last year, although we cannot tell as yet. We have about the same amount of sawed lumber on hand as we did at this time last year.

Will Get Out Same Quantity.

The Belgo-Canadian Pulp and Paper Co., Shawinigan Falls, Que.—We will have this winter about the same quantity of camps as last year and also about the same number of men. The wages of the lumbermen are from 10 to 15% higher than last year and the efficiency is not as good as some years ago. We may add that the men do only two-thirds of the work they did before the war. The prices for supplies are about the same as last winter.

The Fletcher Corporation, Sherbrooke, Que.—For the past couple of seasons we have not been operating in Canada and are not this year; therefore, we are not in a position to give you any information that would be of much service. We might say, however, that in our operations in Maine there seems to be a fair supply of labor with wages about the same as last year, and we are getting out our estimated and planned for cut.

Labor is Still High in Price.

The Louise Lumber Co., Quebec.—We are cutting only about 40% of what we did last year and what camps we are operating are with small crews. Labor is high priced and unreliable. Wages are higher than last year in some districts; in fact, jobbers are asking $2.00 to $3.00 more per M. feet than last year. The scarcity of help we attribute to the large quantities of pulp wood being cut and the high prices being paid for doing this work. Provisions on the whole will cost about the same as last year. Our stock of lumber on hand unsold at the present time is only about 50% of what it was a year ago.

The New Ontario Colonization Co. of Buffalo, N.Y., and Jacksonboro, Ont.—It is our intention to log throughout the fall and winter in our small way, and it will be our policy to purchase what logs are offered us, providing we can afford to pay the price. Labor with us is very scarce, high-priced, and inefficient. We had hoped that labor conditions would ease off some, but not as yet, nor can we see any real improvement in the near future. We are running two camps and are ready to take on bushmen at both. Our mills are running and labor conditions at the mills are more favorable than in the woods. We will put out this year about the same amount of lumber and rossed pulpwood that we did last year, and we have about the same amount of stock on hand in pile that we had a year ago. We are having fair demand for our products and are moving them out about as fast as we can secure cars and the labor to load. The outlook for the future to our way of thinking might be far worse than it is.

Will Cut Four Million Less.

The Fassett Lumber Co., Fassett, Que.—We have now as many camps as we had last season, but we will not cut as many logs. The amount will be about four million feet less. The reason we are curtailing our cut is that we have at present a large quantity of logs on hand, and by reducing our cut to this extent, we figure that we will have ample for our requirements for another year. As regards cost, we are not in a position to go into this, as we contract each year to one contractor. We are obliged to augment our price this year to the extent of 30% over last year, due to the increased price of labor and supplies. Men are not plentiful, and as far as efficiency goes, it is even worse than last year, and for this year we do not look for any better conditions with respect to labor.

Why the Cut Will Be Reduced.

Cedar Products, Amherst, N.S.—It looks like as if the lumber cut in the Maritime provinces would be less than last year's operations. Tight money and an uncertain market will be strong factors in reducing the output. Wages generally are lower and with the surplus labor in sight, men will naturally be more efficient.

J. B. Snowball Co., Chatham, N.B.—Very few parties have so far gone into the woods here while at this time last year every lumberman was in to the full limit of his capacity. We had at this season last year contracted for twenty-six millions. We are not contracting for any logs at all but are running one camp of our own to keep our horses employed during the winter and will probably get out about three millions. As far as we can find out operations will be cut about 50% as an average. There is quite a lot of pulpwood being taken out but this may stop by the first of the year as, we understand contracts are all made contingent on delivery not later than January 1st. As far as wages are concerned, men are still asking last year's wages, but the operators are refusing to pay. Last year men were paid $85. One operator advised us that he is paying $75 to good men and as low as $40. There is no change yet in the cost of supplies.

Charles H. Nadeau, Port Daniel East, Quebec.—From information that I have, I understand very little lumbering will be done, and for my part I only intend cutting a very small amount of what we did last year as the present prices would not leave any profits whatever. At present wages are higher than they were at this period in 1919, and as for supplies, etc., I find little difference in prices yet, although later on in the season they no doubt will be lower, but it would be of no benefit to a lumber operation.

Enough Lumber Already Produced.

The Eagle Lumber Co., Montreal.—We are not conducting any bush operations this year. We have nearly all our cut of 1920 unsold and consider it unwise to increase our stock at actual cost of production which is still greater this year than last year. We believe there is enough lumber already manufactured to supply one good year's consumption. With the coming cut, if it is near the average, the market will be overstocked, and prices of lumber will follow those of shingles and lath. Those who are so enthusiastic, as to go ahead and produce abundantly, while they are unable to find buyers for the stock they actually have, at a price which would cover costs,—well, that is their affair—not ours.

Very Little Done in the Camps.

George Burchill & Sons, South Nelson, Miramichi, N.B.—The present outlook is that the lumber cut this year in this vicinity will be not more than 50% of normal. Very little has been done as yet and the season is now pretty well advanced. The mills are still running in this section and as long as outside employment continues fairly plentiful, men do not care to go to the woods. It may be, that later labor for woods will be a little more plentiful. So far as supplies are concerned, we do not think, on an average, the cost will be much less than last year. Owing to the failure of the British Admiralty to remove purchased stocks, mill yards in this vicinity are very much congested, and the outlook, generally, is far from encouraging. Most operators, we think, will confine their operations to sufficient to keep their organization together.

Will Be Large Pulpwood Cut.

W. S. Loggie Co., Chatham, N.B.—We would say that in our opinion the cut of logs in the Maritime provinces this winter will be less than an average one and will not be more than 50% of last year's cut. We think there will be sufficient labor available and that it

will be efficient. Should there be any change in wages we think the same will be lower than last year's, but not to any great extent. The cost of supplies will be considerably below last season's. During the present fall and coming winter there will be a large cut of pulp wood, which will use a considerable portion of the labor which will not be needed for ordinary logging operations this winter.

Alfred McDonald Lumber Co., Peterborough, Ont.—Briefly, we find conditions as follows: Labor, fairly plentiful but poor; wages, same as last year; supplies, practically same as 1919; stocks, a little heavier than a year ago. We expect to bring out a quantity equal to about two-thirds of last year's cut.

Logging Costs Fifteen Per Cent. Higher.

William Milne & Son, of North Bay, Ont.—We are endeavoring to take out about the same quantity of logs as last year. We are having considerable difficulty in securing efficient lumbermen or, in fact, any class of men for the woods, but think the situation will improve when the fall work on the farms is finished. Wages is about $10.00 per month higher than last season, and labor is not as efficient. The supplies will average more than last season, and we think that logging costs of our lumber is practically all sold, and about 60% of it is shipped out. We expect to have our lumber all shipped out before next season begins.

Chew Bros., of Midland, Ont.—We operated three camps and had one jobber last season and we have three camps and three jobbers this season, for which we require 350 to 400 men. Owing to our inability to get the right class of men we have only been able to secure about 200 men thus far. We find it difficult to secure the necessary men possessing the standard of efficiency required. This condition appears general. We are paying a somewhat higher average of wages than last year. We sold our current season's cut of lumber and our customers have been shipping quite freely. Over one-third of the cut has already been shipped with considerable orders on file for shipment. We find it necessary to operate to the extent that we are doing to maintain our organization and keep our plant in operation during the sawing season.

A large Quebec pulp company, which also conducts lumbering operations says:

This winter operation will be about half of last year, as we have stock of logs in advance for next summer operation. The situation sighted is rather slow, but seems to improve mostly for lower grades of lumber, but is still lonesome for high grades. Wages and cost of supply are about 15 per cent. higher than last year, so, that, we do not see the way very clear for next summer operation.

Dropping Production of Soft Wood.

Clarke Bros., Bear River, N. S.—While it is a bit early to decide definitely what the next season may develop, there is a general tendency at the present time to restrict production, due to existing market conditions. So far as we are personally concerned, we have dropped very largely the manufacture of soft woods, into hardwoods, but our operation will be about on the usual scale. We will probably cut from two to two and a half million annually. The labor market is showing signs of improvement, men are more plentiful, wages are not higher than last winter, and more frequent inquiries for work are being received than for the past three years. The question of supplies will vary little from the winter of 1920, although we think any change will likely be to lower levels. We have absolutely nothing on hand unsold at the present time, and have never known stocks in the Western part of Nova Scotia, so small as at present.

Cost of Logging Higher Than Ever.

The Conger Lumber Co., Parry Sound, Ont.—We expect to take out the same quantity of pine and hemlock as we did last season, but, in the aggregate this will be small compared with what we took out in former years. We find it very difficult to get competent men for our woods operations this fall and as they are being paid higher wages than heretofore, it is going to make the cost of logging more excessive than ever. Supplies have been quite as high, if not higher, than they were a year ago. From reports we hear all lumber companies are having difficulty in securing competent men for their logging camps and it, therefore, looks to us as though the input of logs during this fall and winter will be smaller than ever.

Only Half as Many Men.

The Dennis-Canadian Co., Whitney, Ont.—We have the same number of camps in as we had last season but only half the number of men, as they are coming in very slowly. Wages are about 15 per cent. higher than last season while supplies are much the same as they were. The outlook is not at all promising for the manufacturer. The cost for getting out logs is five times what it was five years ago. Wages and supplies have advanced about 150 per cent. while the output has fallen off 50 per cent. This looks like an extravagant statement but we know it to be so in our case and think that we are no exception to the rule. Our output will likely be less than last season.

Lumber Prices Higher Next Spring.

Brompton Lumber & Mfg. Co., Bromptonville, Que.—Our camps are running about 60 per cent. of normal, due to the lack of labor, and this will reduce our cut proportionately. With reference to the present uneasiness which the alarmist is spreading throughout the country with regard to lumber prices and the anticipated decline of same in the near future, we beg to say that we cannot see how this can happen, since this year's cost of log making is much more than last year, and naturally following the basis of cost of production, lumber cannot be lower than it is now; and if business picks up the least bit on the American side, we will see higher lumber prices next Spring and Summer, than we did this year. We know some of our lumber friends who intended to cut saw logs this winter, are now cutting pulpwood, which is bringing handsome prices, and for which there is a great demand. If this policy is followed throughout the country in the same proportion as it is in our section it will cause a good decrease in the next year's output of sawn lumber; and when the old law of supply and demand is applied, one will find out that sawn lumber will be below the demand, and, therefore, prices will rise.

Small Cut on the Upper St. John.

Murray & Gregory, St. John, N. B.—The cut of logs in this section of the country will certainly be very much reduced. On the upper St. John, where in the past year there was a large cut of logs, this year there will not be 25 per cent. of the previous year's cut. As far as we are concerned, we shall cut less than one-half of the quantity of logs that we did in 1919-20. The general situation does not warrant us to cut any logs, but what shall be necessary to keep a very small organization together. There are no inducements for operators to go into the woods this winter. Prices at the present moment show absolutely no profit, in fact, there can be no sales made at any price, as both English and American brokers refuse to buy even at less than production cost. Labor certainly will be more plentiful in this section of the country than a year ago, and at the present time more men are offering themselves for the woods than at any time in the last five years. At the present moment men are asking the same wages as a year ago, but no operator is taking them on, unless they wish to go at in the vicinity of $50.00 a month and found. The general costs of supplies at the moment are a shade higher than a year ago, but reductions are being made from week to week, and the operators are only buying from hand to mouth, and camp supplies will certainly be worth considerably less than at the present time. Hay and oats are now showing considerable weakness, and general supplies are on the downward trend. The stocks at the mills are pretty heavy, and production costs during the past year have been higher than ever, but the majority of mills in the district have sold these goods for the past season. Much stock is in the hands of brokers, strong financially, who will not sacrifice them. So that, with the reduced cut all over this country, as well as in Maine and New England in general, there should be a steadying of prices towards spring.

Will Cut About Same Quantity.

The Hocken Lumber Co., of Toronto, whose mills are located at West River, are operating three camps this year, and along with the logs which they have on hand, they will have equally as large a cut next season as during the present one. Due to the dry spell last spring, it was impossble for a good many of the lumbermen of the North shore to get down all ther logs to the mills, and quantities were "hung up" at various points. The Hocken Lumber Co. finds that labor is still scarce and inefficient. Wages are a little higher than last year but may drop about Christmas time. The expense of running a camp, notwithstanding the reductions in the prices of potatoes, sugar, oats and other commodities, will be about the same as last season, as the effect of the decrease will not be felt for several weeks yet owing to the large amount of goods in hand and already contracted for.

No Decrease in Quantity Sawn.

Graves, Bigwood & Co., Toronto and Byng Inlet, have the same number of camps as last season and have a large quantity of logs on hand which, along with those cut in the bush, will make their production next year equally as large as for the season just closing. Labor is a little more plentiful than it was some time ago, and men in the camps less restless. Wages are running from $70 to $75 in the bush and other supplies about the same. Mr. W. E. Bigwood states that, although there may not be as many men or as many camps in the Sudbury district this season as last winter,

still the cut along the north shore during 1921 will be equally as heavy as that during 1920 by reason of the fact that many logs were held up owing to low water, dry weather, etc.

G. A. Grier & Sons, Montreal.—As far as we can find out, stocks of lumber do not appear to be at all excessive. Certain desirable sizes and grades in spruce and white pine seem to be very closely sold up even at the present time and this along with the poor demand which has prevailed for some weeks. There is, of course, accumulating a fair surplus of undesirable sizes, which is always the case under conditions such as those now prevalent. We have not operated any camps ourselves for some years. We are advised by our travellers that many of the small mills are finding it rather difficult to finance their winter's operations, and, on account of the tightness of money, some of these smaller manufacturers will not be able to take out any logs this winter. If this is the case to any great extent, it should serve to reduce next year's output of lumber very considerably.

The Shives Lumber Co. of Campbellton, N. B.—In keeping with all the other operators here we do not expect to get out the present logging season over one-third of the logs we got last year. Labor is very scarce with us, and through the pulp mills up west coming here and combing our labor all the time and continually offering them more wages, they are going from here, and as a result we do not have men to run our mills or even to supply our operations on the basis of the proposed production. So far as logging supplies go, while some of them this season are costing us less than last year, others are costing a great deal more, and altogether we figure that the logs delivered into the booms next season will be even more expensive than they were the past spring. We have heavy stocks everywhere, as while we have sold considerable, the transportation problem has been acute with us for many months, and through scarcity of cars we have been unable to ship anything like the wood goods we otherwise could have done, and as a result we are now getting cancellations every mail and altogether the situation with us is very bad indeed.

The Victoria Harbor Lumber Co., Victoria Harbor, Ont., are operating three camps this season compared with five last winter. The company state that their cut of lumber next year will, however, be equally as large as during the season just closing as they bought a considerable quantity of logs which, added to those that the firm themselves will take out, will give them a full quota. Wages are a little stiffer than last year and also expenses of camp equipment and maintainance. The supply of labor is better than it was a year ago and conditions are steadier among the men.

Percy Herron, Burwash, Ont., reports that his mill is still running, and he expects to be able to cut until well into next month. Mr. Herron will take out a little larger quantity of timber this coming winter than last and has four camps in operation. He has closed contracts for a large portion of next season's cut.

"Planning Service" for Home Builders

But some one awoke one day to the fact that women are the real home builders; that they are the "instigators" of new floors, built-in book cases and other things made of the products sold by the retail lumberman. And so, with amazing rapidity, there spread the propaganda of "Home-Building Service," which, reduced to its lowest terms, meant reaching the real ultimate consumer, the "lady of the house."

A man out in Kansas—D. J. Fair, a retailer of Sterling—was one of the first to see the light and one who not only brushed up his lumber yard but went farther and installed what he called a "planning service," designed to reach the prospective builder of homes and also those who wished to remodel old homes.

Mr. Fair became a prophet of the new deal and went about among his fellow retailers at conventions all over the land, and preached to them the gospel of "service" in general and the "planning service" in particular.

The average home-owner builds but one home in a lifetime," said Mr. Fair, "and it's up to the lumberman to help him build it right." So he went to work with that idea in his head and proceeded to show the farmer and small-town home-owner how to "build it right."

"You can't blame him if he follows false gods and is attracted by the pictures in the catalogues," he said—and put up photographs of the houses he had furnished the lumber for and the floor plans, and on them he tacked the bill of materials.

It's just as true of homes as it is of millinery that the attractive design is selected because it pleases the eye," was another of the axioms he fired at his fellow retailers—and he put up beautiful water color paintings of bungalows and farm houses with trees and flower gardens in full bloom, and showed his customers how they could get such a home.

"I would have the floors scrubbed and the windows washed and the ice and bacon and eggs in the ice-box when the key is delivered," he finished—and his fellow lumbermen sat up and took notice. He hasn't got that far yet, but he will.

"Selling the home complete" became a slogan among the retailers and the "planning service" became a new gospel. Adolph Pfund, secretary of one of the big retail associations, seized upon the idea and instituted a planning service for the members of his association, thereby making it possible for the smallest dealer in the most remote town of his territory to have a complete, up-to-date sales-pulling service.

Among the first to adopt this scheme and to install a planning service was George La Pointe, Jr., manager of the O. & N. Lumber Company, of Menomonie, Wis., and of the La Pointe Lumber Company, which control twenty-nine retail yards in various small cities in the north. Each yard is neat, attractively painted and has a wide-windowed display room, the window always being filled with model colors and sample interior finishes.

Mr. La Pointe's service department at present consists of a corps of draftsmen and estimators whose duty it is to follow the customer's ideas and to design a home, a barn or a whole outfit of farm structures in accordance with those ideas, suggesting a convenience here and avoiding a difficulty there, and giving an estimate on the cost of the completed structure.

Thus when Farmer Jones plans a new group of farm buildings—say a silo, an implement shed and a hog farrowing house—the planning service helps him to select the style of building best suited to his purpose and helps him to make the best use of his space. It may also throw in a suggestion or two as to the new style of self-feeders and some portable grain bins.

The yard manager is provided with plan books and prospect blanks. Each yard manager is educated to handle the customer in such a way as to find out his exact needs and wishes and to guarantee satisfaction to him. He first ascertains from the "prospect" the type of house or other structure desired, the number of rooms and kind of architectural features wanted, and in a general way all the other other larger details.

Then the prospect blanks are filled out with this information and sent to the service department, which is thus enabled to make a tentative floor plan and a water-color perspective of the job. These are then sent back to the yard manager to be presented to the customer. If the plan and perspective are found satisfactory, the yard manager at once quotes a price on all the material needed for the completion of the job, as each yard handles all building materials. This price is guaranteed; that is, the company guarantees that the figures will cover the price of the material.

If the estimate results in a sale, the service department makes regular blueprint plans and detailed specifications.

At the head of the service department is A. W. Holt, who has made a life study of estimating building "by the square," or on a unit cost basis. He uses in this work a "Lumbermen's Building Estimator," compiled by himself and consisting of elaborate tables to assist in accurate and rapid calculations. The plan can be operated by the small dealer as well as the large, even where a professional draftsman is not employed, the planning service offered by the associations being available with bills of materials, and the "Estimator" making it possible for any lumberman to calcuate costs easily and quickly. Mr. La Pointe doesn't hide his light under a bushel, either, but advertises this fine service of his far and wide. The guaranteed price feature is advertised under the name of "The Holtbid," because Mr. Holt puts the price on the job.

"Where is My 'At" is Proper

An English visitor called at the office of a Toronto wholesale lumber firm the other day and in the course of his conversation remarked that he was much impressed with Canada, its resources, its scenic beauties and its splendid industrial development.

"The only trouble with you Canadians is that you use such beastly English."

"How's that?" enquired the wholesale lumberman.

"Well," continued his visitor, "I was going up Yonge St. the other day in a tram and a passenger (who had evidently gone past his destination) ran up to the guard and excitedly exclaimed "Where am I at?"

"That's beastly bad. Over 'ome we'd never think of saying that bally thing."

"What would you say?" enquired his listener.

"Why, where is my 'at?

Pulping of Jack Pine is Satisfactory

Results Do Not Indicate That an Excessive Amount of Resin is Present—Fully Equal to Spruce

By F. I. Ritchie*

Some years ago the Wayagamack Pulp & Paper Company, Limited, Three Rivers, Que., was equipped with complete apparatus for the purpose of experimental pulping of all the different species of wood.

Experiments have been systematically carried on for a number of years with the object of discovering what different species of wood were suitable for the different qualities of pulp required for the manufacture of all kinds of paper.

In the province of Ontario and Quebec, there are enormous tracts of land timbered almost exclusively with what is known as jack pine, also called Banksian pine, or cypress.

For this reason, it was important to ascertain if jack pine could be used for the manufacture of sulphite pulp and ground wood, in spite of all the prejudice against its use for this purpose.

A preliminary examination of jack pine, with regard to its resin contents seemed to indicate that the resin was not present in quantities which would prohibit its use for the manufacture of sulphite pulp or ground wood, although jack pine seems to have had to carry the blame for all the pitch troubles which all paper mills suffer from, more or less.

If jack pine is cooked in a mixture with other wood, trouble is quite likely to result, because jack pine apparently requires a stronger acid and a longer cooking time than other species of wood.

If, however, jack pine is cooked alone, the company's experiments, as well as those reported below, would indicate that jack pine will produce a sulphite pulp which is in all respects equal to spruce pulp. The fibre from jack pine was found to be about .25 mm. longer than spruce fibre, which will make it particularly suitable for newsprint.

Some years ago, by special arrangement with George McDougall, of the Jacques Cartier Pulp & Paper Co., of Pont Rouge, Que., the Wayagamack Pulp & Paper Company, Limited, shipped a quantity of jack pine to be pulped into ground wood at the Pont Rouge plant.

The pulp obtained from this wood proved to be as good as, if not better than anything that could be purchased on the market..

No Evidence of Excessive Pitch.

The Wayagamack Pulp & Paper Company would like to call the attention of the trade to the fact that from all the experiments made, there is no evidence of excessive pitch which could be traced to the use of jack pine.

By arrangement with Messrs. Arthur D. Little, Inc.,. of Cambridge, Mass., sulphite cooking experiments were performed at their laboratory, and the Wayagamack Pulp & Paper Company have pleasure in publishing the principal results with the consent of the Arthur D. Little, Inc., in the hope that the facts will be of interest to the industry.

It should be carefully noted that the figures obtained from the experiments of Arthur D. Little, Inc., seem to demonstrate that the results obtained from the measurements of fibre length and content of pitch for jack pine as against spruce, show that the jack pine is **fully equal to spruce in every respect.**

The following is an extract of the detailed report by Arthur D. Little, Inc.:

Fibre Length and Pitch.

"The fibre length of pulp from jack pine was rigidly compared with that of spruce and the results of our measurements are as follows:

	Jack Pine.	Spruce..
Maximum length of fibre.....	3 mm.	2½ mm.
Minimum length of fibre	1¼ mm.	1¼ mm.
Mean	2.26 mm.	1.92 mm.
Per cent. of fibres over 2 mm.	80%	73%

It will be observed that the fibres in the jack pine are superior in length to those of spruce and should therefore be an excellent substitute for the spruce, especially in connection with newsprint.

As the content of pitch in woods is practically always as indication of their behavior in either the sulphite or ground wood process, we have made an either alcohol extraction of this jack pine to determine the total resins and waxes. These were found to be as follows:

Alcoholic extract	2.28 per cent.
Ether extract*	.30 "
Total fats, resins and waxes	2.58 "

*Extraction made successive to alcohol extraction.

Results of this analysis do not indicate that an excessive amount of resin is present and, furthermore, that this amount of resin does not necessarily preclude the use of jack pine in the sulphite process.

It is to be hoped that any person who has made experiments along this line will publish the results of the experiments, for the benefit of all concerned.

*Wayagamack Pulp & Paper Co., Three Rivers, Que.

Dickie Sawmill Burned to Ground

The large mill of Rufus E. Dickie, Stewiacke, N. S., valued at $55,000, was totally destroyed by fire recently, together with 3,500,000 feet of lumber valued at $115,000. The mill was insured for $30,000. Mr. Dickie states that the greater part of the lumber or a little over 3,000,000 feet was sold and held in stock for the British Government, and he does not know whether or not this was insured.

The fire started over the boiler-room and although the watchman was right at hand with water, the blaze spread with such rapidity that he could not control it. The day being Sunday, the greater part of the ordinary crew were away, and by the time sufficient help and apparatus arrived from the town, a distance of a mile and a half, the mill was beyond saving. It was thought that the

The Dickie sawmill at Stewiacke, N. S. and lumber piles

lumber could be rescued, but the wind changed into a bad quarter and blew the flames directly into the large piles, although the fire was held in check for a considerable period. The Truro chemical engine and firemen came out by a special train, and this apparatus, along with the chemical engine from the town of Stewiacke and the bucket brigade, (included in which were a number of women and girls,) did heroic work. Had the wind kept in the same quarter as it was when the fire started, the lumber would have been saved. The machine and blacksmith shops escaped.

It is the intention of Mr. Dickie, who is one of the leading lumbermen of the Maritime Provinces and a member of the Board of Directors of the Canadian Lumbermen's Association, to rebuild next spring on the same site. During the winter he will get the necessary machinery together and have it ready for spring installation. In the meantime there are about 1,300 M. logs in the river which must be sawn before the stream freezes over, and two large portable mills are now doing this work with night and day crews.

The accompanying illustration shows the mill which was wiped out by the flames. All the lumber seen in the background was burned and considerably more.

Producing Fibre From Corn Stalks

"It is not surprising, in the light of past experiments, that relief to the present paper situation should come from such a source. Fiber suitable for paper-making has been produced from a number of plants, among them corn and cotton stalks. The pulp from these sources has been made only on a laboratory scale, however, because two chief difficulties stood in the way of commercial exploitation of the process. In the first place there is not a sufficient supply of any one material, and it is too expensive to gather corn or cotton stalks from a wide area. The second, and perhaps the most important, difficulty is that, because the material is not compact, only a small amount can be placed in the pulp 'digester' at one time, making the production very expensive."

A really smart man will only let you lie to him once. Which is a mighty good business reason for telling your trade the truth.

Dull seasons were invented especially for the purpose of giving the lumber merchant something special to hustle for.

Busy Career of Eastern Lumberman

Hon. Robert Irwin, Shelburne, N. S.

Hon. Robert Irwin, who is managing-director of the Sutherland Lumber Co., of Shelburne, is widely known in Nova Scotia. He was first elected to the Legislature of the Province in June, 1906, and re-elected in 1911, 1916, and in the contest which took place a few weeks ago. Each time Mr. Sutherland has had his majority increased which is an indication of the hearty endorsation of his public career and the confidence which the people repose in him. He was elected Speaker of the House of Assembly in 1917 and occupied that honorable position until the legislature was dissolved and the general elections brought on.

Mr. Irwin is a native of the county of Shelburne for which constituency he sits in the House, and has for his colleague Hon. E. H. Armstrong, Minister of Public Works & Mines in the Murray Government. Mr. Irwin is of United Empire Loyalist descent, and was born in 1865. He is secretary-treasurer of Etherington Gas Engines, Limited, of Shelburne. The Sutherland Lumber Co., of which, as already stated, he is managing-director, recently took over the lumber business and limits of Bower Bros., at Shelburne and Clyde rivers. The new company have a portion on each of these rivers and expect to have a large cut of pine, hemlock and spruce with some hardwoods at their mills at Shelburne and Clyde. The timber limits recently purchased by the Sutherland Lumber Co. are among the finest remaining in the county of Shelburne.

Reminding Northern Mills of the Tax

The duties of W. H. Buller, Inland Revenue Officer, Peterboro, Ont., carry him at certain periods far away from the comfortable, commodious offices in the Customs building. His objectives are generally "stills" or "taxpayers," but since the former business does not flourish as it did a year or two ago, and the government put the collection of the luxury and sales tax in the district under him last May his trips now are practically all made to stir up delinquent storekeepers, wholesalers and manufacturers.

A northern trip, with this object recently carried him far afield but the results he anticipated will warrant the time and trouble involved. One day he spent in Kinmount, the next day he motored through to Maple Lake, Carnarvon, Minden, Gelert, Lochlin Donald and on to Haliburton. Besides calling on all the stores in these places and impressing on the proprietors the necessity of making speedy and accurate tax returns he paid a flying visit to all the saw mills in the district. If these mills will sell their lumber locally they are required to pay a 2 p.c. sales tax, if sold to a wholesaler only 1 p.c. Mr. Buller explained fully to the managers the tax and how to make the required returns. On the following day, Gooderham, Tory Hill and Wilberforce were visited with the same object and the next day the revenue officer returned to Peterboro.

The Passing of Hon. E. H. Bronson

Hon. Erskine H. Bronson, who was for many years prominently associated with the lumber industry and its development in the Ottawa Valley, passed away recently at his home in the capital of Canada after a long illness. Mr. Bronson was in his 76th year, being born in Warren County, N. Y. His father came to Ottawa first in 1849 and in 1852 having sold out his lumbering business on the Hudson moved his family to the capital, and built the first sawmill in the Ottawa valley to supply the export trade.

At that time the pine trees for export from Quebec were sent down the St. Lawrence in "rafts" of square timber. In the process of squaring the logs much valuable lumber was left in the forests to increase the danger of destruction by fire. The elder Mr. Bronson was one of those lumber men who introduced the method of cutting the tree trunks into sawlogs, a change which increased very greatly the amount of merchantable lumber obtainable from every tree, and also facilitated the work of flotation of logs by shortening them.

The erection of sawmills at Ottawa, where water power was abundant and controllable, set the pace for other localities, and before long the squaring of timber entirely ceased. For a whole generation sawmills by the hundreds have been producing sawed lumber, laths and shingles all over the northern parts of Ontario and Quebec, the railways doing a large part of the transportation. The problem of power production for mill work has been much simplified by utilizing waste material as fuel.

The late E. H. Bronson, when a youth joined the Bronson and Weston Lumber Co., and acquired an interest in the company in 1867. On the death of his father he succeeded him as president of the Bronson and Weston Lumber Co. in 1889.

Mr. Bronson was also president of the Bronson Co., Water Powers and Manufacturers of Ground Wood Pulp. 150 Middle street, also president of the Ottawa Improvement Co., vice-president of the Ottawa Light, Heat and Power Co., president of the Ottawa Power Co., and director of the Ottawa Electric Co.

He was also director of the Little River Redwood Co. at present carrying on extensive lumbering operations in California. The deceased was a worthy citizen, and public spirited man and took a deep interest in everything that tended to advance the welfare of Ottawa. He was a member of the Ottawa City Council for eight years and of the Public School Board for fourteen years. He represented the capital city in the Ontario Legislative Assembly from 1886 to 1898 joining the Mowat Government as Minister without portfolio on Sept. 10, 1890, and holding a similar position to the Hardy Government.

The late Mr. Bronson is survived by his wife, one son, Mr. Fred Bronson, and one daughter, Mrs. R. A. A. Johnston, both of Ottawa; two brothers, Mr. W. J. and Mr. F. P. Bronson and a sister Mrs. Levi Crannell, Ottawa.

Mr. Bronson enjoyed the respect and confidence not only of the members of the lumber industry but an unusually large circle of friends, and his death removes another pioneer lumberman who played his part in a great vocation and played it honorably, fearlessly and well.

Possesses Active Canadian Section

Amongst British Chambers of Commerce established abroad, that of Paris is conspicuous for its enterprise in serving the requirements of British Trade and Industry, and, furthermore, possesses a very active Canadian section.

The committee of this section is composed of persons themselves interested in trade with Canada, and, consequently, is in a position to supply all the requirements of Canadian members. The membership of the chamber is restricted to firms of British Governments, and carries on its most necessary work entirely through the subscriptions of its members. To enable the chamber to take up a firm position and thus sufficiently combat foreign competition, it very naturally deserves to continue to add to its membership.

Amongst other things it puts its members into touch with suitable agents in France, obtains information on the commrecial standing of French firms, supplies exact customs classification of goods, notifies changes in French customs duties and proposed commercial legislation, communicates enquiries from French buyers of British goods and, furthermore, publishes a very useful bulletin of information.

Applications for membership should be made to the Secretary of the Canadian Section, British Chamber of Commerce, Incorporated, 6, rue Halevy, Paris.

Starts Business on His Own Behalf

Among the new firms which have been started during the last year and have already established a reputation is that of Leslie C. Owen & Co.; Ltd., Liverpool, Eng.

Mr. Leslie C. Owen joined the firm of Joseph Owen & Sons, Ltd., in the year 1903 as an apprentice, after having completed his education at Marlborough College, Wilts. He went through all the different branches of the business, thus acquiring a thorough general knowledge of the timber trade. In 1909 he was appointed foreign buyer, and has made several visits to the United States and Canada, where he is well known in the various lumber markets and has made many friends. In 1913 he was appointed a director of oJseph Owen & Sons, Ltd. During the war he was commissioned in the Royal Air Force. In July last he took control of the wholesale department of the firm until in consequence of the sale by his family of their entire interest in the concern, he severed his connection with them and commenced business on his own account under the title of Leslie C. Owen & Co., Ltd., with new offices at The Temple, Dale Street, Liverpool, and storage sheds and sale yard at Rimrose Road, Bootle.

Word was received at St. John recently of the loss of the three masted schooner "Three Marys", while bound from Mobile for Havana with a cargo of lumber valued at $150,000.

"It's the hit dog that squeals," Sam Jones the evangelist used to say.

Customers are Confused on Shingle Buying

Eastern Dealers Declare There Should be Uniform Plan Adopted by All the Mills —More Arguments For and Against the "Square Unit"

There was presented in the "Canada Lumberman," of October 15, numerous views of representative lumber retailers in various parts of the Dominion on the new square unit of packing and selling red cedar shingles as contrasted with the sale by the M or four bundles to the M.

Further interviews with dealers are given in this edition, and it is interesting to note the attitude of the handlers of the wooden shingle. Some strongly favor the new square unit for reasons which have been outlined in previous articles, while others declare that the present order is good enough for them, and they have no reason to complain of the sale by the M.

There is, no doubt, a great deal to be said on both sides and as this is a live topic at present time, its discussion will be continued until all the points are brought out and everything worth while that can be said on either side has seen its way into the columns of the "Canada Lumberman."

The Green Lumber Co., of St. Thomas. Ont.: "We have not heard very much on the matter of the new packing and sale of shingles by the square and do not think it would make much difference in our trade. If the new plan were adopted, it might avoid some confusion in comparison of shingles, vs. asphalt shingles and other roofing, in the matter of estimating. We had heard it reported lately that the idea of packing shingles in squares had been abandoned.

John Howes, of Harriston: "We have not yet had a single inquiry for shingles packed by the square, and for my trade here we cannot see that the change would be of any benefit."

All Mills Should Adopt Square.

D. C. Baird, St. Mary's: "Regarding shingles, I would say that I have been handling them packed by the square and find it satisfactory to a man after he understands the pack, but it is very difficult to explain to the buyer the price as the price "packed by the square" has to be compared to that of "packed by the thousand." So far as I can learn, no dealers around here have been handling shingles by the new pack and, therefore, have been quoting by the square, old pack (viz., three bunches). On this account, we have come to the conclusion that the new method of packing is not satisfactory to the trade and will not be until all mills adopt the standard pack."

Would Like to Give Square a Trial.

The Houston Company, Limited, of Tweed: "No shingles packed by the square have reached this district yet. Although we have received several carloads of shingles, they have all been packed by the thousand. We do not know of any reason why shingles packed by the square should not be perfectly satisfactory, and on account of the competition of steel and prepared roofing would like to give them a trial."

G. D. McPherson, of Merlin: "In regard to shingles, we have never handled them in any other way than by the thousand. In competition with asphalt and other lines of roofing, it is only right to quote by the square. The trade thinks that 1,000 constitute a square which is not placing the value of shingles on a fair basis. There is no use, however, of one firm selling one way and another firm another, as that is confusing to all and, therefore, we stick to the thousand method entirely."

J. A. Sykes, Oshawa: "We have never handled the square shingles; so cannot give an opinion concerning them, but our customers and ourselves find the thousand method very satisfactory. Shingles here are generally laid 4½ to the weather."

Would Like to Get Full Count.

A. L. McDermid & Co., of Apple Hill, Ont.: "We have not sold any of the shingles yet that are packed by the square, and do not think that they will meet with the requirements of our customers. We would not care to handle any put up this way if we can get the full count. The fact of the matter is that we have some objections to the 18 in. shingles and also the N. B. shingles because they are short count. We prefer the full count in all lines."

J. Bartholomew, of Stouffville: "In this section of the country shingles are almost all bought and sold by the square. As far as my experience goes, I think it is the proper method of selling shingles and is the fairest and most correct in the long run."

W. H. Eves, of Newmarket, says that he does not purchase any shingles by the square, and it is impossible for him to state which is the better system. Personally, he would prefer having them shipped by the square after the people in that district got used to them. "It would take some education to get customers started," adds Mr. Eves.

The R. E. Butler Lumber Co., Woodstock, Ont.: "We have handled shingles packed by the square and have shingles on hand the present time packed both by the square and by the thousand. As soon as we clean up the squares we have on hand, we do not intend to handle any more unless all the manufacturers put them up in this way, as it is confusing to our customers to quote both ways. We cannot say that our customers ask for the square unit, but on the other hand, they do not object to buying them, and it is easier to explain to them how many shingles it will take to do their job. We think, however, that the biggest advantage is in being able to compete with other roofings that are practically all put up to cover a square, as often a customer will compare the price of a thousand shingles with a square of other roofing, no matter how much you explain to him that a thousand will cover, more than a square."

The Paisley Lumber Co., Paisley, Ont.: "The square unit takes in this part of the province. We do not know the reason unless the shingles have always been sold here that way by the local mills."

Sees Several Advantages in New Way.

D. Aitchison & Co., Hamilton, Ont.: "The square unit has not caught on as well as it might have done because the mills at the Coast have not all adopted it. In Hamilton, all shingles are sold by the square, that is, three bunches for a square. We buy them at the Coast four bunches to the M, and, as stated, sell three bunches for a square, which the square-pack people claim is not a "real square" and will not cover a square unless laid about 5 inches or more to the weather. The advantage in selling by the square, as lately adopted by some of the makers at the Coast, is that a square of shingles can be fairly compared with a square of manufactured roofing materials, and that a square, or 100 square feet, is more easily understood by the average builder."

A. K. Hansen & Co., Regd., Quebec, P. Q.: "We may say that we are unable to give our idea regarding shingles packed by the square or by thousand. This year we have received only two cars packed by squares. All the others were packed by the thousand."

Rhodes Curry, Limited, Amherst, N. S.: "With reference to the packing of cedar shingles by the square, we may state that we are really not in a position to give you much information in this regard as the local territory is a poor field for B. C. cedar shingles. We sell almost exclusively the New Brunswick product, which, of course, is put up by the thousand."

Wm. Watt, Halifax, N. S.: "In regard to the square unit on shingles, the new plan has not worked out satisfactorily here as contractors dispute the quantity in the bundles and desire one extra bundle thrown in on every eight. They claim that the count of shingles is not correct. I am endeavoring to sell all the square unit that I have and handle only shingles packed by the 25 tiers to the bundle or the old-fashioned packing of four bundles to the M."

Firm Advocate of Square Unit..

J. G. Schaefer, of the Palmerston Planing Mill, Palmerston, Ont.: "We find the square unit is the best. The customers are better satisfied and they like it better than buying shingles by the M. In the first place, they get a square, which means enough shingles to cover a space, 10 x 10, laid 4½ inches to the weather, where the others sold at three bundles for a square will not cover that many feet, even if the shingles are laid 5 inches to the weather. We would sooner handle the square unit, and we now sell all our shingles that way."

Wm. R. Cutting, of Simcoe, Ont., says he is in favor of the square pack (the honest square). Nine-tenths of the people don't know that they were ever packed any other way, "and I am not telling them," he adds. Its advantages are that it enables the lumber dealer to meet the ready-roofing man on an even footing and beat him every time. Its disadvantages are that it hits the lumber dealer in the city and mostly those who buy by the thousand and sell three bunches to a square. "St. Peter will some day ask those fellows why did they beat each one of their customers out of twenty-six courses of shingles," he concludes.

J. R. Eaton & Sons, Limited, Orillia, Ont.—We would say that

among our customers, and our territory covers quite a range, we have not had a single customer asking us for the square unit in preference to the thousand. We admit that the price on the square unit compares more readily with ready roofing prices; further, with the present method of putting up the B. C. shingles by the square unit and the thousand the prices quoted the contractor or private individual are frequently misleading. We have often during the past summer found that quotations were given so much per square in competition with quotations by the thousand and invariably the purchaser's attention had not been called to the different methods of putting up shingles. In the last analysis it is really immaterial which way the shingles are put up as long as both the buyer and seller understand the difference and are perfectly frank with each other, but we do feel that either one or the other method should be followed.

Dual System Leads to Confusion.

N. M. Bearinger, of the Elmira Planing Mill Co., Limited, Elmira, Ont.—We have an extensive country trade and are handling shingles packed both by the square and by the thousand. The packing by the square seems to have taken well so far although the fact that we handle both has often brought us into difficulties. One customer would buy by the square and the next by the thousand. Then they would compare prices by the bunch and we have often had to make hasty explanations in order to save our reputation, as they would invariably not consider the size of the bunch and would accuse us of having two prices for the same article. As far as our trade is concerned, we think that either way of packing would be acceptable, although we would earnestly suggest that only one method of packing should be adopted by all manufacturers so as to avoid the confusion that will be caused when the retailer handles both. The fact that four bunches laid 4½ inches to the weather are guaranteed to cover a square often is a good talking point in favor of the new way of packing.

The Piercey Supply Co., of Halifax.—Regarding Western shingles sold by the square, we may say that up to the present time no comments whatever have been made by any of our customers, therefore we have nothing to offer as to the merits of packing in this way. .

Should Agree Upon One Method

The Dartmouth Lumber Co., of Dartmouth, N. S.—We cannot say the square method is welcomed by anybody. If all the manufacturers had agreed to make the change, we do not believe many complaints would have been made, but it is a mistake to have two size of bundles on the market. There is a temporary advantage with the square method in causing customers to believe they are buying at a considerable savings but this is soon removed when they see the size of the bundles. While we realize the fairer comparison of the square method with patent roofing materials, unless universal adoption can be secured no change should be made. We handle both kinds and they sell equally well, but greater care has to be exercised in quoting on shingle enquiries, because the other dealer may offer his squares against our thousands. On this account, we have found it necessary to quote both ways on all B. C. grades. The dealer should not be burdened with this extra trouble and it is up to the manufacturers themselves to agree on one method only; failing this let well enough alone.

The Shortage in Paper Products

The development of the pulp and paper industry in Canada has been financed to the extent of 75 per cent. by American capital, says "Printer and Publisher."

Trade follows the source of the capital as a general thing, so this 75 per cent. point makes a very good place from which to start any discussion of the pulp or paper industry.

The demand for paper increases by feet, while the supply increases by inches.

The Governments of Canada, Federal and Provincial, should be made to see the urgency of the situation, and newspapers would be within their rights in bringing every influence to bear on members of the various houses to see to it that Canadian publications are supplied.

There is no prospect, even at present figures, of a betterment in the situation. There seems to be no tendency on the part of publishers to cut down. Many of them feel that it is useless to make any individual or isolated attempt at curtailment, while other papers are firing ahead and turning out tremendously large issues that carry a large advertising revenue.

Unless a slump sets in, which would cause a falling off in the number of pages published, there is little prospect of the paper supply improving.

An Eastern Lumber Exporter

John Begg Brand, of St. John, N. B., is a well-known lumber exporter, who has been identified with the business all his life. His offices in St. John are in the B. N. A. Bank Building and he has also a branch in Hagerstown, Maryland.

Mr. Brand is of Scottish birth and came to America twelve years

J. B. Brand, St. John, N. B.

ago as buyer and shipper for Glasgow Log Importing House. He returned to Scotland two years later but came back to Canada the following year and was with Robert Bury & Co., Toronto, for a considerable time. For several years past he has had an office in St. John and acted as spruce buyer in the Maritime provinces for the Woodstock Lumber Co. of Boston.

Lumber Workers Withdraw From Union

That the One Big Union of Canada during the five months from January to May last, was receiving per capita tax on a membership of but 19,510, instead of the reported 41,500 and that no per capita tax has been paid in many cases since the first of June, that the withdrawal of the lumber workers of British Columbia from the recent convention, because of differences with the executive, meant a withdrawal of a membership of over 9,000, are some interesting details of the inner workings of the One Big Union, disclosed in a report of the convention at Fort William.

Will Start Seaplane Forest Patrols

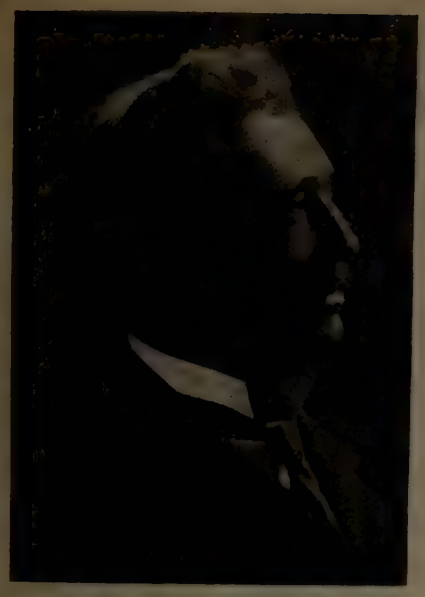
Major Claire McLaurin, D.S.C., superintendent of the Jericho station, and D. Roy Cameron, district forest inspector in charge of Dominion forestry work in British Columbia, are planning shortly to undertake experimental reconnaissance and mapping work, and are discussing arrangements for next season, when it is the intention of the department to inaugurate seaplane forestry patrols, carried out by the Canadian Air Board in co-operation with the Dominion Forest Service in the railway belt of British Columbia.

Open New Office in Buffalo

The Jeffrey Mfg. Co., of Columbus, Ohio, have opened a branch office in Buffalo at 1108 Marine Trust Building, which is in charge of H. W. Scott. Mr. Scott has had a long and successful experience in sales and engineering work of the company, which especially fit him to take up his new duties. The new Buffalo office of the Jeffrey Company will enable that organization to render more efficient service and maintain closer co-operation with their customers in western New York State.

Defendant was Honorably Acquitted

Word received from Parry Sound district is to the effect that one of the persons who was charged by the Georgian Bay Log Pickers Association with receiving stolen logs has been honorably acquitted. On October 20th, the case came up for trial, and the defendant was exonerated after all the evidence had been presented. The defence was not called upon at all, the judge holding that the grounds on which the charge was based were not sufficient to warrant any such action as that taken.



Hon. E. A. Smith, Shediac, N. B.
Late Minister of Lands and Forests, who retired.

Hon. Wm. Currie, Campbellton, N. B.
Late Speaker of the Legislature who retired.

Wm. S. Sutton, Woodstock, N. B.
Late Member for Carleton, who retired.

Hon. J. P. Burchill, South Nelson
Late Member for Northumberland, who was defeated.

Many Lumbermen Elected in New Brunswick

In the recent provincial elections which took place in New Brunswick there were several lumbermen candidates who were successful at the polls, when the Foster Government was returned to power. A few were defeated, and some did not again seek political preferment at the hands of the people.

Among those, who voluntarily retired from public life was Hon. Wm. Currie of Campbellton, N.B., former Speaker of the Legislature. Mr. Currie is manager of the Continental Lumber Co., and was in public life for many years.

W. S. Sutton of Carleton County is another lumberman who decided to step down and out. Mr. Sutton is manager of the Woodstock Woodworking Co. and is also indentified with a number of other industries. He lives in Woodstock.

Hon. E. A. Smith, late Minister of Lands & Forests, also withdrew. He represented Westmoreland County and was a valued member of the Foster Cabinet for a number of years. Hon. Mr. Smith's home is in Shediac. During his incumbency of office he inaugurated several progressive moves including the Forest Act and the Forest Fires Act.

Mr. Burchill Goes Down in the Fray.

Among the lumbermen who went down in the contest was Hon. John P. Burchill of Northumberland County. Mr. Burchill is a member of the firm of George Burchill & Sons, lumber and general merchants, South Nelson, and previous to the recent conflict was the hero of no less than ten political fights, in eight of which he emerged triumphantly. Mr. Burchill was Speaker of the Legislature for seven years and his reverse as a Government candidate at the polls will be regretted by a large number of friends in the industry.

Thomas B. Carson of St. Johns County, who is a well-known lumberman and contractor, was a Government candidate in the recent campaign and although defeated, it is stated that the status may be changed after a recount which will take place shortly. Mr. Carson was first elected to the New Brunswick Legislature in 1917, and previous to that had taken an active part in municipal life.

Several Supporters of the Government.

Among the lumbermen candidates who supported the Government and were returned were G. Herbert King of King's County, John A. Young of York County, and Robert B. Smith of Sunbury County. All these gentlemen are well-known representatives of the lumber interests and have served a number of years in the legislative ranks.

Robert B. Smith lives in Oromocto, is manager of the Valley Lumber Co. and president of the St. John River Dredging Co., and a director of other organizations. He was a member of the last Legislature.

John A. Young is both a farmer and a lumberman and operates a mill at Taymouth. Mr. Young was first elected to the Legislative Assembly in 1908 and was returned in 1912 and again in 1917.

G. Herbert King is a member of the Executive of the New Brunswick Lumbermen's Association and manager of the King Lumber Co. of Chipman, which concern cuts on an average from 5,000,000 to 7,000,000. Mr. King was first returned as a member of the Legislature in 1917, and previous to becoming a member of that body. served two terms in the Municipal Council for Queen's County.

On the Opposite Side of the House

Among the Opposition lumbermen candidates elected were John L. Peck, Albert County, James K. Pinder, York County, George B. Jones, King's Countty and B. Frank Smith of Carleton County, who was elected as a farmer candidate.

(Continued on page 65)

G. Herbert King, Chipman, N. B.
Who was re-elected as a Government Candidate.

John A. Young, Taymouth, N. B.
Who was re-elected as a Government Candidate.

James K. Pinder, Pinder, N. B.
Who was re-elected as an Opposition Candidate.

John L. Peck, Hillsboro. N. B.
Who was returned as an Opposition Candidate.

Retail Lumbermen Discuss the Use of Truck

Motor Service Means Less Employees, Quicker Results and Greater Convenience —Others Say That Team Haul Meets Their Present Requirements

To purchase a motor truck or not? This is a question which many a retail lumberman has been debating in his own mind for a considerable period. The average dealer is seeking to get all the practical and useful information he can on this important subject as delivery is one of the vital problems of a modern, efficient service.

A large number of the retailers in small towns have added trucks to their equipment during the past season and find that their possession and convenience are decided assets to their business, not only economically but in other ways. Some dealers, on the other hand, have interesting arguments to present as to why a truck would not fit in their district owing to special circumstances, local conditions, climate, roads, etc.

It is always interesting to learn the views and gain an insight from the experience of others, and with this aim, the "Canada Lumberman" publishes a number of additional interviews on transportation. These opinions will be read with appreciation, both by the man who owns a truck and he who does not, and will help him form an intelligent opinion on the whole subject of motor vs. team delivery.

The John Carew Lumber Co., Lindsay, Ont.: "We are using two trucks in connection with our retail business. One truck is a 2½-ton Republic, which gives first-class satisfaction, and the other is a 1½-ton Ford, which we also find very economical. We find that these trucks are very much quicker, and we can put more than twice the amount of material on a load that we can with horses, although the cost of operating is, we believe, a little higher. We keep six teams of horses on local delivery, and when we take everything into consideration, we do not know which is the most economical. We think probably for the first year or two the trucks would be the most economiical, but once they start to need repair, it would be a question to go into."

West & Jackson, Tillsonburg, Ont.. "We do not use a truck in connection with our business and have always adhered to team delivery."

For Long Hauls the Proper Thing.

Patterson & Crosthwaite, Hamilton: "We have not as yet secured any trucks for our delivery and have not yet been convinced that it is cheaper to deliver via truck. We, however, believe that for long hauls, the truck is the proper thing."

The Young Lumber Co., of North Bay, Ont., say. "We use horses entirely on our delivery and hauling. One of the chief drawbacks to motor trucks in this part of the country is that it is impossible to use them during the winter season."

Fay & Rombough, Aultsville, Ont.: "We never used a motor truck and have had no experience in that line as horse delivery gives us satisfaction."

W. D. Midmer, Napanee: "We would not be able to use a motor truck in our business to any advantage."

The McLaren Lumber Co., Brockville: "We do not operate a motor truck because we would have to keep a team for winter delivery, and we find for our own operation, in which there are practically no long hauls, that we do not require a truck."

Anderson & Harris, Dryden, Ont.: "We have had no experience in truck delivery, but are considering putting in one in the near future, and are trying to get all the information we can in reference to the costs, etc."

Less Employees—Quicker Service.

Wilfred H. Pauze, 1822 Cote Des Neiges, Montreal: "I use two trucks, one a Republic 1½ tons and the other a Mitchell 1½ tons. I am sorry that I have no data regarding the cost of upkeep. The fact of using motor trucks means less employees and quicker deliveries."

Robert Light, Napanee, Ont.: We do not use a motor truck. All our cartage and hauling of lumber from the cars and delivery of goods is done by horses."

James Shearer Co., Limited, Montreal, say they have three trailers suitable for carrying loads of approximately 1,500 feet of lumber. These they tow with a 1-ton Ford truck equipped with a Martin fifth wheel. They believe that in summer the operation of a truck is about equal in costs to horse-drawn delivery. The advantage of a truck, however, is on space and speed in delivery where time is a factor.

McLennan Lumber Co., Montreal, say they do not use motor trucks in connection with their delivery department.

The Piercey Supply Co., of Halifax, N. S., say that up to a year ago they did not have a motor truck in operation, all their trucking being done by horses, of which they had usually from fifteen to twenty, and in many cases they found it necessary to hire to a certain extent. W. D. Piercey, managing director of the company, states that for a long time he was of the opinion that movement of building material could be done in Halifax more economically by team than motor. The reason for this is owing to the city being very hilly and also the streets and roads leading to the country were, generally speaking, in a deplorable condition. This naturally added to the upkeep of a truck and greatly reduced its facility. Continuing, Mr. Piercey said: "Last year Halifax undertook to grapple with the condition of the streets, and to-day we can boast of having our main city thoroughfares in as good condition as any city of equal size in the Dominion, and the program has not yet been completed. These improved roads and streets have brought about a change in trucking conditions, so much so, that we have for some months been using a Ford truck on light deliveries, with good results. We find it does the work of about three express deliveries at about two-thirds the cost, and were it not for the increased price of gasoline and motor oil, we believe this truck would accomplish 100 per cent. more than horse delivery at the same price.

"A few weeks ago we bought a one and a half ton Maxwell which we intended putting into deliveries of medium weight, but as it has not yet been put into operation, nothing can be said about the cost of upkeep and comparative results with team; we are satisfied, however, it will work out to our advantage."

H. P. Perrault & Fils, Beloeil Station, P. Q., say they do all their hauling of lumber by team and they do not keep a record of the cost of hauling.

D. McLellan, of New Liskeard, Ont., states that he does not use a motor truck in connection with his lumber operations. His activities are confined strictly to team.

Chappell Bros., of Sydney, N. S.. "We use one motor truck in our delivery. It is a Maxwell 1-ton truck. We do not keep an exact cost of our delivery, but we consider that our horse delivery is about the same as that by motor. One advantage of the motor truck is that we can make better time on three or four-mile runs, and in this way give our customers better satisfaction in the way of regularity and promptness. Our opinion is that deliveries under one mile can be made more cheaply by horse-power than motor."

Cutting up some choice cuts of beef for supper at one of the Canadian National Railway logging camps in northwestern Ontario

B.C. Lumber Activities Must Be Co-ordinated

If Market is to be Made Satisfactory Then Every Factor in It Must Participate in All Movements—Some Features of the Recent Congress

Some outstanding features of the Pacific Logging Congress, which held its eleventh annual sessions in Vancouver, Oct. 6 to 9, were studies in economy, discussions on welfare of the men employed in logging camps, and description of forestry activities, looking to the prevention of loss of timber and the perpetuation of forest areas. Economy was possibly the leading topic, for its different phases cropped up in all descriptions of new machinery or methods for logging, in the suggestions for saving timber, and then the whole idea of welfare work, which was a prominent part of the extensive programme, is the saving of men and increasing their efficiency. Perhaps underlying the whole economic tone of the congress was the thought that costs of logs along with all other commodities in the industrial world must be revised downwards.

Rather strangely, while coming events in price conditions the world over may have been foreshadowed in the tone of the congress discussions, there was not one item on the programme directly dealing with the lumber situation, or the outlook for the millmen. That the logging industry is vitally interested in the lumber market is obvious, yet there was no discussion with the lumber manufacturers, nor did the loggers themselves discuss the financial situation which is the outcome of the present lumber market conditions—much less did any one seem to be struck with the importance of studying the question as a whole, and not merely in connection with present temporary conditions. The fact did not seem to come to the notice of the gathering that co-ordination of all interests in the lumbering industry, right down the line from logger to consumer, would tend to stabilize market conditions, and at least, regulate the industry so that it would be prepared for such periods as that now being faced.

It is all the more noteworthy that no action was taken along lines which would create co-operation between mill-men and log producers, because the eleventh congress was a testimony of the value of organization and the benefits to be mutually derived from co-operation. Throughout the four days the programme was carried out in a manner which showed organization of the most thorough and efficient sort. The loggers have clearly shown that they know how to organize, how to get together and how to stick together. The B. C. Loggers Association, whose members are, of course, also members of the Pacific Logging Congress, have held together all this year when the manufacturing end of the industry has been suffering from a number of disturbing and unexpected influences. While the latter have been making all sorts of prices for lumber, and the lumber market has dropped from the peak of high prices to a basis below actual production costs, the loggers have stood pat. They have maintained the prices set early in the season, and below which they say present cost of production will not show a margin of profit.

Getting Nowhere is To-day's Situation.

It is a fine stand to take, and maintaining it is a fine record to point to. But like all one-sided affairs its weakness is that it gets nowhere. The mills are to-day facing almost a general shutdown. In fact, if the advice of the loggers themselves were taken by the mills the curtailment of output would be very much greater. And the feeling among the mill-men is that they must more than curtail the lumber output, that they must take drastic steps to close as many mills as it is possible to. As this is written the process is well under way. It is safe to say that twenty per cent. of the mills have already closed. Others will close and those which for one reason or another have not or do not intend to close, will reduce their cut of lumber very materially. Some mills, those in the coast district which have a share of the big export railway timber orders still undelivered, cannot very well shut down. The effort to secure export business has led to very good results and the mills feel like taking care of their commitments in that trade, even at some inconvenience and sacrifice. The chief trouble these export mills are facing is that the railway tie and sleeper orders call for all one class or lumber. Other grades cut in the process of taking tie timber out of the logs, have to be piled up in the yards for want of a market.

The foregoing remarks concern the coast mills in the main, for the reason that the mountain mills have already taken action and the shut down in the interior is becoming general. By Nov. 1st, so Secretary I. R. Poole, of the Mountain Lumber Manufacturers' Association stated to the writer recently, nearly every one of the thirty or more mills which operated in the Mountain association this year will have closed for the year. It is true that the majority of the mills in the interior are only operated in the summer season anyway, closing down when cold weather comes on. But this year the shut-down was faced much earlier owing to market conditions. There are some mountain mills which are operated all winter ordinarily, because they have hot-pond equipment enabling them to move their logs from the water. A few small mills also which have dry logging, have cut in the winter in the past.

Making Start Towards Organizing Lumber.

It is cheering to note that a good start in the direction of getting the various elements of the lumber trade together has been made. The coast and mountain manufacturers held a joint meeting in Vancouver during the sessions of the Pacific Logging Congress. As a result an invitation was sent to the Western Retail Lumber Dealers Association inviting them to a conference at Calgary, the retailers to fix the date and to appoint their representatives to attend the conference if they were agreeable to the idea. It has now been fixed that the date for the proposed conference is to be Oct. 26th. It is expected that a representative gathering of the manufacturing and western retail interests will be present, both coast and mountain lumbermen having agreed to attend.

A consideration of the market in the Canadian Northwest is the chief topic for the coming conference, which will be rather in the nature of a series of committee meetings. One of the important points to be taken up is the passing along to the consumer alterations in price as they occur, and whether they are up or down. The manufacturers rather resent the public attitude of the consumers—reported in the daily press—that they are looked on as profiteers. They point out that they are now selling lumber from the mills at an average all round reduction of nearly if not quite one-third less than say at the beginning of the present year. They point out further that the cost of logs to them has not dropped one cent per thousand, nor has labor cost been reduced, and that all machinery, equipment and supplies are still being sold at old high plane rates.

Car Trade Dropping Out of Sight.

An effort is also to be made to study the western market with a view to improving demand, which has been less favorable even than the season would warrant. The fact is that car trade, whether to the Canadian Northwest, to Eastern Canada or to the United States, has dropped almost out of sight. It is quite some time since the lumber trade saw such a dearth of orders. And to add

A. Mayno Davis, Ottawa.
President of newly incorporated organization, the Taft-Davis Lumber Co., with head-office in Ottawa

Duncan M. Allan, Stratford.
Newly appointed eastern representative of Canadian Puget Sound Lumber and Timber Co., Victoria.

to the unsatisfactory condition, such orders as are offering, are forced onto a competitive basis—it is a regular "auction market" of the dutch variety. The low bidder gets the business when any one of the few orders in sight is placed. Freight rate increases undoubtedly have had a great deal to do with the stagnation in rail trade. But lumber as well as any other commodity will have to adjust to the new schedules. That they are here to stay, with the exception of the five per cent reduction to be made at the first of the year, most every one has made up his mind to believe. That western lumber retailers have chosen a wise and conservative course during the 1920 season and curtailed both buying and selling to a minimum in an effort to put the trade on a basis is the general view expressed by lumbermen who are in close touch with the situation on the prairies. There never has been a time when the western retail trade could not get its orders for stock supplied to any extent in reason, but the action to reduce credits both ways, has been of their own doing.

While these considerations may have some weight, there is a well-defined idea abroad that lumber prices are in an unsettled and unstable condition—that they are just as likely to take a tumble as to go up, and rather more so. Any one who knows anything at all of conditions in the lumber manufacturing industry on the Pacific Coast, knows very well that there is not the least chance in the world of a further reduction in lumber prices as received by the manufacturer. More than one mill has notified its sales representatives east and west that present prices do not interest them, that they are simply not in the market on quoted offers. The truth is that present prices being realized on ordinary mill run grades do not show a profit at all, while upper grades have been cut to quite too fine a point for safety, considering the fact that the percentage of uppers is never great enough to move off the common stocks quickly in ordinary course of trade.

Getting To Know Where They Are.

The joint conference at Calgary is a big step in the right direction. It will at least start something in the way of co-ordination. And that will eventually lead to stabilizing the lumber industry. It must not be forgotten, however, that there are other interests left out entirely, and which be consulted in any effort to establish a broad basis for re-organization of the industry on a definite plan, which will enable those in it to carry it on as any other of the leading industries is organized. The loggers will eventually have to be consulted, in so far as the coast mills are concerned at least, for seventy-five per cent. or more of the logs cut into lumber are bought in the open market by the mills, the two forming distinct branches of the industry. There are other interests also, which must be taken into consideration if a working plan is to be put in operation to prevent undue disturbances in the lumber trade.

No one expects or hopes for a fixed price for lumber any more than for any other commodity. But what every one, from manufacturer to consumer would be justified in demanding is uniformity, so that each party would know where he "was at" and could figure on conditions for the moment as assured. If a market is to be made satisfactory, then every factor in it must participate in all its movements, up or down. That is the crux of the market situation in western lumber circles—that is just what does not exist today. There is apparently the will and the desire to attain it on the part of the lumber producers.

Congress Had Fine List of Addresses.

Returning to the Pacific Logging Congress, and the programme presented to the great gathering of seven hundred delegates from all the western states and British Columbia, there were papers and addresses from prominent authorities, both practical and scientific from all parts of Canada and the U. S. British Columbia contributed a well-prepared review of forestry work by that clever public official, Chief Forester M. A. Grainger, whose resignation was heard with regret by all. The progress of Canada's westernmost province in modern methods of forest protection were well described. Its use of the aeroplane, wireless telephone and telegraph, and its extensive equipment of portable gasoline pumping engines for fire-fighting, were among the advances recounted.

Another British Columbian, Mr. Hugh B. Gilmour, member of the Workman's Compensation Board, told of the plan and working of that board, and of its collateral work of "Safety First" in camps, mills and factories throughout the province.

Another B. C. contribution to the congress programme was a paper on a sky-line trolley for shingle bolts, much on the order of the sky-line of heavier type for logging operations. Mr. H. A. Stoltze, of the Allen-Stoltze Lumber Company was the author of this and the equipment he described is a purely B. C. production, the main feature being the "bicycle" or ship which travels on the overhead wire, which is the design of the Heaps Engineering Works of New Westminster, who also make the gasoline engine which supplies the motive power. This is in all essentials a donkey engine, using gas instead of steam power, and the whole outfit is of lighter design and construction than that required for heavy logs.

Mr. T. W. Fairhurst of the Vancouver Machinery Depot, Ltd., read a highly amusing and entertaining paper on logging teak with elephants in Burmah, where the speaker spent considerable time and had first hand experience.

Mr. A. H. DeWolf of Merritt and Cranbrook, an authority on log flume construction presented an address on that subject, describing a method of logging which is in very common use in the interior of the province.

Lumber Industry Takes First Plance.

Hon. T. D. Pattullo, Minister of Lands, under whose department comes the administration of all Crown timber lands in B. C. except those in the Dominion Railway Belt, was a guest at the Congress annual banquet, tendered by the B. C. Loggers Association and the B. C. Lumber Manufacturers jointly. The minister took as his theme in an after-dinner speech, the stabilization of the lumber industry and the conservation of the standing timber in B. C. He pointed that the lumber industry was chief in importance in this province. "Last year," he said, "the lumber values produced in this province were $70,000,000 as compared with $60,000,000 from agriculture, which was next in order of value. The task devolves on the Government to bring about the development of this industry, which is situated in the finest country in the world."

"We in British Columbia," continued the speaker, "are getting more progressive every year and we have learned many lessons, one being that there has been an extravagant waste of timber in the past—to such an extent that it might mean in the near future governmental action to safeguard the interests of those who come after us. We shall be at fault if we do not take steps to preserve the timber lands of the province."

Speaking of the work of the congress Hon. Mr. Pattullo said:—"The traditions of the lumbermen in this country are same as those accross the border. The success of this congress may be attributed in great measure to the deliberations contributed to jointly by delegates from across the boundary, who form the largest contingent at the congress."

In the course of the programme, in addition to the many technical papers describing new machinery and new methods of logging, a most complete programme of motion and still lantern pictures was run synchronously with the presentation of the various subjects. This formed a most attractive and instructive feature of the programme, and in many cases gave point to the remarks of the speakers.

Humanizing The Logger As An Individual.

In the department of Welfare, which had to do with the life and conditions of the employees in the camp, there were three distinct features, camp equipment, which included sanitation, Safety First measures, and social and mental recreation and entertainment. Many papers were given and a large number of scientific and practical men were present to tell the congress just what great advances had been made along these lines. The contribution on Safety First included addresses by directors of state insurance from nearly every state on the Pacific slope, as well as Mr. Gilmour's address on accident prevention. On Sanitation, Dr. Tharaldsen of Portland gave a most comprehensive description of progress of sanitation in logging and lumber camps on the Pacific Coast. The social side was taken care of by the International Y.M.C.A. representatives, and the description of the concerts, reading rooms, entertainments and other provision for mental and moral improvement was well described. In the whole programme was given the humanizing of the logger as an individual. Today he lives in decent quarters, has access to shower bath, sleeps in white sheets, eats at an attractively prepared table the best of food, and in the evenings he is entertained with the best of motion picture programmes, concerts, lectures and study courses. He responds by cleaning up and dressing in good clothes in the evening, and in other ways showing that he has discarded most of the caveman attributes of the logger of a past generation.

How Water Affects Daily Supply

Ottawa and Hull are faced with an almost complete tie-up of the pulp, paper and lumber mills because of the low water in the Ottawa River. The mills at the Chaudiere are operating far below normal. More than 800 men are out of employment. The low water is also causing trouble at the Edwards mills, and if the river level does not rise in a very short time there will be a large number of men inactive. The production of paper, newsprint and cardboard has been reduced by at least two-thirds. Only heavy rainstorms at the head of the Ottawa River will alleviate the situation.

Progressive Member in Lumber Arena

Louis Armand Daigle, Montreal.

Louis Armand Daigle, who is vice-president and general manager of J. P. Dupuis, Limted, is one of the best known of the younger men connected with the lumber industry in Montreal district. His firm manufacture and deal in lumber of all kinds, and their offices are located at 592 Church St., Verdun, Que. The company manufacture not only lumber of every sort, but also doors, windows, architraves and flooring and all kinds of mill work, which is done by experts. The company have a saw mill at St. Dupuy, Pontiac county, and also a New York office, from which their American business is handled.

Mr. Daigle was born at St. Roch, Richelieu County, in 1892, and was educated at Mount St. Bernard College, Sorel. He started in the lumber business ten years ago, and has won a large measure of success. He resides at 108 Rielle Ave., Verdun, and is a member of the Kiwanis Club of Montreal and the Montreal Reform Club, and outside of business, is fond of fishing, hunting and tennis.

Huge Eastern Transfer About Completed

Consummation of the transfer of the New Brunswick Railway Company's extensive timber limits, amounting to approximately 1,000,000 acres, to the Fraser Companies Limited, is now in course of completion, says a recent despatch from Fredericton.

The option which the Fraser interests obtained on the New Brunswick Railway Company's lands at a special meeting of the shareholders in June, expired this month, and it has since been renewed, some difficulties which for a time threatened to put an end to negotiations, having been overcome.

The amount involved in the transfer is said to be between $11,000,000 and $12,000,000, and it is learned that there is soon to be a flotation of preferred stock to take care of the transaction by a new organization, which will be known either as the Fraser Company or the Fraser Pulp and Paper Company, which will eventually absorb all the pulp, paper and lumber enterprises of the Fraser Companies Ltd.

Simonds Establish British Saw Company

The Simonds Canada Saw Company, Limited, "The Saw Makers" of Montreal, Quebec, have just secured a charter and established a new company in Great Britain, to be known as Simonds Saws, Limited. An office and shop has been opened at 53 Bayham Camdentown, London, N. W., where a full line of Simonds Saw Steel Products as is demanded in Great Britain will be carried. The shop will provide for maintenance and repairs of saws, machine knives, and other edge tools produced by the Simonds Company. Guy A. Eaves, formerly connected with the Fitchburg, Mass., plant of the company has assumed the duties of office manager, and Leon E. Wilbur, a Simonds man, who has covered the Great Britain territory since his discharge from the army in France, will be associated with him. The Simonds Company now maintains plants in Fitchburg, Mass., Chicago, Ill., Montreal, Canada, and a steel mill at Lockport, N.Y., where the steel used in the manufacture of Simonds Saw Steel Products is made. In addition to the new British branch the company maintains twelve branch houses, located throughout Canada and the United States.

New Plant is Most Modern One

The up-to-date mill and woodworking plant being erected by the Miller & Gordon Mfg. Co., at Carleton, N. S., is rapidly nearing completion. The buildings consist of a three-storey sawmill, planing mill and woodworking plant, 125 x 50 feet, having concrete foundations, together with separate boiler house, engine room and dry kiln. In addition, a warehouse 90 x 50 feet is being erected at Brazil Lake Station, about five miles from the plant.

The products of this modern plant will include hardwood flooring, boxes, dowels, clothespins and toys of different kinds, together with lumber and building material, including mouldings, gutters, gutter-leaders, laths, shingles, etc. Most of the raw material will be secured from the company's own timber limits, which consist of about 10,000 acres of fine timber. These limits are situated near the mill so that hauling and lumbering expenses should be very low.

The equipment in the mill consists of a Waterous band mill, log haul-up, live rolls, trim saws, Oxford edger and other items which go to make up the modern sawmill. In the woodworking plant six clothespin lathes and slotters, revolving tumbler and drier, dowel planer, two W. S. Hawker adjustable head dowel machines, broom handle machine, two Weymouth and three variety lathes go to make up the installation. The heating system for the clothespin drier was installed by the B. F. Sturtevant of Canada, Limited, Galt, Ont.

The planing mill equipment consists of band resaw, Cowan tenoner, Cowan surface planer, buzz planer, a number of trim and rip saws, box-making equipment, 10-inch American outside sticker supplied by the Garlock-Walker Machinery Co. of Toronto, and other smaller machines. The belting used in this plant is the well-known "Kling Tite" brand manufactured by the Goodyear Tire & Rubber Co., with the exception of a leather belt for the main drive which was supplied by D. K. McLaren Limited, of Montreal. A machine and blacksmith shop will be maintained to take care of all repairs. Steam power is used, three 75 h.p. boilers having been installed. The engine is a 225 horse power Laurie.

W. E. Miller is president and treasurer, Winfield Gordon, vice-president, and Roy D. Miller, manager and secretary.

New Position for Mr. Sherman

Darwin W. Sherman, well known to many persons in Grand Mere, P.Q., sailed on Oct. 23 for London, where he will take over the European sales of board manufactured by the Laurentide Company and by Price Brothers. Mr. Sherman joined the Laurentide Company after his graduation from Yale University in 1912. During the next three years he held many positions of importance and was at one time in charge of the Employment Department. In his new position, Mr. Sherman will again work for the Laurentide Company, as he will handle the sale of board directly.

Loggers Hear About Compensation Act

Hugh B. Gilmour, of the British Columbia Workmen's Compensation Board, Victoria, recently read an interesting and instructive paper before the Pacific Logging Congress in Vancouver on the operation of the act. He explained the methods used to collect the funds and the manner in which they were disbursed.

The prevention of accidents was dealt with in detail with a summary of the work of prevention committees in industrial plants and camps. Referring to the logging industry he gave a number of methods by which accidents could be averted and strongly advocated the use of first aid methods.

"The experience of all boards goes to show that it is the trivial accident which may ultimately cost the most," he said. "The application of a little antiseptic treatment to a trivial injury will in 99 per cent. of the cases immediately cure, whereas when it is allowed to go blood poison sets in, the accident may ultimately cost a large amount in compensation, surgeon and hospital accounts and possibly the life of the workman. We believe that several hundred thousand dollars have been saved to the employers in this province by reason of prompt first aid service."

No Profit on Current Lumber Prices

Speaking of lumber conditions in the West, I. R. Poole, secretary of the B. C. Mountain Lumbermen's Association, who was in Vancouver recently, said: 'The demand for lumber for granaries, which as a rule at this time of year is heavy, has fallen away considerably. This is due largely to the fact that the banks are anxious that farmers should dispose of their grain at an early date without storing it as is the usual custom. Another factor is that the retail companies are anxious to clean up old accounts and let their stocks run down until conditions become more settled. It is early yet to prophecy as to the demand next year."

In explaining the effect of the increased freight rates on the British Columbia lumber trade, Mr. Poole quoted figures which are illuminating. Under the old schedule the rate per 100 pounds from Nelson to Toronto, for instance, was 72 cents or $18.72 per thousand feet. Under the new rate the freight is 98½ cents per 100 pounds or $25.61 per 1000 feet, an increase of $6,89. Compared with the rate to Toronto from Arkansas City, one of the central points of the southern pine industry, this increase is serious. The old rate from Arkansas to Toronto was 34½ cents per 100 lbs., a total of $9.37 per 1000 feet; the new rate brings his up to 48 cents per 100 lbs., or $12.48 per 1000 feet, an increase of $3.11 only. This instance, said Mr. Poole, showed how the British Columbia lumbermen suffered by the increase to them being on a long haul as against the southern dealer's comparatively short haul.

"It is impossible for lumbermen to sell their product at current prices and make any profit worth while," said Mr. Poole.

Pulpwood and Its Varied Activities

Will Pulpwood Prices Come Down?

There is likely to be an over-production of pulpwood in Ontario, according to the opinion of representative buyers. Speaking of the general situation, one of the leading Ontario purchasers says: "Yes, we are not buying any pulpwood at the present time as we have carried out our contracts for the present year and so far as acquiring any supplies on speculation is concerned, we intend to adopt a conservative policy. The future condition of the paper market is too uncertain to warrant any one being a plunger in the pulpwood business at the present time.

"Mills on the other side of the line, outside of newsprint, are getting quieter and there is not that keen demand which characterized the situation some time ago. Groundwood pulp is easing off in price and just now many pulp mills, with whom we had placed exceptionally large quantities a few weeks ago, are only buying limited quantities. Of course, the higher freight rates have proved a handicap. I look for a fall in the price of rough spruce and balsam. The drop will, probably, be $2.00 per cord and will be brought about owing to transportation charges. About the lowest rate from an Ontario point to any mill in the Niagara or New York district is 20c per cord. Rough spruce and balsam weighs about 4,500 lbs. to the cord, which would make the carrying charges $9.00. Now dry peeled spruce and balsam only weighs 3,200 lbs., and the carrying charges will be $6.40, or a difference of, say, $2.50, between rough and dry peeled wood, the difference being in favor of the latter. The peeling season is now over, and all wood that is being cut is rough and if it is to compete with the dry peeled product the rough must come down at least a couple of dollars.

"There is more pulpwood being offered us than we can accept at the present time, and not only are all farmers and settlers cutting pulpwood, but many lumbermen and limit owners have gone into this pursuit almost exclusively. The natural result is developing in northern Ontario, viz., over-production.

"South of North Bay rough spruce and balsam is selling at $13.00 to $14.00 per cord, f.o.b. cars, and peeled spruce and balsam, $21.00 to $22.00 per cord, f.o.b. cars. Peeled poplar is bringing $12.00 to $14.00 and peeled hemlock $15.00, f.o.b. cars. North of North Bay prices are from $1.00 to $2.00 less owing to the higher freight rates."

Great New Quebec Rich in Pulpwood

In northern Quebec, in that part of the Province lying adjacent to the Province of Ontario and extending from the south end of Lake Timiskaming away north to and beyond the National Transcontinental Railway, and in fact reaching away into the district of Ungava, one of the last remaining great opportunities of Empire building is gradually unfolding.

Vast as are the potentialities of this enormous area in minerals, there is an immense wealth in other natural resources which are plainly visible. Chief among these are scores and even hundreds of miles of unbroken timberlands over which is massed in unbroken lines millions of cords of the finest spruce pulp on the continent.

Captains of industry who have followed the growth of the mining, farming and pulp and paper industry in Northern Ontario, and who have seen more than a quarter of a billion produced in silver and gold alone, with many added millions in products of the pulp and paper mills, as well as from the agricultural pursuits, are unanimous in expressing boundless confidence in this result being duplicated in the great new Quebec which is about to be opened up. Indeed, on almost every hand, those who are given to making observations of progress, as well as future possibilities, are found expressing great wonder that the opening of this part of Quebec should have been left until this late date.

The Canadian Pacific Railway has decided to enter northwestern Quebec and has already completed surveys from Kipawa on the south to the Des Quinse on the north, and plans to commence actual construction work this fall. The early completion of this stretch of three-score miles or so following a route close to the east shore of Lake Timiskaming, and possibly touching at Ville Marie, will terminate at the great series of waterfalls known as Des Quinse.

Will Use Hardwood for Groundwood Pulp

Under the supervision of the Forestry Department, about one thousand cords of hardwood are being cut in the vicinity of the Manigance Rapid, about twenty miles north of Grand Mere, P. Q., which will later be brought to the Laurentide Company's mill for the manufacture of groundwood. Experiments carried on for the past two years show that hardwood can be used for groundwood in place of spruce and balsam, up to a certain percentage, and this year the experiment will be carried on with a much greater quantity of hardwood.

The hardwood that is being cut is yellow and white birch, maple and poplar. The yellow birch and the maple will be brought down the river in barges, and the white birch and poplar will be boomed down. If costs of cutting and bringing this hardwood to the mill prove to be satisfactory and the wood itself is found to be useful in the manufacture of paper to supplant to some extent the use of spruce and balsam, there are thousands of cords of this wood at easy distance from the mill that can be used advantageously.

According to Ellwood Wilson, head of the Forestry Department, the cutting of this hardwood is a great aid to the natural reforestation of the woods by the soft woods, which grow somewhat slower than the hardwoods and which, unless the hardwood is cut out, fail in the competition for growth.

New Pulp Projects for the Coast

Important developments in British Columbia's pulp and paper industry are looked for within the next few months, and it is expected that following the election in the United States, additional American capital will be available for investment.

Some interests, however, are not even letting the presidential contest stand in their way. A New York company, for instance, is reported to be preparing to build a pulp and paper mill at Kitimat Arm, several miles north of Prince Rupert. A Japanese syndicate is said to have purchased a tract of timber suitable for pulpwood on Louise Island, in the Queen Charlotte group, but development is being held up on account of the uncertain financial situation of Japan.

Whalen Company Elects New Executive

The appointment of the Hon. T. W. McGarry, K.C., to the position of president of the Whalen Pulp and Paper Mills, Ltd., in succession to Sir George Bury, who resigned recently, was announced recently. In addition the following executive committee was appointed: Hon. T. W. McGarry, Toronto; I. W. Killam, Montreal; Alexander Smith, Chicago; James Whalen, Port Arthur; M. J. Haney and W. G. Ross, Toronto, and M. R. Higgins, San Francisco.

The executive have under consideration several names for the position of general manager of the company, but appointment will not finally be made until the president makes his recommendations after visiting Vancouver, for which place he leaves in the immediate future. In the meantime it is intended to push operations vigorously in connection with the company's plants. Sir George Bury was managing director as well as president, but under the new arrangement it is likely that the positions will be divided.

Will Erect New Pulp Plant

The Three Rivers Pulp & Paper Co., Limited, of Montreal, Que., are offering 4,000,000 8 per cent. cumulative participating preference shares. Noah A. Timmins, Montreal, president of the Hollinger Consolidated Gold Mines, Limited, Montreal, is president of the company; D. Breakey of Breakeyville, Que., is vice-president, and J. Woodman Smith of Milliken Park, Scotland, is one of the directors.

In a prospectus issued by the company it is stated that the property comprises an area of 787 square miles or 503,680 acres, situated on the River St. John, Magpie, Chambers Salmon and tributary streams and lakes, and the property is estimated to contain 4,000,000 cords of black spruce and balsam pulpwood, and logging conditions are very favorable. The property is in virgin territory, lumbering operations never having been carried on before. The company intend to proceed at once with the erection of a modern groundwood pulp plant with an initial capacity of 100 totns per day. This will be located at Three Rivers, on a suitable site already located, with excellent shipping facilities. It is planned to have the mill in operation in 1921.

The company have secured the services of J. J. O'Sullivan, formerly associated with George F. Hardy of New York, and for a number of years connected with the Northcliffe Mills in Newfoundland. Mr. O'Sullivan will superintend the erection of the mill, and its subsequent operation. It is expected that the cost of the plant and working capital will be $4,000,000, and the proceeds of the pre-

sent sale of bonds will cover the outlay. The mill, including the site at Three Rivers, complete equipment, including sidings, lumbering and shipping facilties, is valued at $1,500,000; 787 square miles of timberlands, embracing 503,680 acres, containing 4,000,000 cords of timber and pulpwood at a stumpage cost of 31¼ per cord, $1,250,000; working capital, $1,250,000, making a total of $4,000,000.

It is stated that the stumpage values of pulpwood range from $3.00 to $6.00 per cord and that the price paid for the limits is a very low one. At a conservative valuation of $2.00 per cord, this being the minimum value established by the paper controller, Mr. Pringle, the limits would have a commercial or reproductive value of $8,000,000 or a total valuation of the company's assets of over $10,000,000 or more than 2½ times of preferred stock issue.

It is understood that a group of British capitalists, interested in the paper industry, have subscribed for $400,000 of the preferred shares at the same price and upon the same terms as these are being offered the public. These interests are negotiating with the company for a contract, covering their entire requirements of pulp, approximately 40 tons per day, at prevailing market prices, subject to monthly revision. It is also declared that these interests intend erecting a paper mill in Canada, in which event the site will offer ample area for both mills and any subsequent additions that may be required.

So far as the supply of pulpwood is concerned, it is estimated that the standing timber on the companys limits is more than sufficient to keep a mill of double the proposed capacity of the plant at present planned running for more than fifty years.

Clarke Bros. Increase Size of Plant

The new buildings which Clarke Brothers, Limited, have had under way at Bear River, N. S., are now nearing completion, and the machinery is being rushed forward and set up as fast as it arrives.

The company was much hampered last Fall on account of the wet season, and on account of the extreme cold Winter, which was the severest experienced in the last forty years, and which prevented the carrying on of the work for four months' time.

Mr. W. G. Clarke, the chairman of the board, points out that the enlargements now under way should double the profits of the company.

"As far as our pulp mill is concerned," he adds, "the delays have been beneficial to the company, for during this period the permanent

W. G. Clarke, Bear River, N. S.

shortage in kraft pulp has become more accentuated, and has brought home to us more forcibly the wisdom of increasing the output of our mill. During this same period there have become available certain rights and improvements in the manufacture of kraft pulp which the board fortunately has been able to acquire and which will greatly enhance the quality of the output of the mill.

"The original mill was at the rate of thirty tons per day. The extension we are now installing with the additional equipment which we have purchased, will give us a capacity of fifty tons per day. Although we have been able to almost double the capacity of our mill, we only found it necessary to increase our indebtedness by $250,000, making our total indebtedness $1,250,000, which will more than complete these additions and improvements and provide such working capital as is required to carry on under this intended program. The additional finances have been arranged."

Ready Market for Northern Pulpwood

Word comes from northern Ontario that the settlers this year are reaping a splendid harvest in the matter of pulpwood owing to the active demands from the mills, particularly the newsprint plants, who are taking every precaution to be assured of an ample supply due to the world-wide requisition for paper. Many sawmill men are also cutting their small logs into pulpwood. The lumber business is rather quiet at the present time compared with the activity in pulp and paper circles, and this naturally directs attention to pulpwood. In the Cobalt district the prevailing price at the present time is around $15.00, with a payment of $5.00 on account as soon as the wood is cut and piled in the bush. Some mill interests are offering as high as $18.00 for delivery at the tracks. The latter rate is a very attractive one to those who have sufficient capital to keep them going until they can make delivery at the track. The majority of settlers, however, cannot do this as they need "progress payments" to maintain themselves until hauling begins and carry on the work especially if they are employing men to cut for them.

Four or five years ago the price for pulpwood was only $4.50 to $5.00 a cord. At that figure the settler, even when his home was close to the track, could just about make wages and nothing more, while those living a few miles in from the line of steel could only ship out their pulpwood at a loss, a large portion of the cost being absorbed in hauling.

With the present high prices, however, these homesteaders can now ship out their pulpwood with a good margin of profit. Many residing four and five miles from a siding have now entered the business, and carry on successfully. If prices continue to advance those living six and seven miles away will be at last able to find a market for their pulpwood, instead of having to burn it as they clear their land. Those living close to the track make big profits on the hauling alone.

Some settlers who do not care to enter the pulpwood business themselves are able to dispose of the material at from 50c. to $1 or more per cord "on the stump," according to its proximity to the cars, and are thus receiving some revenue from their land owing to the boom. Men employed in cutting are being paid $6 per cord, and as a good cutter can cut and pile over a cord and a half per day, not a few of them are earning as high as ten dollars per day.

Fire-killed spruce—that is, spruce from which the bark has been removed by bush fires, and which is otherwise undamaged—is in considerable demand, and realizes a higher price than the green spruce, as it does not require to be peeled or rossed, green spruce at the present time fetching around eleven dollars. This fact goes to prove that the settler sometimes benefits instead of loses when a bush fire gets in amongst his pulpwood. A few years ago a carload of fire-killed spruce was sent to one of the large pulp mills by a settler near Cochrane, Ont., to ascertain if this class of material could not be utilized, as there is a large quantity of it in burnt-over areas. This trial order proved a failure, and the mill interests refused to accept any more of it. Since then further experiments have been made, and means discovered whereby it can be used to advantage.

Price Bros. Form New Company

The shareholders of Price Bros. & Co., Limited, of Quebec, recently received a circular outlining, in part, the plan evolved by the directors of the company for the turning over of the present company's assets and business as a going concern to a new company to be known as Price Brothers & Company, Limited, a corporation formed in 1920. The change will be effected, with the approval of shareholders, on November 1, next.

According to the circular, the business will be turned over to the new organization on November 1, the new company assuming the assets and liabilities of the old company, including the bonded debt, $5,172,098 at 5 per cent., as of November 1, the present Price Bros. company receiving in consideration therefore 426,710 shares of a par value of $100 each, in the new company.

The present outstanding common capitalization of Price Bros. Company is 85,342 shares. This would indicate that shareholders in the present company would be given stock in the company in lieu of their holdings turned in, in ratio of five new shares for each one share now held. The new company will have a capital outstanding, therefore, of $42,671,000, as compared with $8,534,200, the present capital outstanding.

The board of directors of the company has already approved the plan, and it now remains for shareholders to ratify the deal, and they will be offered this opportunity at a special general meeting which has been called for October 25, next, at the head office at Quebec, at 3 p.m.

The market for the stock on the Montreal Stock Exchange has lately reflected the approach of this deal, and from a steady level of around 360, the price has recently gained to 385. In 1919, the low

for the stock was 155 and the high 260. The low price this year to date is 258.

The deal as it will be placed before the shareholders at the special meeting will mark the rounding out of the company's organization, and probably indicate a new era of development for the company.

The company operates eleven saw mills at Batiscan, Montmagny, Rimouski, St. Jaste, Trois Saumon, Price, Natane, Salmon Lake, St. Marguerite, St. Gedeon, and Jonquiere, with a combined capacity of about 1,000,000 feet board measure per day. Shingle mills are also operated at Rimouski, Matane, and Salmon Lake, with a combined capacity of 600,000 shingles per day.

The Kenogami Paper Mill has a daily capacity of 280 tons of newsprint per day, with excellent power facilities, the hydraulic development being 24,000 horse power under a head of 285 feet, this permitting of substantial extensions. The mill site is in the heart of the company's timber limits, located upon the same river as the Jonquiere mill which has for some years been producing pulp, and later cardboard and paper. The mill has an annual capacity of 8,000

Sir William Price, Quebec, P. Q.

tons of cardboard; 15,000 tons of groundwood, and 11,000 tons of paper. The Rimouski groundwood mills has a capacity of 9,000 tons per annum.

The company's products are being extensively and favorably marketed in the United States, Great Britain, other countries, as well as in Canada.

Pigeon River Company Gets Damages

Judgment was handed down by Mr. Justice Lennox at Toronto recently in the action of the Pigeon River Lumber Company, Limited, against the Pulpwood Company of Appleton, Wisconsin, and the Russell Timber Company, Limited, of Port Arthur, awarding the plaintiff company judgment against the defendants for $6,500 damages and costs. This was an action brought by the defendants for damages in obstructing the plaintiff in its drive on the Black Sturgeon River, and was tried without a jury at Port Arthur at the March sittings of the Supreme Court of Ontario, when judgment was reserved. Morris and Babe acted as solicitors for the plaintiff. A. J. McComber for the Pulpwood Company and Keefer and Company for the Russell Timber Company.

Reduce Present Lumber Cut by One-Half

By Frank J. D. Barnjum, Annapolis Royal, N. S.

The International Paper Company, in a recent advertisement in "American Forestry," states, "If the Canadian Forests held by leases which convey all rights of property to the timber could now be regulated, and scientifically protected and operated as are the company's forests in the United States, there is ample authority for an annual increment of at least four per cent."

In the first place, it would be interesting to know of any lands in the United States or Canada, either owned by the International Paper Company or anyone else, that are producing a net annual increment of four per cent.

Secondly, if the International Paper Company is practising scientific forestry methods on its lands in the United States, it also would be interesting to know where.

The only practical forestry, and the only way we can save the remnants of the once magnificent forests that covered this continent, is:—

(1) By immediately reducing the present cut at least one-half.
(2) By greatly increased fire protection.
(3) By improved and less wasteful logging methods.
(4) By planting at least six seedlings for every tree cut or otherwise destroyed, (as not more than one tree out of six planted ever reaches maturity).

To show the fallacy of the statement of the International Paper Company, it is clear that if there had been a net annual increment of even one-half of one per cent., on this continent (instead of an annual growth of four per cent., as claimed), there would be more timber standing today than there was one hundred years ago.

It must be borne in mind that even if we reduced the present volume of the cut one-half and began planting, not millions but billions of seedlings, it would entail a wait of at least fifty to seventy-five years for the maturing of the crop, while the best authorities we have in the country state that the present supply of timber in the East will be exhausted within a period of twenty-five years.

Therefore, all this idle talk about supplying our mills in perpetuity by improved forestry methods, is simply pure bunkum, unless we at least reduce our cut, at once, to one-half the present amount.

This applies with double force to Canada, due to the fact that fire has done, and is doing, a far greater damage than in the United States, and from the added fact that a large portion of our wood growth is so far north that it is too small, too scrubby and too inaccessible to be available as a pulp supply, and also from the fact that

F. J. D. Barnjum, Annapolis Royal, N. S.

it is acknowledged that the standing supply of timber in Canada is only about one-fourth of the amount still remaining in the United States, small as their supply now is.

The thought which I wish to bring out prominently is that, even if we at once begin planting six trees for every tree cut or destroyed, it will take fifty to seventy-five years for the new crop. Hence, it is necessary, immediately, to reduce our cut, at least one-half, in order to make our remaining supply hold out till the new crop matures.

The above conclusion is based on the claim of the best authorities that we have a twenty-five year supply in the East. On the other hand, if my opinion is correct that this supply will last not more than fifteen years, then the gap between the end of the present supply and the maturity of the new crop will be correspondingly greater.

In addition to the fire loss, the loss that is being caused through the ravages of the Spruce Bud Worm and other enemies of our forests is simply appalling; in fact, at the present time, and during the last three or four years, it has amounted to more than our loss from fire and wind.

The International Paper Company states in its advertisement, that they have holdings amounting to 4,500,000 acres that will average five cords per acre; but they fail to state the fact that of these holdings only in the vicinity of 750,000 acres are in the United States, and even conceding their own figure of five cords per acre, and their consumption of 700,000 cords per year, this would only give them sufficient to supply their American mills for a period of five years.

Small wonder there was frantic appeal for the passage of the Underwood resolution.

Personal Paragraphs of Interest

Wm. Leak of Toronto left recently for Redlands, California, where he will spend the winter.

A. E. Gordon, of Terry & Gordon, Limited, Toronto, is on a business trip to the Pacific Coast.

A. Hurlburt of the Sherman Lumber Co., Potsdam, N.Y., was recently calling upon the trade in Toronto.

L. VanMeter of the Dennis Canadian Lumber Co., Whitney, Ont., was in Toronto recently calling upon the trade.

W. B. Mitchell, sales manager of the Cameron Lumber Co., Victoria, B. C. was in Toronto recently calling upon the trade.

William J. Moffat, formerly lumberman, and contractor in western Ontario, died recently in Calgary. He was born near Tilbury, Ont.

H. H. Hastings has been engaged to assist John E. Banks of Toronto, National Hardwood Lumber inspector, in the Toronto district.

F. W. French, secretary of the W. M. Weston Co., hardwood lumber, Boston, Mass., was in Toronto recently calling upon the trade.

C. W. Wilkinson of the Union Lumber Co., Toronto, who has been spending some time in Great Britain, is expected home this week.

W. H. Harris of the Frank Harris Lumber Co., Toronto, is spending some time visiting the mills of the company at High Point and Lake, Mississippi.

H. E. Flint of Springfield, Mass., representing John Fenderson & Co. Inc., whose mills are located at Sayabec, P. Q., was in Toronto recently, calling upon the trade.

Mrs. Manbert, wife of A. C. Manbert of the Canadian General Lumber Co., Toronto, and daughter, left recently for California, where they will spend several months.

E. E. Hill, for a number of years foreman of the R. Laidlaw Lumber Co., died recently at his home, 33 Prince Rupert Ave., Toronto, aged 52 years. The remains were taken to Thornbury, Ont., for interment.

Loren L. Brown, of Toronto, B. C. Lumber Commissioner, has been visiting several towns and cities in Western Ontario. The Department of Lands has provided him with a handsome new motor car for making calls.

William Robertson, of Victoria, former acting Lumber Commissioner for the East, but now of the Forest Branch of the Department of B. C. Lands, is spending a short time in Toronto and other cities on a visit.

G. W. Heard, one of the oldest citizens, died at his home recently in St. Thomas, Ont., aged seventy years, after an illness of a year. He had been engaged in the lumbering business all his life. He was born at Angus, Ont., moving to St. Thomas while still a youth.

H. F. Gurney, recently appointed H. M. Assistant Trade Commissioner for Ontario, has arrived from Britain and has taken charge of the Toronto office in the absence of F. W. Field, who has left on an official visit to the United Kingdom for the next five or six months.

Wm. S. Loggie, M. P., of Northumberland County, N. B., was in Toronto recently on business. He is president and managing-director of the W. S. Loggie Co., and resides in Chatham, N. B. His firm operate lumber mills at Inkerman in Gloucester County and Kouchibouguac, Kent County, and have timber limits in Gloucester.

Thomas Long passed away recently in Toronto in his 85th year. He was a remarkable business man and identified with many interests. Mr. Long was one of the pioneers in opening up communication with Lake Superior ports and actively concerned in the development of inland navigation. He was the founder and president for a number of years of the Collingwood Shipbuilding Company, and was also indentified with the lumbering interest a number of years ago.

The death occurred recently at Parry Sound of Mrs. Isabella Beatty, widow of "Governor" William Beatty, the founder of Parry Sound. "Governor" Beatty, as he was always called, represented Welland in the Ontario Legislature when John Sandfield Macdonald was Premier. He resided with his father and brother at Thorold until 1863, when the Beatty brothers purchased the mill and limits from J. & W. Gibson & Co., Willowdale, and Mr. Wm. Beatty, with his brother John, began the settlement of Parry Sound, John leaving later, but William made this his home and lived to see the fruit of his labors in a beautiful and growing town. Mrs. Beatty is survived by one son, W. J. Beatty, who took his father's place and has since carried on his extensive business, and three daughters.

Why the North is Discontented

"'No wonder there is a feeling among the people in the northern country that some step towards secession should be taken," remarked J. J. Carrick, of Port Arthur in an interview recently. "Due to the timber investigation and the inaction of the Department of Lands, Forests and Mines, no permits or timber leases are being issued in Northern Ontario, and consequently no men are going into the woods. About this time of the year there are usually 4,000 or 5,000 men in the bush taking out ties and pulpwood and carrying on other operations. At present, however, practically everything is at a standstill."

Many Lumbermen Elected in New Brunswick

(Continued from page 57)

John L. Peck is a director of the Albert Lumber Co., Hillsboro and a member of the Lewis Peck Co., general merchants. He is interested in lumbering, woodworking and mercantile interests as well as banking and was first returned to the Legislature in 1907.

James K. Pinder, who resides at Pinder, has long been associated with the lumber and milling business. He was first elected to the Legislative Assembly in 1892 and was returned three years later. He was unsuccessful in 1898. Ten years later he returned to public life and has been an active member of New Brunswick legislative circles.

George B. Jones, Opposition candidate in King's County, was elected as a new man in the political life of the province, and is largely interested in lumber operations.

B. Frank Smith is a successful lumberman and produce merchant who resides in East Florenceville. He was first made M.L.A. for Carleton County in 1915. Mr. Smith has enjoyed an unusually successful business career and is one of the best known members of the Legislature.

Pertinent Pointers for the Lumberman

Some dealers who would never take a nickel not belonging to them will cheerfully grab a cash account they are not entitled to.

To enlarge the State Forests of Pennsylvania as rapidly as possible so that eventually the 5,000,000 acres comprising the Pennsylvania Desert may be converted into profitable timber producing areas, is the policy of State Forester, Gifford Pinchot.

Every friend is one less enemy.

The education that stops is a poor thing.

The value of thought lies only in its accomplishment.

Learn to lose yourself in the business of the firm and your future is made.

When in the right you can afford to keep your temper and when in the wrong, you can't afford to lose it.

Some lumbermen who have been barely able to keep their heads above water are the longest in giving advise as to how a competitor should run his business. And the funny thing is they don't apply their own advice right at home. It reminds us of that old story about the mote and the beam.

The famous cedars of Lebanon were almost wholly destroyed during the world war, according to a writer in a San Francisco periodical. The trees date back to the earliest times. They were historic during the wars of Sennacherib, 608 years before Christ, as described in the psalms of David.

Skidway of rossed hard maple logs belonging to the Pearce Co., Marmora, Ont.

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

WANTED—Lumber of all kinds in exchange for 3,000 acres of land suitable for cattle grazing, including 4,000,000 feet of stave timber in Louisiana, free from encumbrance. Box 406, Canada Lumberman Toronto. 21

Wanted

A few cars of Birch No. 1 Common and Better, 4/4 to 16/4. Name us your best price delivered here, on grades.

WARREN ROSS LUMBER CO.,
18tf Jamestown, N.Y.

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request. Also Deal ends.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Wanted

2 Cars Hemlock 2 x 4—2 x 8 Shiplap and Sheathing Manufactured,
3-4 Cars dry Cordwood,
State price F.O.B. shipping point.
100 or 200 acres standing timber suitable for Portable Mill.
Small Portable Mill second hand in good condition.
Quote best cash prices in first letter.
Apply 9 Taylor Ave., St. Catharines, Ont. 21

Merchantable Spruce

Car Lots:—
1 x 3"—8' to 16' rough
1 x 3 — " Resawed rough and bundled.
1 x 2 — " rough and bundled
1 x 2 — " S2S and bundled
1 x 1½— " or all 13' rough and bundled.

QUOTE DELIVERED PHILADELPHIA, PA., RATE.

MELL & SONS,
20-23 Philadelphia, Pa.

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

For Sale

5000 Cedar Fence Posts Unpeeled, 8 ft. long by 4 to 4½" Tops, at eight cents each. f.o.b. cars.

A. H. CUMMINGS & SON, LTD.,
20-21 Coaticook, Que.

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

FOR SALE—One Hundred Thousand Feet of Birch Logs delivered at Ryen's Siding, Parry Sound.

J. K. FINLAY,
21 Kearney P. O., Ont.

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

Crating Spruce

About 500 M. ft. of 5/8" CRATING SPRUCE—also Log Run SPRUCE.
500 M. ft. of 1", 2" & 3" Culls SPRUCE.

ALSO ONE MILLION LATHES.

J. P. Abel, Fortin, Limited,
379 Desjardins Ave., Maisonneuevc,
21 Montreal, Que.

For Sale—Cherry

1 car 1 in. No. 1 Common
1 car 1¼ in. No. 1 Common
1 car 1 in. No. 2 Common
1 car 2 in. No. 2 Common.

Also fair stock other grades and thicknesses 1 in. to 4 in. Fine stock. One year and older, immediate shipment.

Address Box 375, Canada Lumberman, Toronto. 19-22

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

WANTED—Second hand 8" Waterous Gun Shot Saw Mill Feed, Without carriage.

Trenton Cooperage Mills, Ltd.
21-24 Trenton, Ont.

Automatic Slat Cutter Wanted

Particulars to

Papineauville Lumber Co., Ltd.,
8-21 Papineauville, Que.

Wanted

Vertical Band Resaw for 12 in. x 12 in. timber. Also small jointer.

J. E. RUSSELL,
19-22 Foot of Cherry St., Toronto.

Machinery For Sale

FOR SALE—Fairbanks Morse Gasoline and Kerosine Hoist, on skids, 144 H.P. $700. Also complete Logging Equipment for 40 men Inquire Box 543, Soo, Ont. 21-24

For Sale—Locomotive

One 28 Ton 3 Cylinder 8 x 10 Standard Gauge Lima Geared. Located in Canada. Box 376, Canada Lumberman, Toronto, Ont. 19tf

For Sale—Two Moreau Barkers

in good condition, practically new.

CANADIAN PULPWOOD CO.,
19-22 129 Commissioners St. W., Montreal.

Sawmill Carriage For Sale

Complete with set works, Boss Dogs, Opening 36 in. No track. Bargain.

HOLT TIMBER CO., LTD.,
19-22 Bolger Bridge, P. O., Ont.

CANADA LUMBER CO., LTD., Weston, Ontario, have for sale:
1 No. 91 P.B. Yates Matcher with Equipment.
2 No. 257 P.B. Yates Self Feed Rip Saws.
1 No. 199 P.B. Yates 16" Jointer.
1 No. 235 P.B. Yates Swing Cross Cut Saw.
1 C.M.C. 6" Sticker.
1 C.M.C. 30" Double Surfacer.
1 C.M.C. Turning Lathe.
1 Cowan Heavy Door Clamp.
Shafting.
Pulleys.
Rip Saws, Band Resaws, etc.
21

Second Hand Machinery

We have over $250,000 worth of used machinery of all kinds for sale. Suitable for mines, quarries, railroads, pulp and lumber mills, etc.

Everything carefully overhauled at our shops before shipped.

Send us your inquiries.

R. T. GILMAN & CO.,
19tf Montreal.

For Sale

USED MACHINES

1 Wood Turning Lathe 18", Cowan Co.
1 Bracket Band-Saw 80", Cowan Co.
1 Double Spindle Shaper, Canada Corp. Co.
1 Mortiser, McGregor Gourlay Co.
1 Sash Moulder 6", Canada Corp. Co.
1 Blind Style Mortiser & Borer, Canada Corp. Co.
1 Buzz Planer 12", Canada Corp. Co.
1 Poney Surface Planer 18", Crescent Mfg. Co.
1 Wood Table Rip Saw, Special.
1 Swing Saw Iron Frame, Canada Corp. Co.
1 Borer (Post Borel), Canada Corp. Co.
1 Tenoner, McGregor Gourlay Co.
1 Power Feed Rip Saw, Canada Corp. Co.
1 Moulder 13", Canada Corp Co.
1 Arm Sander, Canada Corp. Co.
1 Door, Blind & Sash Clamp Canada Corp. Co,
Also 1 Horizontal Tubular Boiler, Jenckes Machine Co., with steel stack 20" x 65'.

J. P. Abel, Fortin, Limited
379 Desjardins Ave, Maisonneuevc
21 Montreal, Que.

For Sale Cheap

1—20 in. Swing 20 ft. Bed Putnam Engine Lathe, suitable for Shafting Work.

HYDRAULIC MACHINERY CO., Ltd.,
19-22 Montreal, Que.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

For Sale

Three 72" x 18' H.R.T. Boilers, complete with fittings and arranged for flush front or Dutch oven setting and carrying Ontario Boiler Inspection Certificates for 120 lbs. working steam pressure. Specially low priced for quick sale.

A. A. SCULLY, LIMITED,
123 Bay St.,
21 Toronto.

At a Bargain

1—Steam Engine made by Smalley Bros., 24 in. x 32 in. Horizontal box bed saw mill engine, slide valve, 12 ft. diameter cast iron flywheel, outboard bearings, flyball governor.

1—Wick's Bros. 36 in. gang saw machine for 28 saws, and 130—36 in. gang saws, 15 live rollers 9 in. x 48 in. together with gears, shafting and boxes. 1—set of 8 delivery rolls 9 in. x 37 in.

1—Wm. Hamilton No. 65 automatic gang saw and sharpener.

All in first-class condition.

18tf Box 523, Sault Ste. Marie, Mich.

For Sale

60 H.P. Brown slow speed Steam Engine, 13 in. bore, 30 in. stroke, flywheel 10 ft. dia. 18 in. face, 85 Rev. per min. Dakin Feed Water Heater 3 ft. 4 in. dia., 11 ft. 4 in. high, 3 compartments.

2 Ply Leather Engine Belt 16 in. wide, 68 ft. 6 in. long. J. M. T. Bronze Pressure Reducing Valve 5 lbs. and up, for 2 in. pipe.

Moorehead Steam Trap size No. 1.

Would exchange for lumber.

KALBFLEISCH PLANING MILL,
19-22 Stratford, Ont.

FOR SALE

D. C. Engine and Generator

1—4 Valve Horizontal "Watertown" 16" x 14" Centre Crank Enclosed Engine—Automatic Governor—Pressure Oil system. Direct connected to 100 K.W. Direct Current, 230 Volt, General Electric Generator. This outfit was used as a spare Unit and only operated about three years. Is in fine condition, and a highly satisfactory Unit. Offer F.O.B. Cars, New Glasgow.—$3600.00 Immediate shipment.

WALTER McNEIL.
21 New Glasgow, N. S.

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

Lumber Salesman, knows hardwood and soft wood thoroughly, able to inspect, looking for permanent position. Box 409, Canada Lumberman Toronto. 21

Experienced Lumber Inspector wants position with good firm. Can estimate and buy. Best References Box 408, Canada Lumberman, Toronto. 21

WANTED—Position as Bookkeeper and pay roll clerk. Have had six years' general office experience. Can come at once, and willing to work in any part of the United States or Canada. Best references. Box 390, Canada Lumberman, Toronto, Ont. 20-23

Young man, at present engaged as Accountant and Office Manager of Sash and Door Factory with lumber yard in Western Ontario, desires change of locality. Thoroughly experienced in accountancy, costing, office systems, reading plans, estimating, and possessing executive ability. Will be glad to furnish full particulars and references. Box 402, Canada Lumberman, Toronto. 21

Lumber Salesman

Salesman and Inspector, experienced in Grading Lumber of all kinds, about to locate in Montreal, would undertake Representation of Well-Established Firm on Commission Basis. Both languages. Extended experience. Best of references. Box 77, Canada Lumberman, 119 Board of Trade Building, Montreal. 21

Situations Vacant

WANTED—Experienced Buyer for pulpwood and traffic supervision. References required.

CANADIAN PULPWOOD COMPANY,
129 Commissioners Street,
21 Montreal.

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

WANTED—High Class Salesman for Ontario. Must have good knowledge of Pine Lumber, with good Ontario trade connection. Give particulars as to experience. This is an excellent opening for high-class salesman; none other need apply. Box 404, Canada Lumberman, Toronto. 21

Business Chances

Sash, Door, House Finish and Job Shop, no other in town, doing good business, for sale; water power. Big opportunity party capable acting as own foreman. Will leave part capital in with right man. Apply

A. H. CUMMINGS & SON, LTD.,
20-21 Coaticook, Que.

For Sale

At Carmi, B. C., 75,000,000 feet timber limited. Address

J. D. GeBOTT,
19-22 Big Rapids, Michigan.

Hardwood Flooring For Sale

One Million Feet of Good Hardwood Flooring for sale. Address Quebec Lumber, Co., 98 St. Peter St., Quebec, Que. 20-21

For Sale

Timber Limit in Northern Ontario, with Mill site. Also complete logging plant if wanted.

HOME REALTY CO.,
19-22 Bank Street Chambers,
Ottawa, Canada.

Saw Mill and Timber Limit For Sale

Saw Mill with a capacity of 35M per day, situated at a good shipping point on the T. & N. O. Railway. 50 million feet of lumber and 100 thousand cords pulpwood available. For further particulars apply to A. J. Bailey, 115 Stair Bldg., Toronto. 12-t.f.

Standing Timber For Sale

We have listed with us for sale, many attractive properties in all parts of Canada and Newfoundland, Freehold and Crown Lands both in Hardwoods and Pulpwood, close proximity to railroads, easily operated. Also several very attractive mill properties with and without timber Limits. Cruisers' reports and blueprints where available furnished bona-fide principals. Timber Limits bought and sold.

WM. COOKE & SONS,
Timber Brokers,
19-22 Stair Bldg., Toronto.

FOR SALE
Your Choice of Several Tracts

Of carefully selected timber limits in British Columbia; some being in operation. Attractive prices; quantity guaranteed. Apply for particulars to

E. STEWART,
9 College St.,
20-21 Toronto, Ont.

Big Opportunity! For Quick Sale Timber Limit

15 square miles under license, approximately 3 miles free hold. Complete mill with machinery and all necessary buildings. Good mill, yard, about half mile from station, down hill haul. Land along river bank. 50,000 cords White Birch. 20,000 cords Pulp Wood, and several million feet Pine, Hemlock, Red Birch, Beech, Ash and Basswood.

Price $35,000. Half cash, terms on balance. Wire or write

MACDONALD LUMBER CO.,
18-21 Toronto, Ont.

Sale of Timber

Tenders will be received by the undersigned up to and including **Saturday the 20th day of November** next, for the right to cut the timber on a number of townships in the Porcupine Mining Division of the District of Temiskaming.

For further particulars apply to the undersigned or to Mr. W. G. A. Wood, Crown Timber Agent, South Porcupine, Ont.

BENIAH BOWMAN,
Minister of Lands and Forests.

October 20th, 1920. 21-22

Miscellaneous

Auction Sale of Timber Licenses

UNDER AND BY VIRTUE of the powers contained in a certain hypothecation which will be produced at the time of sale, and under and by virtue of all other rights and powers thereunto enabling, there will be offered for sale by public auction on Saturday the 20th day of November(1920, at the hour of eleven o'clock in the forenoon by C. M. HENDERSON & CO., AUCTIONEERS, at their premises, 128 King Street East, in the City of Toronto, the following property, namely,—ALL THOSE CERTAIN LICENSES to cut timber in and upon certain portions of the Township of Proctor and on the North shore of Lake Huron, which licenses are known respectively as Numbers 90 and 91 of the Season 1920-21 and being Berth No. 142 in the said Township of Proctor and Berth No. 143 on the said North shore of Lake Huron, each parcel containing an area of thirty-six square miles more or less, as set forth and described in the said licenses, saving and excepting thereout all such lots or parcels as are thereby excepted.

The limits for which these licenses are held are said to be favorably situated and easy of access. It is reported that there are upon the limits fifteen million feet of Hemlock; four million feet of White Pine and ten million feet of hardwood, suitable for manufacture into lumber.

TERMS: Ten per cent. of the purchase money to be paid down at the time of sale and the balance to be paid within thirty days, without interest.

The licenses are offered for sale subject to all the conditions and regulations of the Department of Lands, Forests and Mines of Ontario affecting the same.

The licenses will be offered for sale in one parcel and subject to a reserved bid.

Further particulars, terms and conditions of sale will be made known at the time of sale or upon application to Messrs. Johnston, McKay, Dods & Grant, Traders Bank Building, Toronto, Solicitors for the vendors.

DATED at Toronto this 30th day of September, 1920. 20-22

For Sale

A Veneer Mill Equipment consisting of:

One Coe Veneer Machine 88".
One Coe Automatic Feed Clipper Power.
Two Nichols Automatic Dryers hollow plate steam heated device.
Two Blakeslee Power Wringers.
One Morris Veneer Machine.
One Veneer Press.
And many other machines, Pump, Shafting, Pulleys, etc., etc.
All in good condition.
Price $8,000.

Box 399, Canada Lumberman, Toronto. 21

Auction Sale of Timber Berths

The undersigned has received instructions to sell by public auction at Orillio on **Tuesday, November 23,** at 2 p.m., two excellent timber berths in the Township of Ballantyne, District of Nipissing.

These two berths comprise 26½ square miles. They are situated just east of South River and within six miles of Wasing Station on the Canada Atlantic Railway. Parts of the berths lie within the boundaries of Algonquin Park.

The pine on these limits was taken off years ago, but the other timber has never been touched. An estimate prepared for the Department of Lands, Forests & Mines places the amount of timber on these two berths as follows:—

Berth No. 2, Ballantyne

10,000 feet Pine
7,415,520 " Hemlock
8,533,500 " Birch
125,500 " Ash
748,000 " Soft Elm
18,000 " Basswood
215,000 Cords Chemical Wood
20,860 Telegraph Poles
60,000 Railway Ties
2,300 Cords Spruce.

Berth No. 4, Ballantyne

150,000 feet Pine
5,500,000 " Hemlock
13,500,000 " Birch
750,000 " Ash
600,000 " Soft Elm
125,000 " Basswood
130 Cords Chemical Wood
25,000 Telegraph Poles
100,000 Railway Ties
7,000 Cedar Telephone Poles

These figures are believed to be conservative.

Further particulars on application to

Geo. H. Clark
21-22 Orillia

LOG STAMPS

Write us for particulars and prices

Superior Mfg. Co., Ltd.
93 Church St., Toronto

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street, MONTREAL, P.Q.

$2.00 A YEAR Twenty-Four Issues

Are You a Subscriber?

"CANADA LUMBERMAN"
347 Adelaide Street West, TORONTO

RAILS

New and Relaying also Frogs, Switches, Spikes, Etc. All sizes in stock. Also used

Locomotives, Logging, Box and Flat Cars, Hoisting Engines, Chain, Wire, Rope, etc.

R. T. GILMAN & CO.
MONTREAL, QUE.

FOR SALE
Flooring and Furniture Factory
Wiarton, Ontario

High class building and equipment, formerly operated by Siemon Bros, Limited.

For particulars apply to

The Union Trust Company, Limited
Richmond and Victoria Streets, TORONTO, ONTARIO

Review of Current Trade Conditions

Ontario and the East

While conditions in the lumber arena are quiet at the present time and the majority of firms report little business doing, a number declare that trade is spotty and spasmodic. On the whole they have been enjoying a fair car sale each week, but, of course, the aggregate is not nearly as large as in normal times. There is a great deal of speculative discussion regarding prices, and the questions heard on all sides is will values rise, fall or become stabilized.

The lumber market at the present time is a declining one so far as quotations are concerned, and how low prices will go remains to be seen. There is a firm impression that they will never get down to anywhere near pre-war standards. Of course, last spring when the clamor for hardwoods of all kinds was most insistent, there was a great deal of jockeying and what one might almost term as curb-brokering in certain lines of hardwood than were in great demand. Wood- using industries were all rushed to the limit and were calling for supplies which, in many cases, owing to the shortage of stocks, could not be met. Not a few firms gave their buyers injunctions to procure the grades and quantities required irrespective of price, and an orgy of excitement and speculation set in. Then came a quieter period in the lumber line and the demand from the United States hardwood consuming centres fell off considerably. Furniture factories became quiet, the automobile business rapidly decreased, piano manufacturers were running on short time and even phonograph plants ceased to call for heavy supplies.

Speaking of the hardwood situation generally, a leading wholesale lumberman stated this week that the American yards in many instances were stocked to the limit, that there was little or no demand and would not likely be any until after the presidential elections or early in the year. So far as local requisitions are concerned, he said they are only about half of normal. In regard to diminishing values, he added that they would never return to 1914 basis, but that he expected the figures, which ruled in 1919 on northern hard and softwoods would, possibly, be reached in the near future. The old low levels would never be ushered in again for the simple reason that costs of production were bound to remain high, railway rates had ascended materially and general overhead and distribution expenses, while they might come down, would never get back to ante bellum days. Various views are heard with regard to the future. Some observers of the situation declare that, while prices may be shattered at the present time in hardwoods, they are bound to come back with a vengeance, and will go even higher than they did in the spring of 1920 when the increase ranged from 100% upwards to as high as 300% over the rates which prevailed in 1918 and the beginning of 1919.

In respect to the softwood market, conditions remain unchanged. There is not much shipping going on to the other side and the retail dealers are simply marking time until they get rid of some of their high-priced stocks. White pine is holding its own, but very few cars of B. C. forest products are being sold. The high freight rates which have not altogether been adjusted or absorbed by all the mills, are causing consumers to wait awhile. Then southern pine is being offered at ridiculously low prices; in fact, the country is being flooded with circulars making such quotations for all grades and sizes as were not dreamed of three months ago. With some American firms it appears to be a case of desiring to unload at any cost.

In this issue the "Canada Lumberman" presents opinions from representative manufacturers in various parts of eastern Canada, showing that the cut will be somewhat curtailed and quite a few firms will not get out as many logs as last year. While wages in the woods are stiff at the present time and in some instances fully $10.00 higher than last season, it is expected that there will be a recession before many weeks are over.

Owing to the fine fall weather a number of mills, which usually have closed down by this time, are still operating, but, generally speaking, the majority of the plants will finish cutting about the 10th or 15th of November. Much depends upon weather conditions. When the mills are closed down and the harvest hands return from the west, it is expected that there will be a surplus of woods labor. Exaggerated reports are heard respecting labor and camps, which cannot be verified. One is to the effect that a leading concern reduced the wages of its men from $70.00 to $50.00, and that they were glad to remain on at this figure, while another rumor is that some thirty camps had been closed in northern Ontario. While there may be a modicum of truth in these allegations, much is often gained or lost in the telling, and in quiet times the tendency is to paint the picture a little darker than it really is.

Eastern firms have received word from the Coast to the effect that the shingle situation is not at all active, and that a large number of mills had closed down. It was also stated that by the end of the month a big percentage of the sawmills would become inoperative owing to lack of business and that a majority of the logging camps would also be shut down.

In the yards around the mills stocks are not heavy, and as business is quiet and not many orders coming in, there is, declares a western authority, not much possibility of the plants opening up again until more business is in sight from the east and also the United States. The banks will not finance the mills to go on cutting and pile stock in the yards, so there is nothing for them to do but shut down. Under these conditions it may be expected that prices will not go lower as the orders that are likely to come in will take care of the mills that are operating. The tide-water mills here are very active at the present time owing to export business. The other mills that will continue to operate are those in the interior and on the island, who have their own timber and mills adjacent to same, and can obtain their logs cheaply.

United States

Business in the lumber line is very quiet at the present time and it is not expected there will be any activity until after the elections. Everybody is sitting tight and waiting the outcome of the great political struggle. Various opinions are expressed regarding the trend of lumber prices. Many think the bottom has been reached; others are confident that rates will go lower, while not a few assert that as soon as a sturdy demand sets in again, quotations will go higher than at any period since the war. There is a variety of views, and one may select from the multitude exactly what suits his or her own individual taste. The hope is not only expressed but also confidence that by the first of the year the requisitions for lumber will materially increase and prices advance. This optimistic prediction is based on radical curtailment in supply. The majority of the mills on the Coast have either shut down or radically reduced their output. Logs are very scarce and the limited available supply has been increased.

Commenting upon the general trend of things, a western contemporary says: "It is a very common thing these days to hear or read that the country is going through a period of liquidation and that when the process is completed the economic, industrial and business situation will improve. It has been pointed out by a well known lumberman, who is something of a student of such things, that "period of liquidation" is the new term for what formerly was called "panic," and he says that the present situation would be a real panic were it not for the steadying influence of our present banking system. So far as business is concerned, and the lumber business in particular, he says that the effect of this period of liquidation is much the same as was the effect of what we used to call a panic.

Be that as it may, it is certain that the country is passing through some sort of a period, which is not altogether satisfactory to anybody. In one large city, where there are probably more skilled mechanics than at other points, thousands of them are temporarily out of work because the industry in which they were employed is suffering from the period of liquidation. What is true of that city is more or less true of other cities.

But even the depression of the present cannot dim the hope that trade will be better before the end of the year. This hope is based on the known fact that construction work is needed and on the expectation that the banks will soon make it easier for builders to get money for legitimate enterprises.

If hardwood lumber prices were inordinately high last spring, they have now gone to the other extreme, and some of the offerings are made at prices below the cost of production. Not only are mills losing money at some of the prices at which stock is being offered and sold, but many a wholesaler is obliged to take less for his lumber than he paid for it. Of course, this is not true, either in the case of the mills or the wholesalers on all of the business done, but as a general thing the man who has a stock of hardwood lumber will be money ahead if he refuses to sell it at the current market. One consolation lies in the fact that the bottom has probably been reached

View of Mills in Sarnia.

BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

"Rush Orders Rushed"

Cleveland-Sarnia Sawmills Co., Limited

SARNIA, ONTARIO

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

and if any demand makes its appearance there will be a reaction. Factory consumers are known to be low in supply of raw material. They are buying a little to keep them going on business on hand, of which there is not much . But with any increase in the demand for finished products they will be forced into the market. Stocks of hardwood lumber, both at northern and southern mills, are below normal, and many mills have announced a programme of curtailment until the market revives. This makes certain that the supply will be short if the demand approaches normal.

Great Britain

Owing to the acute industrial situation, the number of strikes, and general labor agitation which has been going on during the past few weeks, business is largely at a standstill and nothing new will likely develop for some time. The outlook is rather uncertain. Were it not for the labor troubles which constantly crop up, it is believed that business would speedily improve and that there would be a revival in demand. Prices have been holding fairly firm but there is little new in the general conditions.

Recent advices from Liverpool state that while the imports during the present season reckoned on the standard basis cannot approach in any way the aggregate of prewar days, still when present values are taken into consideration the story is one of a different nature. With values at their present enhanced figures and profits nowadays invariably beyond the meagre margin ruling prior to the war, most of the importers are quite content to handle hundreds of standards whereas previously any season's total yearly imports for the particular firms reached a total of many hundreds of standards.

Speaking of the freight outlook, the "Timber News" of London says:—It is very pleasing to learn of the reductions being made by a large number of shipowners. America seems to be setting the pace. She is evidently bent on securing as much business as possible for her new carriers, and in order to secure it is ready to make concessions in rates far greater than most people would have believed a few months ago. Many of the German shipping concerns are also amalgamating with a view, no doubt, to cutting rates. Shipowners in this country are therefore none too sanguine as regards the future. There is indeed a prospect of lower freight all round, which should mean not only cheaper wood, but also cheaper food and clothing. Shipowners are gradually coming down from their pedestals upon which they have stood far too long.

Questions in the British House of Commons recently elicited that fact that under the Housing Acts 10,042 houses had been constructed and 59,320 were now in course of construction.

Business in the timber trade has proved dull lately, transactions reported being few in number, and mostly of an unimportant nature. Buyers have shown a disposition to await developments in the coal situation before entering into further commitments, but even apart from the effect exercised by that unfortunate trouble, it has to be admitted that the tone of the market is not healthy. The stocks on hand are uncomfortably heavy and with the comparative lack of demand experienced of late values are displaying a sagging tendency. The weakness is so far confined to landed stocks,, shippers' quotations for forward delivery still being maintained on quite a steady basis, but that they will long remain so is a matter for doubt. The adverse rates of exchange are meantime serving to keep the cost of import high, but that is an influence which will not be maintained indefinitely, although it may be years yet before a state of actual normality is reached. Imports continue light, but generally are proving more than ample to meet existing requirements.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Ottawa Lumber Prices are Likely to Hold Firm

Firm prices, coupled with a slow demand and a poor outlook toward the labor end as to woods operations, marked the Ottawa lumber market during the closing period of October. Though prices kept up there was little or nothing in the market to justify the expectation expressed by some of the trade, that lumber would do a "come back" price before the year was out.

From all appearances from the Ottawa end of the market, the price of lumber is likely to hold firm until the early spring months. There are a variety of reasons and factors, best known to the lumbermen of the Ottawa Valley for such a statement. Nobody is going to throw any stock away, and unless they can clearly see where the replacement stock is coming from, (at the present a lot of them don't,) they are adopting the safety attitude of carrying over the stock on hand rather than dispose of it.

A wide variety of stories concerning the production output was talked of in the trade, but as a confidence must be respected, little if anything can be said at the present time. .

With the next month it would not be at all surprising to certain of the manufacturing trade if a unique and unlooked for surprise in regard to the woods labor situation was sprung. .

During September and October, the shortage of labor in the woods camps was generally admitted, and it was acknowledged by leading operators that the situation was the most serious ever experienced in the Ottawa Valley.

Without telling any tales out of school, the making of a first class battle, which if it materializes, will cost both sides heavily financially, is to be staged between the lumber and the pulpwood companies. .

According to one of the opinions given to the correspondent of the "Canada Lumberman," a large part of the present woods' labor shortage can be attributed to the high wages that is being offered by the pulpwood operators.

"If a woodsman can go into a camp and get from one hundred to one hundred and twenty-five dollars per month with board, from a pulp company, he can hardly be expected to work for a lumber firm at wages from sixty-five to eighty-five dollars per month. Pulpwood is now high on the market. Lumber is slow or at the best is only stationary and the outcome of this season's operations is uncertain," was the comment of one of the heads of the leading lumber operators in the Ottawa Valley.

Though orders were slow, there was, if anything, an increase in the number of inquiries to the trade for the better grades of white pine and the mill run grades. Quotations on spruce remained about the same as they were in the early part of September.

The transporation situation from the railway car end was good. The surplus of cars, if any, was brought about about by the decreased number of orders being placed and shipments going forward.

The export situation to England so far as local companies were concerned did not show much change. Trade in this direction was also slow, and it was rumored in the trade that there was a possibility of existing orders being cancelled.

The fall lumbering operations of the Ottawa sawmills and wood products plants, were a long way from being satisfactory, owing to low water stranding hundreds of logs on shallow shoals, and thus tending to keep down the supply of wood at the mill ponds.

Work and orders with the woodworking factories outside of a few orders for sash and door remained slow. Lath and shingle did not show any change in price and if anything the demand for these building and repair commodities dropped away. Mill and factory labor continued to remain plentiful. Several saw mills in the district closed down with a total cut, considerably below that of 1919.

Halifax Exporters Believe Co-operation is Needed

All through the past summer conditions have not been such as to excite any great degree of satisfaction to those engaged in the export deal trade. Early shipments to the British market met with ready sales at prices which left a fair margin of profit. The freight rate seemed firmly fixed at 300s., there was no great surplus of stock in the British Isles, and everytthing seemed to point to a satisfactory season's business.

Buyers on the other side put great hopes in the Government's building program to create and sustain a steady market for building material, but unfortunately this scheme early fell through, and was followed by other disturbing factors including industrial disturbances and financial troubles which were reflected in a weaker demand for our lumber and a reduced price for ordinary sizes. The demand for the wider sizes was still fairly good, but what at first was thought to be only a temporary lull in the market was later recognized to be of a more serious nature.

It is thought that when the steamship companies reduced their rate to 200s, the market would show some improvement, but the buyers on the other side seemed to think that this reduction was for their special benefit.

Some British merchants report that imports during the season have exceeded consumption to such an extent that the sur-

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SERVICEABLE

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Duck Covered — Heavy Lining — Lock Stitched
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STOCK READY FOR IMMEDIATE DELIVERY

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and Pattern Lumber

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Largest stock of Western White Pine in British Columbia

How much do you want?
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plus now on hand will be sufficient to meet the ordinary needs of the trade for some months to come, while others claim that the resumption of building operations which is thought to be near, will soon create an acute shortage of lumber.

As the great bulk of the sawn lumber produced in Nova Scotia and New Brunswick, particularly the spruce finds a market in the British Isles, shippers are carefully watching developments there in an effort to gauge the situation for the coming year. At the present time industry in these Provinces, that before the close of the present season, conditions may improve sufficiently to justify the views of the more optimistic.

The time seems to be ripe for some sort of an organization embracing the lumber exporters of Nova Scotia or preferably of Nova Scotia and New Brunswick as a protective measure. There are many matters affecting the trade in general that could be dealt with to the mutual advantage of all concerned by a representative union of shippers, without in any way interfering with the freedom of the individual members.

Co-operation is the order of the day, and the unsual conditions confronting the trade at this time seems to demand that some such action be taken. Sweden, one of our chief competitors has already organized an Exporters' Union, and there is a counter movement on foot now in England to form an Importers' Union, which is probably an outgrowth of the Associated Importers, Limited. In the face of these recent developments affecting the principal market for the lumber from the Maritime Provinces, it seems obvious that the best interests of the trade can only be served by concerted action on the part of those engaged in the export of deals from the lower ports to the British market.

The American market has been decidedly dull for some weeks past. This is the time of year when ordinary building sizes should be in fair demand, but although the quantity of stock in the hands of American buyers is reported light, there has not yet been any improvement noted from across the line. Some say the Presidential Elections have something to do with this state of affairs, while others claim that the action of the railways in adding a 40 per cent. increase to the freight rate has had a depressing affect on the trade.

The local demand at Halifax and other industrial centres in Nova Scotia has eased off considerably following the decline of building activities. Stocks in most of the yards are light, and prices are holding firm, with an upward tendency owing to the increased freight rate. In spite of an exceptionally active year in housebuilding, there is still a serious shortage of houses. A great deal of construction proposed for this year was abandoned owing to the difficulty of securing a sufficient supply of material. A recent report of the Housing Commission states that Halifax needs 1,000 new houses. This work will be carried on next season, so that the outlook for the coming year is quite encouraging.

It is a little early yet to say whether the production for 1921 will be up to the average or not. Many of the operators do not seem disposed to operate on a very large scale in view of present conditions while some state they will have only a fraction of their last year's cut. This decision is, no doubt, due to the greatly increased cost of production, and the narrow margin of profit in sight for the manufacturer at the present prevailing prices. As one operator put it. "While a man might have a little margin left over this year after paying business profits tax and sales tax, the chances are very small for the coming season with the greatly increased cost of railway transporation added."

Labor conditions are reported satisfactory, and if there is a fair amount of work available during the coming winter, wages will probably remain about stationary.

Export Market is Minus Quantity at St. John

The market as an exporting one is about dead at St. John, N.B. No shipping in any direction is taking place. No sales are being made except a few cars here and there, and if sales could be made, much lower prices for random would have to be accepted, and should the brokers accept these lower prices, they would be at a serious loss, as all the lumber at St. John was contracted for this spring and last winter at the very highest prices. Furthermore, should present American prices be accepted, it would be at a rate below present producing costs.

Not a contract has been made as yet for any winter sawn lumber. This, certainly, shows the condition of the market and the feeling of timidity among the buyers who have bought heavily and have their funds tied up. With the banks refusing to go on with any more advances, certainly it is a serious state of affairs, but if production is limited this coming year, it will be the very best thing that could happen to prevent a serious panic in the industry. No stumpage can be bought today at last year's prices, every holder asking $1.00 to $2.00 per M more for his or her stumpage, and as it is certainly coming to the end of our forest production, no one can blame them, for they shall finally get their price in the near future.

Stocks at St. John of deals and scantlings may be quite heavy by the end of November, but from that forward, they will begin to reduce, and if no cutting is done this winter, certainly prices will be steadied. The future holds no dark horizon for the lumber trade irrespective of what the bankers and laymen may think. Forests tell the tale no book or word can pen. Local factory conditions are still good, retail prices in spruce and pine still are maintained, and the only reductions are in B. C. products, which were abnormal compared with spruce and pine, and are slightly reduced.

Stocks of low-grade or refuse lumber are well reduced, and well sold up, and about the only shipments are in low-grade lumber.

No crews as yet are being sent to the woods. Wages are easier and men, who do not at once seek a winter's work, will be left without employment.

It is said that there will be a reduction of, at least, 800 million of sawn lumber in Maine and New Brunswick and Nova Scotia for 1921. This estimate is conservative, and unless buyers and the public in general get busy and buy for future needs, their costs will be felt to a large extent in the coming year.

Shipping Situation in Quebec is Slowing Down

There has been a slight reaction in the shipment of timber and deals from the port of Quebec to the United Kingdom within the last two weeks, notwithstanding, that the demand is still very much in abeyance. Three vessels have taken part cargo, the steamer Manchester Civilian, for Manchester; the steamer Venosia for London; and the Manchester Corporation for Manchester. There are still five sailings of the Canadian Pacific Ocean Service Lines, from Quebec to Liverpool, which will take on small parcels of sawn lumber for Liverpool, that will close the shipments for the season of 1920 in the St. Lawrence.

The scarcity of the demand for lumber both in the United Kingdom and the United States markets, together with the labor demand for higher wages, has so discouraged the manufacturing interests of the district of Quebec that several mill owners threatened to shut down their plants during the coming winter. This seemingly had the effect of bringing the jobbers to their senses, and it is now thought that the mills will continue to manufacture for next year's market.

The pulpwood industry in the meantime, is not worrying. There seems to be no let up in the demand, and the only thing that is bothering the dealers is the insufficiency of cars to transport the wood from Quebec to the mills in the United States. In the meantime, the continual increase in the price of wood is a source of anxiety to the American pulp and paper manufacturers and their clients in the newspaper business. It now costs from thirty-six dollars to thirty-seven dollars a cord for pulpwood shipped from the district of Quebec, before it is laid down at the American mills.

The St. Regis Pulp and Paper Co., of Carthage, near Watertown, N. Y., who are the owners of the Godbout and St. Simeon limits in the lower St. Lawrence, are about to open an office in Quebec, under the management of Mr. Charles G. Levy, son of Mr. John Levy of the well known Quebec firm of W. & J. Sharples, and it is said that the St. Regis Co. will build a mill to ross the pulpwood cut on their limits at Godbout, and bring the same up the river in barges to Quebec.

There are eight hundred and thirty pulp and paper mills in the United States, stretching from Maine to California, which goes to demonstrate the amount of wood that must be cut every year to keep these mills in operation. These include forty-five mills in Maine, one hundred and seventy-nine in the state of New York, thirty-five in New Hampshire, and thirty-eight in the state of Pennsylvania, that are depending in a large degree on the provinces of Quebec and Ontario for their supply of wood, and if the embargo on the export of wood from these provinces is adhered to, it would compel the mills in question to come to Canada and here manufacture their paper and pulp production.

The high cost of labor entailed in the cutting of lumber and pulpwood in the woods at present, is becoming a serious question, and unless the trade takes some means to curtail the prices paid, the demand of labor is likely to go even higher. It was pointed out by your correspondent in his last communication to the 'Canada Lumberman." that competition, caused by the demand for pulpwood, has become so keen, that the trade is obliged to pay abnormal prices for help, and the farmers in the province of Quebec attracted by these prices for their labor in the woods, are abandoning the farms.

Recently a Quebec pulpwood dealer who had forty cords of wood to be peeled lying by the side of the railway tracks of the Quebec & Lake St. John Railway, at St. Catherines, some eighteen miles from Quebec, that had to be peeled by a draw knife before shipment, contracted with several farmers of that place to peel the product for five dollars per cord which gave them about seven dollars and fifty cents per day in wages. When the job was finished, the dealer informed the

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Gunns

Napoleon was right:

HE said, "An army marches on its stomach." He might have added, "and the lumberman works according to the quality of his 'three squares.'"

Ask for our quotations on:

Beef, Veal Mutton,
Barrelled Beef,
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Dry Salt Meats,
Butter, Cheese,
Oleomargarine, Lard,
Eggs, Poultry, Headcheese,
Canned Meats, Mincemeat,
Pork and Beans,
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Our "Easifirst" Shortening is the most economical of all cooking fats. Try it in the next batch of pastry."

GUNNS LIMITED

WEST TORONTO

men that he had another lot of wood to peel. They refused to do the work unless the price was augmented by fifty per cent.

As already pointed out in the "Canada Lumberman," jobbers are paying farmers eight dollars per cord to cut pulpwood in the district of Quebec, and as two men can cut on an average of three cords per day it will be seen that each farmer is earning a wage of twelve dollars per day. But this is not the worst feature, the farmers are abandoning their land to earn this big money and if a stop is not put to the practice, agriculture is bound to deteriorate in the province.

Your correspondent, in the course of investigation into these matters, and the necessity of bringing foreign labor into the country to relieve a situation that would have the effect in having the farmers remain on their land and at the same time lessen the cost of production, and lighten the burden of manufacturer and consumer, approached the Hon. Mr. J. E. Caron, Minister of Agriculture for Quebec. Mr. Caron is a practical farmer and a man who takes a keen scientific interest in agriculture. He talked the matter over with your representative. Mr. Caron, who thoroughly understands the question of the farmer leaving his land, and his reluctance to till the soil when he is receiving such high wages for the cutting of pulpwood, says the question is a problem to which he is giving his careful consideration.

Mr. Caron remarked that the province of Quebec has and is still spending a large amount of money on scientific agriculture to keep the farmer upon the land. His department was using every effort to make farm life attractive. He was, however, against immigration of foreign labor to take the place of the farmer in the cutting of pulpwood in the woods. Mr. Caron used the argument that Canada was over-industrialized for the size of the population of the country. "These manufacturing interests," said Mr. Caron, "with their modern machinery, eight hour day work and high rate of wages paid for labor, not necessarily skilled in the main, was the cause of attracting the farmer from the land. The farmer has to work on his land from early morn until late in the evening, and when his work is finished he is without social diversion. The mill worker, on the contrary, puts in his eight per hour per day, his work is light and clean, and consequently he is not tired at the finish. In the evening he has his social attractions that make him a candidate for ever afterwards to partake of city life. This it must be admitted is the magnet that is drawing the farmer from the land and, if pulpwood has become a factor it is on account of the great demand of the newspaper publisher. Let the newspaper publisher curtail the size of his paper and the demand for pulpwood will decrease."

In regard to foreign labor in the woods, Mr. Caron said the farmer is best adapted for the cutting of pulpwood. He knows how to wield the axe and pick out the tree as well as to drive. Italian labor would not do for this work; he is a good railroad builder, but "in my opinion," said the minister, "would be lost in making pulpwood. The Belgian and French men are not emigrating from their respective countries to come to Canada. British immigrants are valueless for the reason that they will not assimilate with the French-Canadians. We have this experience in this province. I know of one hundred farms owned by English men in the province who desire to sell their properties in order that they may be enabled to go West. The English will not be ruled, and once the French-Canadian settles in their vicinity and becomes a majority, the English want to sell out and get away West."

With all due respect to Mr. Caron and his opinions in regard to immigration to the province of Quebec, his ideas on this head are scouted by men spoken to in the trade who say the argument of the minister is a camouflage to hide the real depth of the meaning that the French-Canadians do not desire either British or Italian labor to settle in the province, which they look forward to being absolutely a French-Canadian independent entity of the Dominion of Canada.

Good Demand for Cordwood and Ties

Cordwood at the present time is very scarce and practically impossible to obtain. One wholesale dealer in Toronto stated recently that he could find a market for several hundred cars if he could place his hand on the product. Beach and maple are required by fuel merchants owing to the shortage of coal and the prevailing price for hardwood is from $10 to $11, f.o.b. cars.

Two or three years ago every owner of a bush was advised to cut cordwood due to the famine in coal. This was done and before all the product was disposed of, the fuel situation improved with the result that nobody has been cutting cordwood to any great extent during the past year or two.

There is also a good demand for ties at the present time on the part of purchasers. Some railroad representatives are holding back thinking that ties, which have advanced from 15c to 30c a piece, will be purchased cheaper next year when labor is more reasonable in its demands and the cost of boarding men and getting out the timber has fallen. One leading railway tie company stated recently that they were taking no chances with the future but were buying all the sleepers that they possibly could and desired more. Although purchasing costs were high, still now is the season when sawn and pole ties are turned out in large quantities, and next April, May and June, when they are required, certain interests which are holding back, may not be able to obtain the same because cheap ties or even ties of any kind will not be available.

"We have every faith that, while the situation may be a little quiet at present, the demand for ties next spring is going to be particularly strong, and those concerns which are holding back, will find they will not be able to get supplies when they want them," declared one firm.

Marked Slump in September Building

September, normally the month for building recession, runs true to form this year, says the "American Contractor," with a definite slump in construction, according to building statistics from 203 cities. These reports give a total valuation of $101,834,729 for 38,383 permits issued, or an average valuation of $501,640 for September. This is considerably below the computed average monthly valuation per city for the first eight months of 1920, which is $696,920.

September showed gains in 71 cities over August and losses in 96, Los Angeles and Detroit making the largest gains. Chicago permits, which dropped in August from July, make another drop of more than $1,500,000 in September, and the Borough of Manhattan also shows a decided reduction.. Comparison of September activity for this year and for 1919 reveals a 40 per cent. recession for 1920. August showed a 32 per cent. recession over August, 1919. When it is considered that the estimated cost of practically any class of building is from one to three times what it was in 1913 and 1914, taking into account the lower purchasing power of the dollar, the September slump of this year is all the more marked. If volume of projected work were the basis of comparison rather than monetary value, the 1920 operations would drop below the average for each month since April when building permits reached the exceptional figure of $113,000,000.

With Lumber Retailers Lies the Control

Low stocks in the yards of the lumber retailers during the next few weeks may again invite a "runaway" market, such as prevailed during the latter part of 1919 and early weeks of 1920. The acute housing shortage demands building. And the demand will be met, sooner or later, say advices from Chicago.

The lumber production situation differs from that of a year ago. Unshipped stocks of most items are plentiful in the mill yards. If they continue to pile up, production will be still further curtailed or mills will close down. In such event, the supply of lumber will be less plentiful later in the season or next season when building activity renews the active demand for lumber for immediate delivery.

With the lumber retailers largely lies the control of the present situation. If their buying is steady and continuous, instead of intermittent and spasmodic; and if they keep their yards reasonably stocked up, they may avoid the repetition of the panicky conditions and erratic fluctuations which have characterized the lumber market during the past year and a half. At the same time they will have encouraged steady production enabling the mills to produce a larger supply at a lower cost per thousand feet.

The lumber producer can give best service with a reasonably steady demand and with a stable market. In the long run, erratic "boom" prices do not pay. The subsequent "famine" more than pays for the "feast."

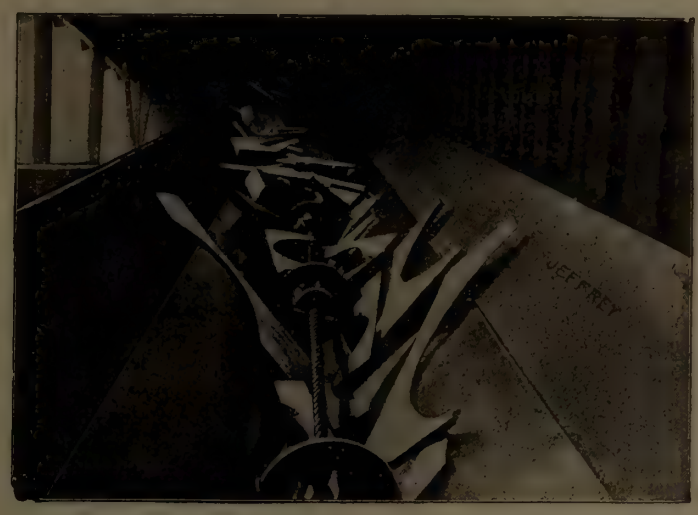
Low Water Closes Ottawa Industries

Pulp, paper, newsprint and card board mills on the Ottawa and Hull side of the Ottawa River are at a standstill, due to the very low water level, and as a result approximately 800 men employed by the E. B. Eddy Co., Ltd., and J. R. Booth are idle. Mr. George Millen, president of the Eddy Co., said recently that the Ottawa River level is the lowest in his experience in the paper-making industry and unless there are heavy rain falls the conditions on the Chaudiere will become more acute.

At the Eddy plant the following mills have been closed down: Pulp, newsprint and "C" mill. At J. R. Booth's the pulp and board mills are inactive, and the daily production of newsprint has been reduced from 150 tons to approximately 50 tons. At the board mill the output has been reduced by two-thirds. The sulphite mills are operated spasmodically.

Adapted to Economical Handling of Large Capacities and Long Distance Haulage of Sawdust and Mill Refuse, Etc.

"V" SHAPED TROUGH for large capacities of Refuse, Blocks, Etc. An all-steel trough with re-enforcing angles on the top edges may be used in place of the wood trough with steel lining illustrated above.



One of three Jeffrey Wire Cable Conveyers handling refuse from Saw Mill in a large cooperage plant.

JEFFREY GAPPED SHEAVE WHEELS with Solid Rim and Single Flexible Teeth. Also furnished in Adjustable Rim—Double Flexible Teeth.

Transporting lumber across a river with a Jeffrey Cable Conveyer.

K-2 ATTACHMENT used with Cable illustrated above.

Jeffrey

Wire Cable Conveyers

The Cable Conveyer also has quite an extensive application in the carrying of Pulp Wood

The Jeffrey Mfg. Co.

Canadian Branch and Warerooms

MONTREAL

Handle it Mechanically

Budget of News Interesting to Lumbermen

New Concern Acquires Pembroke Lumber Co.

The first move on behalf of the big British interests, who have recently become very heavily financially interested in Canadian lumber, pulp and paper operations, and in connection with which there is still another gigantic merger under consideration, evidenced itself in the Ottawa Valley late in October, when the McGuire, Patterson, and Palmer Company of Canada, Limited, absorbed and took over all the properties previously belonging to the Pembroke Lumber Company. About 800 square miles of timber land and limits, together with the mill properties located at Pembroke, were taken over by the British interests.

A large splint manufacturing business, so it is stated, is to be started at Pembroke. The Canadian Company, it is also understood, has under contemplation the establishment of a large match factory. Mr. E. A. Dunlop was president of the Pembroke Lumber Co.

Knox Bros. Secure Plant at Quebec

Knox Bros., Limited, wholesale lumbermen of Montreal, have bought the Davie Shipbuilding plant No. 4 at St. Joseph de Levis, Que., for manufacturing purposes.

The Davie Shipbuilding plant No. 4 is located at the west side of the Orleans ferry landing, Quebec, and is distinct from the shipbuilding plant with the old and new dry docks and machine shops. This plant was established at the outbreak of the war to build submarine chasers, and later was utilized to build wooden steamships for the French Government.

Knox Bros. have, according to their announcement, purchased the property with the buildings thereon, and 85 x 500 feet, and when the installation of machinery is completed, will be able to resaw and dress twenty-five car loads of lumber per day. They are installing Yates fast feed machines, each machine to be driven by a separate motor.

The firm announce that the new place is now shown in the Railway Tariffs as a stop-off point for re-manufacturing in transit, and that the yard capacity will be about 15,000,000 feet, and the dry shed capacity about 1,000,000 feet.

The firm will commence operations immediately and will have a stock at their St. Joseph de Levis place very shortly of 5,000,000 feet of dry merchantable spruce and 4,000,000 feet of British Columbia fir timber.

New Veneer Mill Will Start Operations

The demand for rotary cut veneers in Canada is about to be solved—at least in part—by the establishment of an important new industry at Waterville, Que., where the old factory of Geo. Gale & Sons, Limited, has been taken over by the Waterville Veneer & Panel Company, Limited, by whom it is now being rebuilt and equipped with the most up-to-date machinery and appliances known to the trade.

The daily cutting capacity of the new mill will be a carload of veneer, and that of the plywood plant 20,000 feet.

The company owns large stumpage rights and is assured of a plentiful supply of veneer logs for at least twenty years. Operations are scheduled to commence early next year, and the company will shortly be in a position to take care of orders for forward delivery.

The new industry will be directed by Mr. H. Lefeber, formerly of Montreal, but now in residence at Waterville. Mr. Lefeber, who is widely known to the trade, is the vice-president and general manager of the Waterville Veneer and Panel Company, Limited.

New Company Given Wide Powers

Adams Cellboard Co., Limited, have been granted a charter with a capital stock of $400,000, and head office in Toronto, to develop water and electric power and to manufacture, sell and deal in wallpaper, lithography, engraving, bookbinding, envelope, paper bag and box-making, and generally to carry on business as manufacturers and dealers in paper made from any material, and to convert the same into paper, pulp, strawboard and other preparations. The company is also empowered to sell, buy and deal in wood and lumber of all kinds, and to make wooden boxes, barrels, cases, etc. Various other powers are conferred upon the organization such as the production of groundwood and chemical pulp. The new company will take over as a going concern the business and assets now conducted in Toronto under the style of the Adams Cellboard Co., Toronto.

Continental Lumber Co. is Rebuilding

Adjustment of the insurance losses, on the plant of the Continental Lumber Company at Charlo, N. B., destroyed by fire on September 24th, discloses the fact that the fire was the most costly from an insurance standpoint in New Brunswick in recent years. The total insurance carried was about $426,000 and in the adjustment which has just been completed the insurance loss was placed at approximately $365,000, or nearly eighty-six per cent. of the amount carried.

The approximate individual losses are as follows:

Continental Lumber Company on the plant and contents, other buildings and contents and lumber on the premises, $230,000, or about 94 per cent.

Goodday and Company, Ltd., Quebec, on lumber, $49,000, or about 75 per cent.

Montreal Lumber Company, Ltd., Montreal, on lumber $17,350, or about 76 per cent.

Brownlee and Company, Ltd., Glasgow, Scotland, on lumber, $68,500, or about 51 per cent.

The mill which was recently wiped out was one of the most up-to-date in the province, having been constructed in 1914 to replace one which was destroyed after having been struck by lightning. The owners have decided to rebuild immediately and already the foundations are being laid for a new mill.

Mr. Grainger Resigns as Chief Forester

M. A. Grainger, who for several years past has been in the service of the Provincial Lands Department of British Columbia, has resigned. Since 1915 he has been chief forester for the province, and has filled the position with energy and acceptance, introducing many progressive moves and working in harmony with the Minister of Lands.

Mr. Grainger was born in England and spent his boyhood in South Australia. Returning to England, he attended Cambridge University and in 1897 came to British Columbia. He had heard much of the gold to be secured in the Yukon, and the stories of fabulous wealth in that northern region fascinated him. He came out of that country broke and beat it, he says, to a logging camp where he lost his heart to the lumber industry. Since then he has been closely identified with wood products and has done his best to improve the efficiency of the forest service of the Pacific Coast and the progress of the timber industry. During the past summer he was the representative of British Columbia at the Imperial Forestry Conference held in Great Britain.

Mr. Grainger, who has many friends in forestry ranks in all parts of Canada, served with distinction during the South African war as a trooper in the Roberts Horse, and won the King's medal and six bars. In 1911 he entered the B. C. service as associate forester in charge of records. Mr. Grainger wields a facile pen and wrote "The Woodmen of the West" some years ago, while he has contributed occasional articles to the press.

Thousand Feet of Lumber in Flagpole

Granville Street and Broadway, Vancouver, were recently given a glimpse of the great flagpole donated to Prince of Wales School by the Canadian Robert Dollar Company. The big stick was taken through Vancouver on ten wheels, drawn by a powerful motor truck.

The stick, a beautifully straight piece of Douglas fir, was cut on the Port Moody limits of the Dollar Company, and towed by their tugboat to the B. C. Marine, where the latter company's crane swung it up to the cartage people. The pole is a carefully selected bit of clear slim fir. It is 18 inches through the butt, 13 inches at the top, and 104 feet long. It contains approximately a thousand feet of lumber.

Lenine, chief murderer of the Soviet, says that "discipline" is the secret of Soviet success. That also was the secret by which the Czar held office. The only difference seems to be that Lenine gives them less to eat, treats them rougher, and kills more of them.

NEW ZEBRA, WOOD, WESTERN UNION, and PRIVATE CODES USED.

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1391 Long Distance.
400 Private Branch Exchange.

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FOR EVERY CLASS OF TIMBER

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WHOLESALE LUMBER
SANS-DIEU-RIEN
MONTREAL - Canada

ROUGH AND DRESSED LUMBER

We Offer for Immediate Delivery:

SPRUCE, 1 in., 1¾ in., 2 in. and 3 in. All sizes.
800,000 ft. 1 in., 1½ in., 2 in. and 3 in. No. 3 Common
BIRCH AND MAPLE.
1 in. and 2 in. ASH AND ELM.

Always "Eagle Quality"

THE EAGLE LUMBER CO. LIMITED
Head Office: 90 St. James Street, Montreal, Que.
Mills at Mont Laurier, Que.; Hebert, Que.; Ste. Marguerite, Que.; and Nottaway, Que. Dressing mill at St. Jerome, Que.

Northern Office: MIDLAND, ONT.
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White Pine, Red Pine and Yellow Pine
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Excellent Planing Mill Facilities. Prompt Shipments

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2 cars 1" Birch No. 2 Common
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2 cars 4" & 5" Birch, Boxed Hearts, Outs of Export
3 cars 1" Merch. Spruce, good widths
2 cars 6 x 6 to 10 x 10, 17 to 30 ft. Dimension Spruce.

at prices well within the market. We solicit your enquiries for above. We have other stocks in SPRUCE and BIRCH.

GOOD STOCKS PROMPT SHIPMENTS SATISFACTION

C. A. SPENCER, LIMITED
Offices—McGill Building, MONTREAL, Quebec

EDGINGS

Ontario

The planing and finishing mill of the Pigeon River Lumber Company, Port Arthur, was destroyed by fire recently. The loss is upward of $100,000. The lumber yards were saved.

Best Boxes, Limited, Ottawa, Ont., were recently incorporated to acquire all interests of "Boxes, Limited," and to manufacture and deal in all kinds of wood products. Capital, $250,000.

The name of "Ditchburn Pleasure Boats, Limited," Port Carling, has been changed to "Ditchburn Boats, Limited," and the capital stock of the company increased from $100,000 to $150,000.

The rossing plant of W. L. and J. C. Hunter, at Pembroke, Ont., was recently destroyed by fire. The plant was used for basking spruce pulpwood logs. The loss is $3,000, partly covered by insurance.

John D. McInnes, Smith's Falls, Ont., has bought 800 acres of standing timber and is about to cut it and erect a sawmill. He also runs a sash, door and blind factory, which is very busy at the present time.

A charter has been granted to the Canadian Timber Co., Limited, Toronto, with a capital of $1,000,000, to carry on the business of lumbermen, timbermen and sawmillers, and to buy, sell and deal in wood, timber limits, etc.

The saw mill at Birdsall's Landing, known as Barnet's Mill, was completely destroyed by fire recently. Several customers are said to have lost heavily, one losing 15,000 shingles. The mill is a total loss and the cause of the fire is unknown.

The Industrial Planning Corporation, Limited, has been granted a charter to carry on the business of general consulting and structural engineers, and to design, instal, equip, alter, etc., building structures, plants and machinery of all kinds. The capital stock is $20,000, and head office is in Toronto.

The Canadian Edison Phonographs have been granted a provincial charter with headquarters in St. Thomas, and a capital stock of $500,000, to manufacture, buy, sell and deal in phonographs and other allied lines. Among the incoorporators are Thomas Alva Edison, Chas. Edison, Stephen B. Mambert, Harry S. Miller and Wm. Maxwell, manufacturers, all of Orange, N. J.

The Canadian Forestry Association, on its railway exhibition car, was recently at Penetanguishene. The car was visited by a large number of people and the variety and representative character of the display made through the foresight of the Canadian Forestry Association, was much enjoyed. The C. Beck Mfg. Co. of Penetang, was instrumental in having the car visit that town.

The new pulp and paper plant which E. W. Backus will erect at Kenora, will have a capacity of 200 tons a day, which will later be increased to 500 tons. It is understood that 1,000 men will be employed as soon as construction is well under way. The company will also erect a sawmill, employing 400 men, and build a railway 150 ft. long, the whole ultimately representing an investment of $30,000,000.

The Curtiss seaplane, driven by a 350 horse-power Liberty engine, which was placed at North Bay by the Canada Air Board, recently, as a standby for Lieut.-Col. Leckie's coast-to-coast trip, has since been used by the Department of Conservation in making surveys and taking photographs of the forests within a radius of 40 or 50 miles from North Bay. Major Edgecombe of the Forestry Department, with Capt. McKeown, pilot, has been engaged for some days on this work.

Kratz & Hall Lumber Co. was incorporated some time ago to carry on a lumber business and is at the present time located at Craighurst, Ont. The principal stockholders are J. H. Kratz of Vineland, and J. H. Hall of Waterloo. The former has been in the portable sawmill business for a number of years, and the latter in the wholesale lumber line for a considerable period. The present holdings of the company consist of 300 acres of mixed timber, principally hardwood. They have a large portable mill, located in the woods, which they expect to operate continually. They have already started sawing dimension stock and have orders on hand to keep the mill running for some time.

Eastern Canada

Wm. Robichaud, Sheila, N.B., is building a new sawmill at Sheila in Gloucester County.

R. A. Jodrey and C. H. Wright of Wolfville, N. S., are erecting a pulp plant at White Rock Mills, King's County, N. S.

The Montreal Lumber Co., Limited, Montreal, has been authorized by supplementary letters to increase their capital stock from $100,000 to the sum of $250,000.

The Frontier Lumber Company, Limited, has been authorized by supplementary letters patent to increase their capital stock from $50,000 to the sum of $100,000.

Dryden Paper Co., Limited, Montreal, Que., were recently granted a federal charter to manufacture and generally deal in lumber, timber and pulp products. Capital, $500,000.

In Quebec there are about 90 million acres of merchantable saw-timber, containing about 160 billion feet board measure of saw-lumber. A little more than one-half the cut is spruce.

The Continental Lumber Co., of which Hon. Wm. Currie is manager, will rebuild their mill at River Charlo, N.B., which was recently destroyed by fire. The new mill will be erected by day labor and will cost $25,000.

F. C. Kenney, of Glassville, N.B., who, since his return from overseas, has been employed as a timber cruiser in the New Brunswick forest service.

was drowned recently. His canoe upset while he was hunting, and as he could not swim he was unable to save himself.

Ira Sessenwein, Limited, Montreal, were recently granted a federal charter to carry on a general lumber business, manufacturing and dealing in all kinds of forest products. Capital, $30,000. P. Bercovitch, K. C., and Ernest Lafontaine, both of Montreal, are two of the incorporators.

M. J. J. O'Sullivan, for about six years in the Engineering Department of the Laurentide Company, at Grand Mere, P.Q., resigned recently and has moved to Montreal. Mr. O'Sullivan left the Laurentide Company to accept a position as chief engineer with the Three Rivers Pulp & Paper Co., which will build a 100-ton plant at Three Rivers.

The Gaspereaux River Light, Power & Heat Co. of Wolfville, N.S., was recently incorporated. The company intend to erect a pulp mill to produce 2500 tons a year. At present the Wolfville Electric Light Commission is being supplied with power and light by the Gaspereaux Company, of which C. H. Wright is president and R. A. Jodrey secretary-treasurer.

R. C. Benson Co. Ltd., of Bear River, N.S., who were incorporated in June of this year, are erecting a new mill at Bear River, N. S., for shipbuilding and repairs. The company, at some future date, propose to manufacture lumber, shingles, sheathing, and laths, and to instal machinery for a grist mill. They own timber limits of 500 acres, situated within 4 miles of the mill.

The Redden Woodworking Co. of Kentville, N. S., who were incorporated early in the year with a capital stock of $120,000, have purchased the mill formerly owned by the Nova Scotia Carriage Co., Limited, Kentville, and are now manufacturing lumber, builders' finish, furniture and cabinet work. The company's lumber mills are located at Forrest Home, N.S., and the office and factory on Cornwallis St., Kentville. The president and managing-director of the company is A. P. Redden, C. R. Redden is vice-president, and P. M. Caldwell, secretary-treasurer.

Western Canada

The Imperial Lumber Company, Edmonton, Alta., were recently granted a charter of incorporation with a capital of $500,000.

James McDonald, one of the best-known citizens of Cranbrook, B.C., died recently. Prior to his death he was employed by the Crow's Nest Pass Railway Co. He leaves a wife and daughter.

A fully-equipped first aid dressing station has been installed by the Shawnigan Lake Lumber Company at its Shawnigan Lake Mill. A trained first aid expert has been placed in charge.

The Beaver Creek Lumber Company, which operates a mill north of Alberni, Vancouver Island, recently completed the manufacture of 1,000 fish boxes for the Wallace Fisheries Ltd. The company's operations are very active just now.

Probably with a view of converting the timber to hard cash, the municipal council of Edmonds, B.C., decided to compile a list of all timber-lands on the property of the corporation and to engage an expert timber cruiser to make a valuation.

Hillcrest Lumber Company, Ltd., near Duncan, Vancouver Island, is shipping an average of thirty cars of lumber a month, mainly to the east and to the prairies. A new high lead logging rig has been put in the woods and a conveyor in the mill.

The Kootenay Pulp and Paper Co., capital $500,000, has been granted papers of incorporation. The directorate consists of Nelson business and professional men, and the company proposes to erect a pulp and paper mill on Grohman Creek, near Nelson.

An addition to the industrial life of Stave Falls, B.C., was added recently when the new shingle mill of the Ruskin Operations Company commenced operating. This is the first of two mills which this company intends to operate, the other to be located at Ruskin.

The Vancouver Cedar Mills, which are located at Roche Point, Burrard Inlet, B. C., recently resumed operations after being shut down for some time. The mills manufacture hemlock and cedar, and "Big Chief" shingles and are a subsidiary of the Vancouver Lumber Co.

The Kootenay Pulp & Paper Co., with a capital stock of $500,000, has been granted a charter of incorporation. Several business and professional men of Nelson constitute the directorate, and the company propose to erect a pulp and paper mills on Grohman Creek, near Nelson.

The civic authorities of Port Alberni recently discussed with the Gilroy McKay Lumber Company what they considered the danger of the company's operations. They feared that sparks from the Company's mills might start serious fires. The matter was adjusted satisfactorily, the company agreeing fo take certain precautions.

The motorship Coolcha, Captain Stoehr, was in Vancouver loading lumber for the west coast of South America. The ship is being handled by Balfour, Guthrie Company for the Cholberg interests, who own her. A total of 450,000 feet of lumber was taken on to complete, a portion of the cargo having been shipped at Port Blakeley.

An order for 1,200 bushmen for The Pas Lumber Company was received by the employment division of the Bureau of Labor and Industries, Regina, recently. Another order was received from the Adams River Lumber Company, of British Columbia. These are the first considerable orders for lumberjacks to be received by the bureau this season. The employment division anticipates no difficulty in filling these and other orders for bushmen as soon as threshing in the province is completed. It sent over 5,000 men into the bush last year.

Even rural municipalities are being stirred up by the ratepayers—who are also voters—over the question of cinders and smoke from saw and shingle mills. Surrey council, whose district is south of the Fraser River opposite New Westminster, had under discussion recently the question of a shingle mill in the little village of Cloverdale. Letters from housewives asserted that even screens did not keep out the cinders and dust from the new Smith & Hutton shingle mill. The members of the council agreed that it was likely residents might be inconvenienced by such an industry erected in the village, but they took no action.

If you want anything sawn, write:—

BECK LUMBER CO.

PENETANG - ONTARIO

or **'ASK MR. HORNING"**

PHONE MAIN 2170 - TORONTO

Mills are now sawing

HEMLOCK and PINE

We Can DRESS, MATCH and RESAW

We Want to Purchase

1", 2" and 3"

Spruce and Pine

also

1½" and 1⅝" x 4' No. 1 Spruce Lath.

In quoting advise full specifications as to grades, widths, lengths and dryness.

CHAS. H. RUSSELL CO.

LIMITED

211 McGill Street, MONTREAL, Que.

H. BOURGOUIN

Dominion Express Bldg., 146 St. James St., Montreal

We have ready for shipment at Shawinigan Falls, P.Q.

4ths and Better Spruce

1 x 4 x 10/13	40,000 ft.	1¾ x 7 x "	60,000 "
1 x 5 x "	40,000 "	1¾ x 9 & Up.	100,000 "
1 x 6 x "	40,000 "		
1 x 7 x "	20,000 "		
1 x 8 x "	10,000 "	2 x 4 x 10/13	25,000 ft.
		2 x 5 x "	80,000 "
1¾ x 4 x 10/13	25,000 ft.	2 x 6 x "	80,000 "
1¾ x 5 x 10/13	50,000 "	2 x 7 x "	90,000 "
1¾ x 6 x "	65,000 "	2 x 8 x "	75,000 "

WE ALSO HAVE "B" & "C" GRADE IN 1", 1¾" & 2"

Prompt shipment Satisfactory stock Good service Write or wire for prices

"By-Pass" Blower Systems

for green saw dust and wet stringy material

Material that usually clogs the ordinary Blower is handled easily and continuously by our "By-Pass" Blowers. No material passes through or around the fan. That is the big secret of "By-Pass" success. Slow speed and minimum power are other strong features. Write for literature and all details.

We manufacture and install complete systems

Toronto Blower Company

156 Duke St., Toronto

The Test of Quality

Arrow Head

VANADIUM Steel Saws need no introduction in the logging camps or at the mills. An Arrow Head Saw becomes a general favorite in a very short time.

Used all over Canada.

T. F. Shurly Co., Limited

St. Catharines, Ontario

MERSHON

BAND RESAWS

A SPECIALTY - NOT A SIDE LINE

Saginaw Seven-Foot Band Resaw

Have you received a copy of our new Hand Book of Saw Fitting? It will be sent you gladly upon request.

26 Models for Sawmills, Planing Mills & Box Factories

Wm. B. Mershon & Company

Saginaw, Michigan

Steam Engineers Know Rainbow's Worth

Practical men best appreciate the sterling value of Rainbow Sheet Packing because they know the better service it gives.

They know the saving that is effected when joints are tight and stay tight. They appreciate the absence of frequent shutdowns to re-gasket steam lines.

Rainbow Sheet Packing

is the original red sheet. Look for the "Rainbow" trade mark—it means economy through service.

Our technical experts are always at your service to help overcome your packing problems.

Genuine Rainbow Sheet Packing is made in Canada. Write for a catalogue.

Dominion Rubber System

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Rainbow Rubber Products Dept.

201 Inspector St., Montreal

Aloxite Saw Gumming Wheels

—have earned every compliment that saw filers everywhere have given them—earned them by persistent, consistent performance—by holding true to shape, cutting clean, free, fast, cool—by doing everything a good saw gumming wheel should do. Aloxite Wheels in your filing room mean better gummed saws—quicker.

The Proof is in a Trial Wheel

The Carborundum Company

Niagara Falls, N. Y.

New York Boston Philadelphia Pittsburgh Cleveland Cincinnati Milwaukee Grand Rapids Detroit Chicago

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine;		
1 x 4/7 Good Strips	$135 00	$138 00
1¼ & 1½ x 4/7 Good Strips	135 00	138 00
1 x 8 and up Good Sides	150 00	160 00
2 x 4/7 Good Strips	170.00	175.00
1¼ and 1½ x 8 and wider Good Sides	175 00	176 00
2 x 8 and wider Good Sides	180.00	190.00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	72 00	74 00
1 x 7, 9 and 11 Mill Run	70 00	72 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	78 00	80 00
1 x 12 Mill Run	80 00	82 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	78 00	80 00
2 x 12 Mill Run	80 00	82 00
1 in. Mill Run Shorts	56 00	58 00
1 x 4 and up 6/16 No. 1 Mill Culls	55 00	58 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	44.00	45.00
1 x 10 x 12 6/16 No. 2 Mill Culls	48.00	50.00
1 x 4 and up 6/10 No. 3 Mill Culls	30.00	32.00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	62 00	64 00
2 x 8 Mill Run	64 00	66 00
2 x 10 Mill Run	69 00	70 00
2 x 12 Mill Run	72 00	74 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK (M R)

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	48 00	50 00
1 x 8 in. x 9 to 16 ft.	48 00	50 00
1 x 10 and 12 in. x 9 to 16 ft.	50 00	52 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	50 00	52 00
2 x 4 to 12 in., 18 ft.	52 00	54 00
2 x 4 to 12 in., 20 ft.	54 00	56 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	
(Depending upon widths)	
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1 x 5 & 6 Fir Casing	
1 x 8 & 10 Fir Base	
1¼ & 1½ 8, 10 & 12" E. G. Stepping	
1¼ & 1½, 8, 10 & 12" F. G. Stepping	
1 x 4 to 12 Clear Fir, D4S.	
1¼ & 1½ x 4 to 12, Clear Fir, D4S	
XX Shingles 6 butts 1 to 2". per M.	
XXX Shingles, 6 butts to 2 in., per M.	
XXXXX Shingles, 5 butts to 2 in., per M.	

All prices are undergoing a revision owing to increase in freight rates and final adjustments have not yet been made by the mills.

LATH

	F.O.B. Mill
No. 1 White Pine, 4 ft.	16 00
No. 2 White Pine, 4 ft.	15 00
No. 3 White Pine, 4 ft.	14 00
Mill run White Pine, 32 in.	8 00
Merchantable spruce lath, 4 ft.	9 00-12 00

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$160.00	$100.00	$ 65.00
1¼"	160.00	110.00	70.00
1½"	160.00	110.00	70.00
2"	180.00	140.00	75.00
2½" and 3"	200.00	170.00	95.00
4"	240.00	195.00	120.00

ASH, BROWN

4/4	$165.00	$125.00	$85.00
6/4	175.00	130.00	95.00
8/4	195.00	140.00	105.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$135.00	$115.00	$ 75.00
5/4 and 6/4	145.00	125.00	85.00
8/4	150.00	125.00	100.00
10/4 and 12/4	190.00	160.00	120.00
16/4	205.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$130.00	$100.00	$ 65.00	$ 50.00
5/4 & 6/4	135.00	105.00	70.00	55.00
8/4	140.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$150.00	$115.00	$ 65.00
1¼"	155.00	120.00	70.00
2"	160.00	120.00	70.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain		Quartered	
	1s & 2s	No. 1 Com.	1s & 2s	No. 1 Com.
1"	$135.00	$ 95.00	$205.00	$180.00
1¼"	175.00	120.00	215.00	180.00
1½"	175.00	120.00	215.00	180.00
2"	190.00	135.00	210.00	190.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$ 75.00	$ 60.00
1¼" and 1½"	90.00	75.00
2"	95.00	80.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$174.00	$119.00	$ 64.00
1¼"	184.00	129.00	74.00
1½"	194.00	139.00	74.00
2"	209.00	154.00	89.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$ 95.00	$ 70.00	$ 45.00	$ 25.00
5/4 & 6/4	110.00	100.00		70.00
8/4	115.00	105.00		75.00
12/4	130.00	120.00		90.00
16/4	160.00	150.00		110.00

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$150.00	$ 85.00
5/4 & 6/4	160.00	105.00
8/4	165.00	110.00
10/4	180.00	120.00
12/4	180.00	120.00
16/4	185.00	125.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$200.00	$ 95.00
5/4 and 6/4	225.00	115.00
8/4	225.00	130.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$188.00	$138.00
5/4 and 6/4	200.00	150.00
8/4	208.00	158.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:	
1-in. x 7-in. and up	$150 00
1¼-in. and 1½-in., 8-in. & up	190 00
2-in. x 7-in. and up	200 00
No. 2 cuts 2 x 8-in. and up.	95 00
Pine good strips:	
1-in.	125 00
1¼-in. and 1½-in.	145.00
2-in.	150 00
Pine good shorts:	
1-in. x 7-in. and up	135 00
1-in. x 4-in. to 6-in.	110 00
1¼-in. and 1½-in.	135 00
2-in.	140 00
7-in. to 9-in. A sidings	80 00
Pine, No. 1 dressing sidings	95 00
Pine, No. 1 dressing strips	90 00
Pine, No. 1 dressing shorts	75 00
Pine, 1-in. x 4-in. s.c. strips	72 00
Pine, 1-in. x 5-in. s.c. strips	73 00
Pine, 1-in. x 6-in. s.c. strips	74 00
Pine, 1-in. x 7-in. s.c. strips	74 00
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00 76 00
Pine, 1-in. x 10-in. M.R.	78 00
Pine, s.c. sidings, 1½ and 2-in.	75 00
Pine, s.c. strips, 1-in.	65 00
1¼, 1½ and 2-in.	70 00
Pine, s.c. shorts, 1 x 4 to 6 in.	60 00
Pine, s.c. and bet., shorts, 1 x 5	62 00
Pine, s.c. and bet., shorts, 1 x 6	65 00
Pine, s.c. shorts, 6'-11', 1"x10"	68 00
Pine box boards:	
1"x4" and up, 6'-11'	52 00
1"x3", 12'-16'	60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up	.55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.	45 00
O. culls r & w p	38 00 40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00 52 00
mill culls out, 1¼-in.	36 00 52 00
mill culls out, 1½-in.	38 00 52 00
mill culls out, 2-in.	40 00 52 00
mill culls, white pine, 1"x7" and up	45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00 52 00
1"x4" and up, 12'-16'	50 00 52 00
1"x9"-10" and up, 12'-16'	54 00 56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00 56 00
1¼ x 10 and up, 12'-16'	54 00 60 00
1½" & 2" x 12" and up, 12'-16'	54 00 60 00
Spruce, 1-in. clear (fine dressing and B)	60 00 63 00
Hemlock, 1-in. cull	35 00 37 00
Hemlock, 1-in. log run	45 00 47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00 58 00
Tamarac	34 00 36 00
Basswood, log run, dead culls out	52 00 56 00
Basswood, log run, mill culls out	54 00 58 00
Birch, log run	46 00 50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00 70 00
Ash, black, log run	62 00 65 00
1 x 10 No. 1 barn	57 00 62 00
1 x 10 No. 2 barn	51 00 56 00
1 x 8 and 9 No. 2 barn	47 00 52 00

Lath per M:

No. 1 white pine, 1½-in. x 4 ft.	Open
No. 2 white pine	Open
Mill run white pine	17 00
Spruce, mill run 1½-in.	11 00
Red pine, mill run	14 00
Hemlock, mill run	12 00 13 00
White Cedar Shingles;	
XXXX, 18-in.	12 00
Clear butt, 18-in.	10 00
18-in. xx	7 00
Spruce logs (pulp)	20 00 28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot	
First class Ottawa waney, 18-in. average, according to lineal	100	110
19 in. and up average	110	120

SPRUCE DEALS

(At Mill)

	Per M. Ft.	
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00	$44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00	46 00
3 in. unsorted Quebec, 9 in. wide	50 00	54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.	
According to average and quality 55 ft. cube	1 00	1 20

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00	1 20
According to average and quality, 30 to 35 feet	90	1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	50 00	60 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	120 00
1¼ and 1½ in. and up wide	135 00
2 in. and up wide	140 00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	100 00
6/4 x 8 and up No. 1 and better	125 00
8/4 x 8 and up No. 1 and better	125 00

No. 1 CUTS

1 in., 8 in. and up wide	90 00
1¼ in., 8 in. and up wide	100 00
1½ in., 8 in. and up wide	100.00
2 in., 8 in. and up wide	105 00
2½ in. and 3 in., 8 in. and up wide	130.00
4 in., 8 in. and up wide	135 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$80 00	90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00	95 00
2½ to 3 in., 10/16 ft.	90 00	100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00	82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00	85 00
2½, 1½ and 3 in.	85 00	95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00	74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00	75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00	62 00

MILL CULLS

Mill Run Culls	
1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$45	$44	$44	$45
2 x 6	46	44	44	45
2 x 8	47	45	45	46
2 x 10	48	46	46	47
2 x 12	49	47	47	48

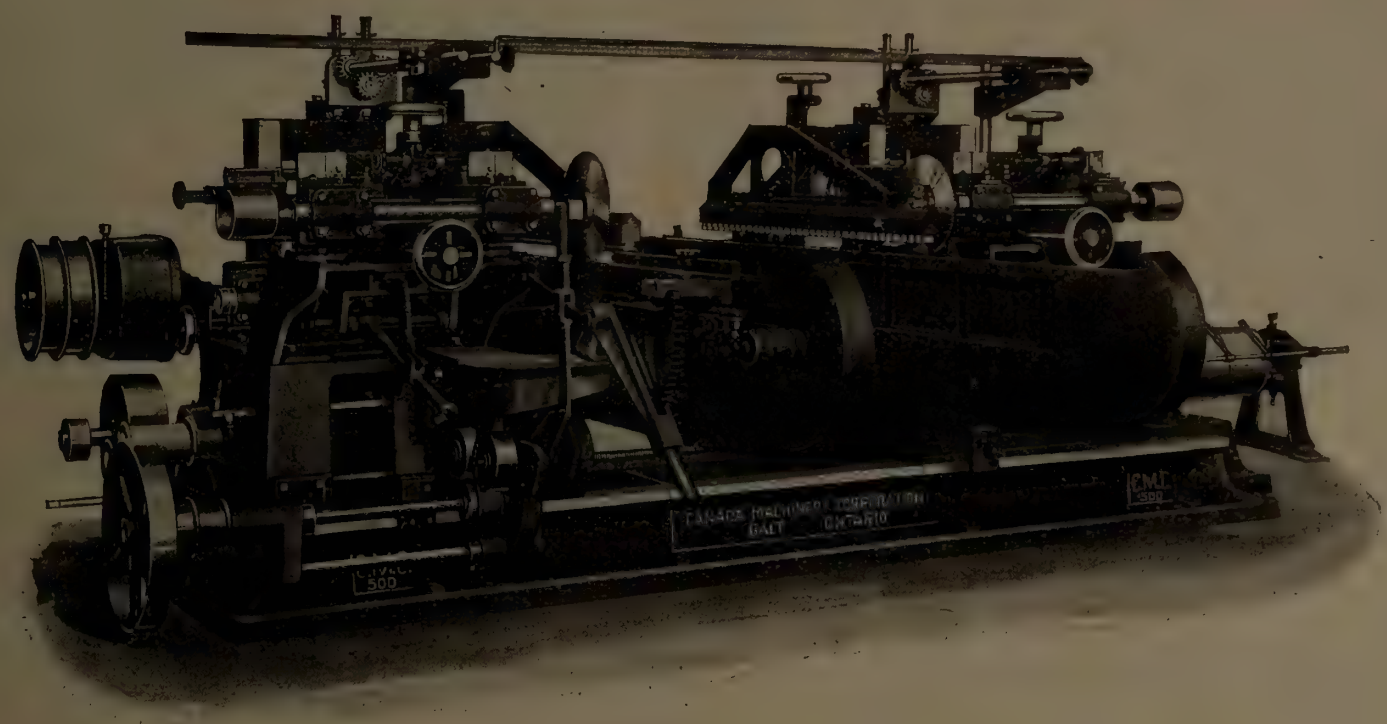
Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 84)

C.M.C.

Double End Tenoner

MADE IN CANADA. UNEQUALLED ABROAD



EXTRAVAGANT CLAIMS.

We do not believe in making extravagant claims for our machines; all we have to say for our No. 500 DOUBLE END TENONER is that it is the ***best*** Double End Tenoner on the market, and that we are anxious to show all parties interested that our statement is correct.

Our machine is strong and rigid in its construction insuring accuracy. All controls are grouped in such a manner as to be conveniently and instantly effective, and its ample belt power gives great production. All drives are independent of one another.

QUALITY COUNTS

CANADA MACHINERY CORPORATION
LIMITED

GALT - - ONTARIO

Toronto Office and Warerooms - - Brock Avenue Subway

CURRENT LUMBER PRICES—Continued

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E..	$44.75
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E ..	45.75
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E ...	43.75
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E ...	46.75
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E ...	48.75
2 x 10, 8 ft. to 16 ft., S1S1E	46.75
2 x 10, ft., S1S1E	46.75
2 x 10, 18/22, S1S1E	47.75
2 x 10, 24/32, S1S1E	49.75
2 x 12, 8 ft. to 16 ft. S1S1E	46.25
2 x 12; 10, 18, 20	48.25
2 x 12; 24, 26, 28, 30, 32	50.25

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	41.50
2 x 4 in., 8, 12 and 14 ft.	42.50
2 x 4 in., 16 ft.	43.50
2 x 4 in. 18 and 20 ft.	44.50
2 x 4 in., 22 to 32 ft.	46.50
2 x 10 in., 8, 12 and 14 ft.	43.75
2 x 10 in., 16 ft.	44.75
2 x 10 in., 18 and 20 ft.	45.75
2 x 10 in., 22 to 32 ft.	47.75
2 x 12 in., 8 to 14 ft.	45.25
2 x 12 in., 16 ft.	46.25
2 x 12 in., 18 and 20 ft.	47.25
2 x 12 in., 22 to 32 ft.	49.25
3 x 3 and 3 x 4 in., 8 to 14 ft.	46.75
3 x 3 and 3 x 4 in., 16 ft.	47.75
3 x 3 and 3 x 4, 18 and 20 ft.	48.75
3 x 3 and 3 x 4, 22 to 32 ft.	50.75
6 x 6, 6 x 8, 8 x 8, 6 x 16 ft.	49.00
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	49.50
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft. ..	50.50
Shingles, XXX B. C. Cedar, straight cars on 81c rate	5.40

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	250 00
Uppers, 5/4 to 8/4	250 00
Uppers, 10/4 to 12/4	275 00
Selects, 4/4	225 00
Selects, 5/4 to 8/4	225 00
Selects, 10/4 to 12/4	225 00
Fine Common 4/4	175 00
Fine Common 5/4	185 00
Fine Common 6/4	185 00
Fine Common 8/4	185 00
No. 1 Cuts 4/4	135 00
No. 2 Cuts 5/4	145 00
No. 1 Cuts 6/4	145 00
No. 1 Cuts 8/4	150 00
No. 2 Cuts 4/4	95 00
No. 2 Cuts 5/4	115 00
No. 2 Cuts 6/4	120 00
No. 2 Cuts 8/4	125 00
No. 3 Cuts 5/4	85 00
No. 3 Cuts 6/4	85 00
No. 3 Cuts 8/4	85 00
Dressing 5/4	110 00
Dressing 5/4 x 10	110 00
Dressing 5/4 x 12	115 00
No. 1 Moulding 5/4	160 00
No. 1 Moulding 6/4	160 00
No. 1 Moulding 8/4	160 00
No. 2 Moulding 5/4	140 00
No. 2 Moulding 6/4	140 00
No. 2 Moulding 8/4	140 00
No. 1 Barn 1 x 12	95 00
No. 1 Barn 1 x 6 and 8	88 00
No. 1 Barn 1 x 10	90 00
No. 2 Barn 1 x 6 and 8	81 00
No. 2 Barn 1 x 10	84 00
No. 3 Barn 1 x 6 and 8	69 00
No. 3 Barn 1 x 10	72 00
Box 1 x 6 and up	63 00
Box 1 x 10	65 00
Box 1 x 12	66 00
Box 1 x 13 and up	67 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	107-112	84- 89	66-68
5/4 to 8/	123-125	91- 93	68-73
10/4 to 16/4	133-135	103-105	75-77

RED BIRCH

4/4	139-141	103-105	69-71
5/4 to 8/4	142-150	112-114	78-80

SAP BIRCH

4/4	130-135	98-102	64-66
5/4 and up	135-140	101-108	68-75

SOFT ELM

4/4	119-123	89-91	46-50
5, 6 & 8/4	127-132	97-99	54-56

BASSWOOD

4/4	119-124	99-101	46-48
Thicker	123-131	102-109	54-57

PLAIN OAK

4/4	135-140	100-105	50-52
5/4 to 8/4	145-150	115-120	58-62

ASH, WHITE AND BROWN

4/4	132-136	102-106	53-55
5/4 to 8/4	148-153	110-112	59-72
10/4 and up	167-172	125-128	62-65

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

Owing to the unsettled conditions of the market at present the following prices can only be regarded as nominal.

White pine uppers, 1 in.	216 00
White pine uppers, 1¼, 2 in.	220 00
White pine uppers, 2½, 3 in.	246 00
White pine uppers, 4 in.	256 00
Selects, 1 in.	196 00
Selects, 1¼, 2 in.	200 00
Selects, 2½, 3 in.	235 00
Selects, 4 in.	245 00
Fine common, 1 in., 30 per cent. 12 in. and up	175 00
Fine Common, 1 x 8 and up	172 00
Fine common, 1¼ to 2 in. ...175 00-180	00
Fine common, 2½ and 3 in.	225 00
Fine common, 4 in.	235 00
1 in. shaky clear	95 00
1¼ in. to 2 in. shaky clear	100 00
1 in. No. 2 dressing ...-...	95 00
1¼ in. to 2 in. No. 2 dressing	95 00
No. 1 Cuts, 1 in.	105 00
No. 1 Cuts 1¼ to 2 in....	110 00
No. 1 Cuts, 2½ and 3 in.	130 00
No. 2 Cuts, 1 in.	75 00
No. 2 Cuts, 1¼ to 2 in. 80 00-85	00
Barn Boards, No. 1, 1 x 12	100 00
No. 1, 1 x 10	90 00
No. 1, 1 x 8	88 00
No. 2, 1 x 12	85 00
No. 2, 1 x 8	81 50
No. 2, 1 x 10	83 00
No. 3, 1 x 12	79 00
No. 3, 1 x 10	67 50
No. 3, 1 x 8	66 00

No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.	110 00
1 x 10 in.	110 00
No. 1, 1 x 4 to 7 in.	95 00
No. 1, 1 x 8 and 9 in. ...	98 00
No. 1, 1 x 10 in.	98 00
No. 2, 1 x 4 & 5 in.	58 00
No. 2, 1 x 6 & 7 in.	62 00
No. 2, 1 x 8 & 9 in.	64 00
No. 2, 1 x 10 in...	69 00
No. 2 1 x 12 in...	71 00
Spruce, 12 in. difension	66 00
Spruce, 10 in. dimension	64 00
Spruce, 9 in. dimension	63 00
Spruce, 8 in. dimension	62 00
2 x 10 in. random lengths, 8 ft. and up	57 00
2 x 12 in., random lengths ...	58 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7 ...	49 99
3 x 4 and 4 x 4 in.	51 00
2 x 8 in.	55 00
All other random lengths, 7-in. and under, 8 ft. and up 51 00	53 00
5-inch and up merchantable boards, 8 ft. and up, p 1s	51 00
1 x 2	50 00
1 x 3	48 00
1½ in. spruce lath	10 00
1½ in. spruce lath	9 50

New Brunswick Cedar Shingles

Extras	7 50
Clears	7 00
Second Clear	5 50
Clear Whites	5 00
Extra 1s (Clear whites in)	4 50
Extra 1s (Clear whites out) ... 3 50	4 00
Red Cedar Extras, 16-in. 5 butts to 2 in.	7 00
Red Cedar Eurekas, 18-inch, 5-butts to 2 in.	10 00
Red Cedar Perfections, 5 butts to 2¼	11 00
Washington 16-in. 5 butts to 2 in. extra red cedar	6 50

GREATEST TENSILE STRENGTH

THE steel wire rope, manufactured at our plant has been subjected to the most rigid test, and will stand up under the greatest strain.

Write for Prices

WE carry in stock, steel wire rope of every description for all Hoisting, Haulage and Transmission purposes, including Siemens-Martin Steel, Crucible Cast Steel, Plough Steel and extra Plough Steel.

District Offices and Warehouses
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592 Notre Dame Ave W., WINNIPEG
738-11th Ave., West
CALGARY, ALTA.
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VANCOUVER

TORONTO CANADA

PHONE BELMONT 2300

Raymond Gasoline Loader

With Shovel Attachment

Gasoline Cranes for Switching
Gasoline Ditcher
Gasoline Skidder
Gasoline Traction Derrick
Gasoline Pile Driver
Stationary Cranes

Let us know your requirements; we will submit the proper design to you.

RAYMOND LOG LOADER COMPANY
ESCANABA, MICHIGAN

Sole Manufacturers of the Celebrated

"MAPLE LEAF" BRAND Stitched Cotton Duck Belting

Strong Durable Economical True Running

Specially adapted for use in Lumber Mills

Being thoroughly waterproof, it is equally good for running in wet or dry places. As a main drive belt, "MAPLE LEAF" cannot be excelled, and for conveyors it is in great demand. A trial belt will convince you.

MAPLE LEAF BELT DRESSING

The Best for all Kinds of Belts
WRITE FOR SAMPLES AND PRICES

Quebec Branch: 51 Duluth Building, MONTREAL

DOMINION BELTING CO. LIMITED

HAMILTON ONTARIO CANADA

To Wholesalers

WE ARE IN THE BUSH; THEREFORE

We can purchase any of the following stocks for you, on a commission basis, from Mills whom we deal with daily. BIRCH, MAPLE, SPRUCE, for this summer's delivery.

Also: PILINGS, RAILWAY TIES, and HEWN BIRCH TIMBERS.

OUR SPECIALTY
We Manufacture SPRUCE LATH AND BOX SHOOKS.

Prompt attention given to your requirements. Let us show you.

D. Blais & Co., Ltd.

Notre Dame Des Anges, Que.

FIRE BRICK AND CLAY

We make several brands of fire brick made by every known process of manufacture from a selection of various high grade Pennsylvania clays. This enables us to furnish the best adapted fire brick for your boilers, dutch ovens, refuse burners, kilns, etc.

We specialize in fire brick for power plants and if you will advise us whether your boilers are hand fired or stoker fired and kind of fuel used we can then give you the proper brick for your work.

We carry a large stock of our different brands in various sizes and shapes in our Hamilton warehouse, which enables us to ship at once.

We manufacture the following well-known brands:

"Elkco Special," "Elk Steel," "St. Marys," "Keystone" and "M.D. Elk"

Write for copy of our catalogue,

Elk Fire Brick Co. of Canada, Ltd.

HIGH GRADE FIRE BRICK and CLAY

Sun Life Bldg., Hamilton, Canada

Representatives for Maritime Provinces:
RHODES, CURRY COMPANY, Ltd., Head Office, AMHERST, N.S.
Branches at Sydney and New Glasgow, N. S.

HAY **LUMBERMEN!** GRAIN

Feeding Horses is a Problem!

Our figures will help you solve it. We solicit enquiries from the lumbermen. 30 years' experience. Write us to-day.

AIME GUERTIN, LIMITED

Farm Produce and Stable Supplies

534 Notre Dame St. W., Montreal

TUG OWNERS

Owing to the present high costs of operating high pressure engines, due to price of fuel, we are specializing in compounding high pressure engines of any make or size, thereby increasing your power and cutting your fuel costs in half.

Write us today, stating size of your engine, and full particulars of your boiler, and we shall forward you our proposal; or our representative will inspect your machinery and discuss the matter personally with your engineer.

Send for our Latest List of Second Hand Marine Equipment.

The Doty Engineering Company, Ltd.

MARINE ENGINES AND BOILERS
CONTRACTORS' EQUIPMENT
WORKS—At Harbor, Goderich, Ont. TORONTO OFFICE—202 Mail Bldg.

Solid Woven Belting

Special Hair Twintex
Solid Cotton

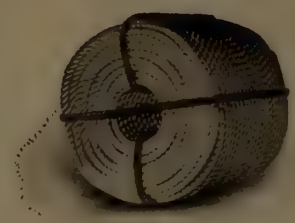
These Beltings will solve your driving problems and save you money.

Representative for Eastern Canada
GEORGE F. SHEPPARD
702 Southam Bldg., MONTREAL

SUMNER & CO.
331 Fourth Avenue
NEW YORK

Your Transmission Problems Solved

Consider these facts:
"Lion Brand" Cordage is produced from the best selected, highest grade hemp —in a plant where the strictest conditions prevail —by workmen who "know how". It has grown in favor with the lumbermen for ninety-five years—



a striking example of its worth. So that when we say that "Lion Brand" is the Cordage for you, we do so because past performance warrants it.
If you will write us telling your requirements we will immediately send you full particulars.

WRITE TO-DAY

Consumers Cordage Company, Ltd.

285 St. Patrick Street, MONTREAL, Que.

MONTREAL HALIFAX ST. JOHN, N.B. TORONTO, 11 Church Street

Tees & Persse, Ltd., Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William
Agents and Stocks at: James Bisset & Co., QUEBEC; Macgowan & Co., Vancouver

BOILERS

The Best and Quickest Way to Repair Mill Boilers and All Wrought Iron and Steel Parts
IS BY
ELECTRIC WELDING
We Have Made a Reputation in This Line
CORRESPONDENCE SOLICITED

The Barton Electric Welding Co., Ltd.
PIONEERS IN ELECTRIC WELDING
St. John - - - - N. B.

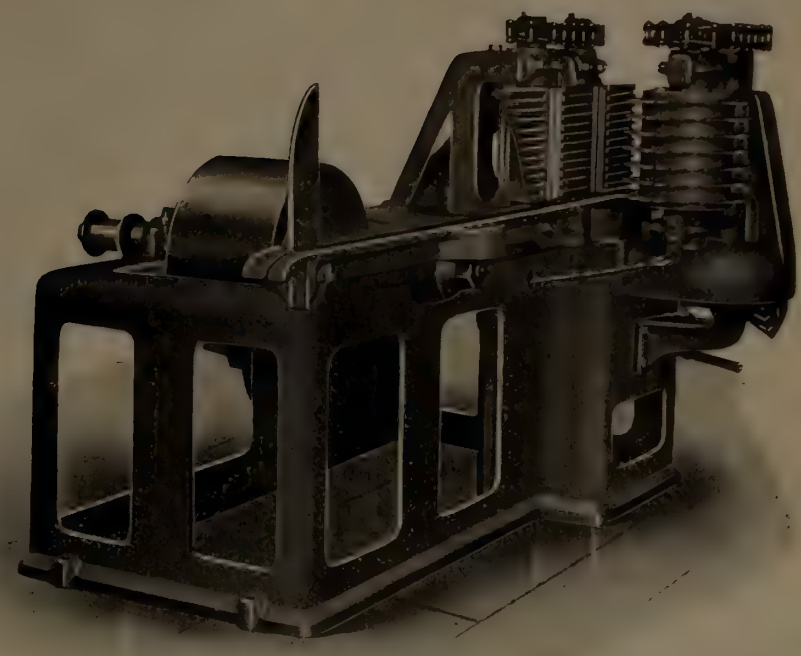
Proctor Veneer Dryer

Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without check or splits. Send for catalog and list of users

PROCTOR AND SCHWARTZ, INC.,
FORMERLY PHILA. TEXTILE MACH. CO.
PHILADELPHIA, PA.

"Proctor" DRYERS

"HAMILTON" CIRCULAR RE-SAWS

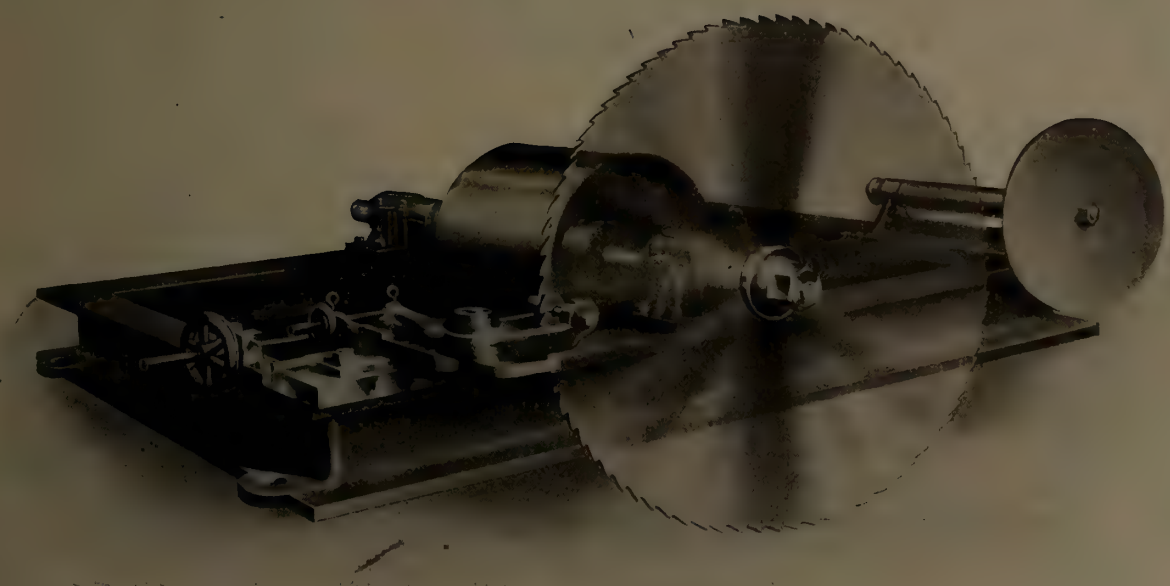


Here is a strong, rigid, well designed machine, specially gotten up for resawing slabs. The feed rolls are carried on a sliding frame that is easily adjustable to cut lumber any desired thickness. The binding or press roll is 13 in. diam., fitted with saw discs and power driven. The saw used is 42 in. diam., driving pulley 18 in. diam. x 12 in. face. Cut shows Left Hand Machine.

We also make this machine with wooden frame, having the mandrel and saw carried on an adjustable sliding frame.

Descriptive circular sent upon request.

"HAMILTON" HUSK FRAMES



Made in different sizes to suit all requirements. Frames are all of cast-iron, of heavy section throughout, planed on top and bottom, with mandrel boxes lined with high grade babbitt. Mandrels are exceptionally large, of forged steel with forged collar, and the guide is the famous Parkhurst steel saw guide with steel splitter.

We manufacture a complete line of up-to-date Sawmill Machinery for either Band or Circular Mills.

William Hamilton Co., Limited

Peterboro, Ontario

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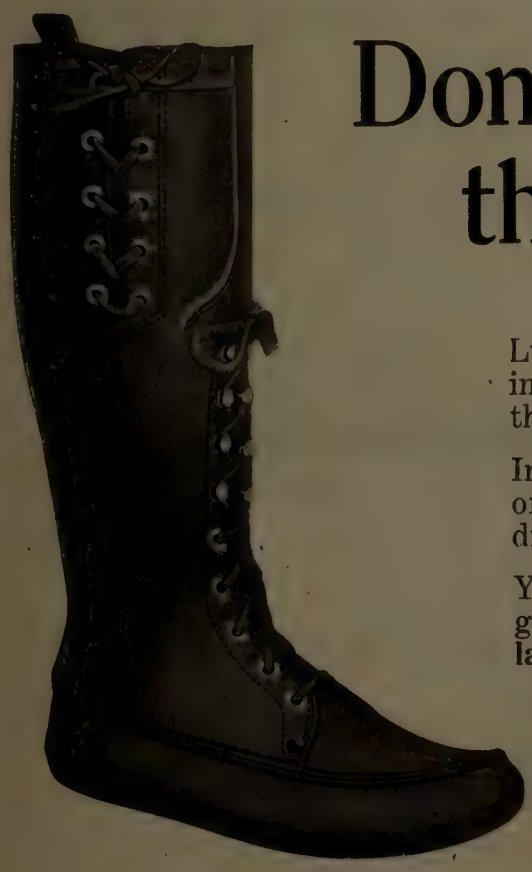

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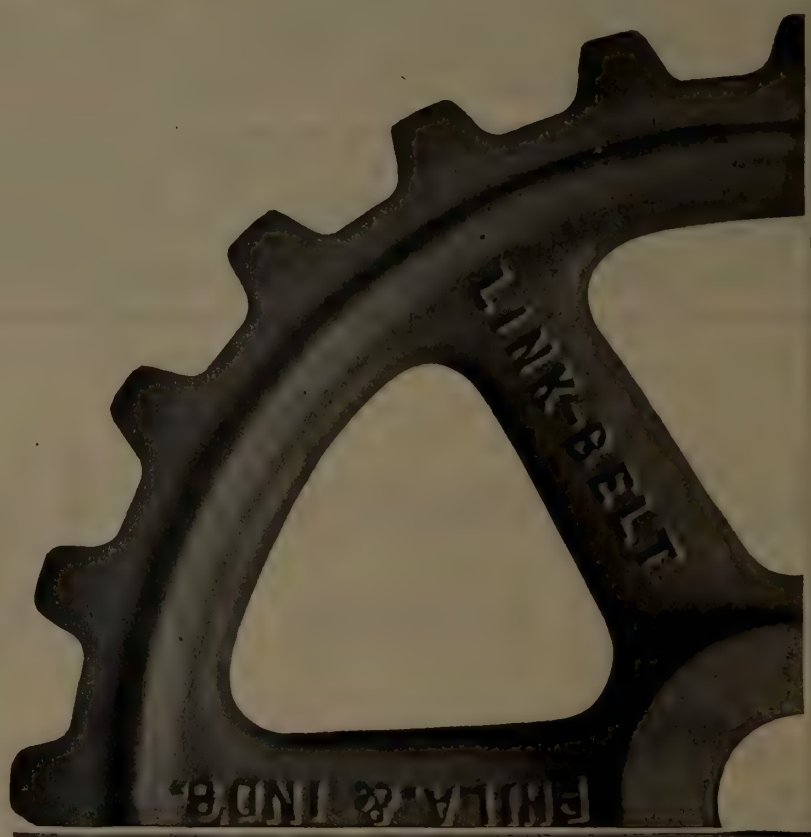

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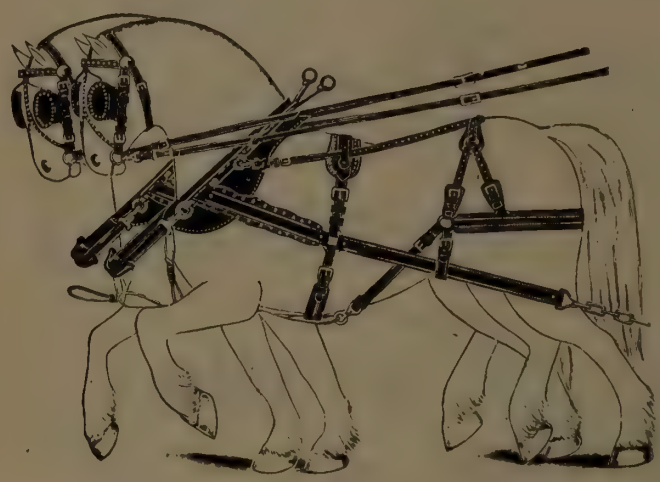

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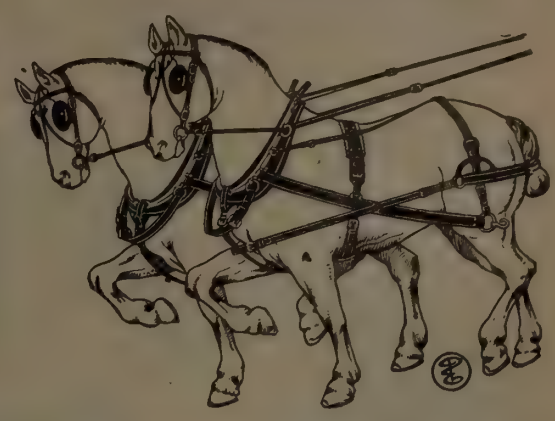

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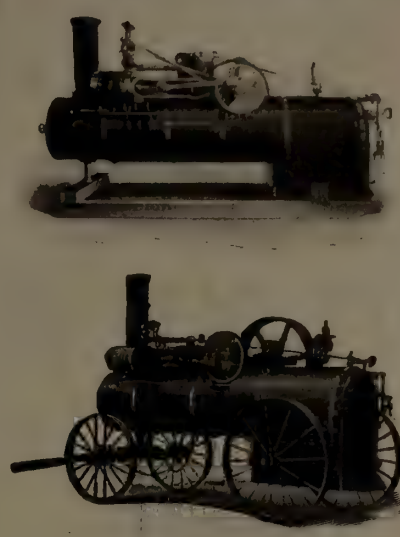

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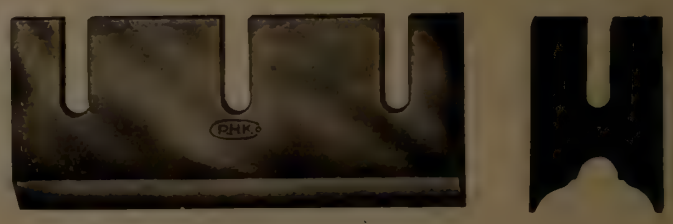

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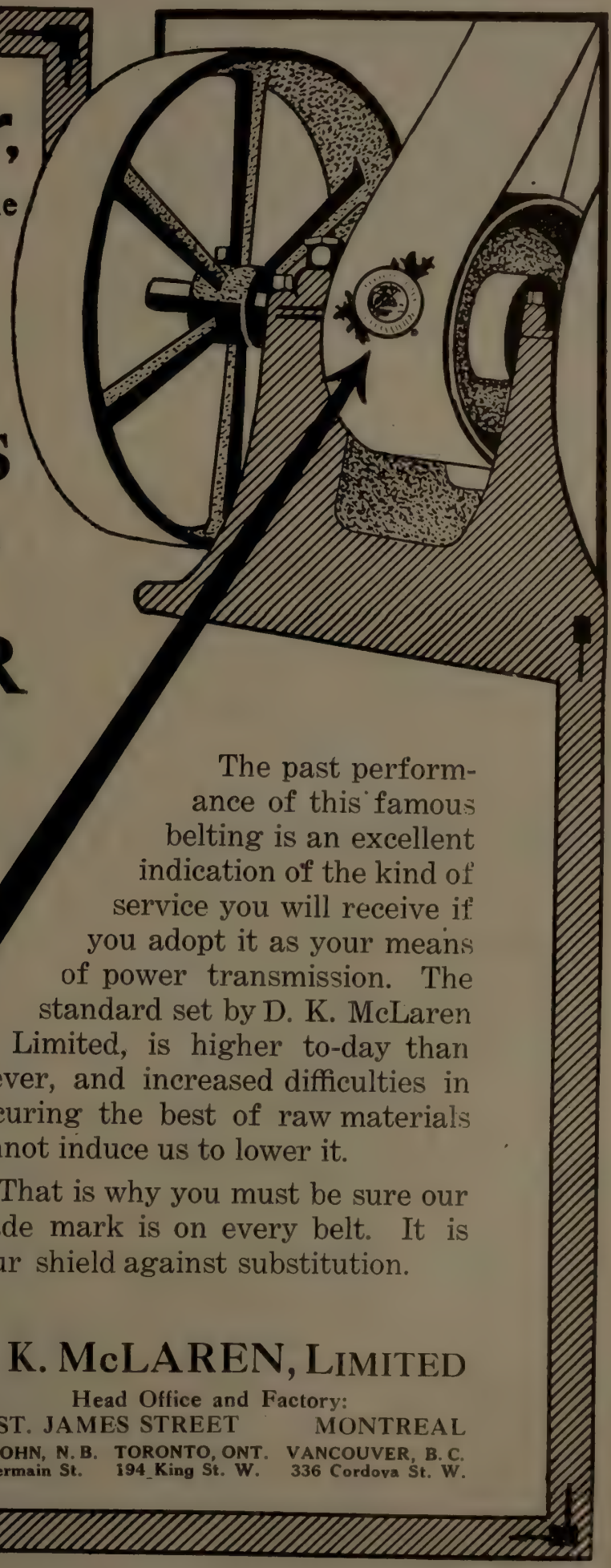

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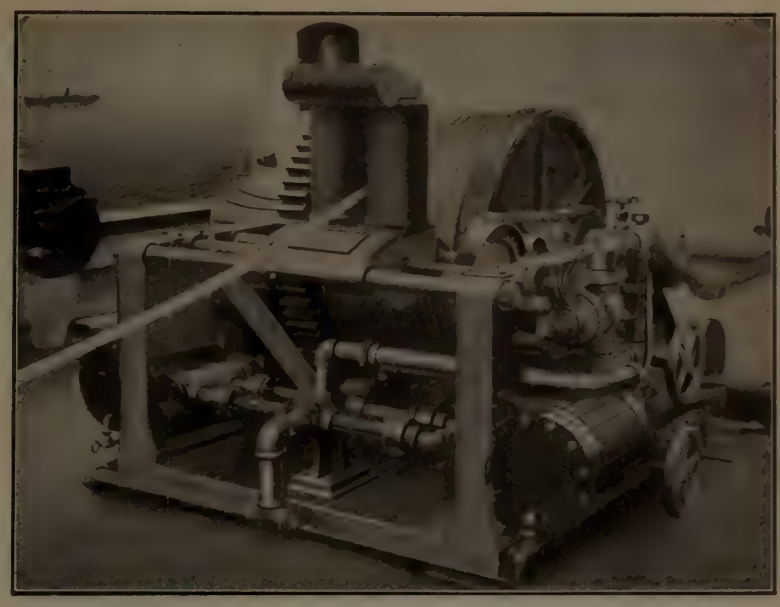

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Allan-Stoltze Lumber Co.
Associated Mills, Limited
Campbell-MacLaurin Lumber Co.
Canadian Western Lumber Co.
Cedar Products Ltd.
Chalifour, J. Geo.
Dominion Lumber Sales Co.
Donovan, J.
Dry Wood Lumber Co.
Eagle Lumber Company
Edgecumbe-Newham Company
Federal Lumber Company
Fraser Limited
Genoa Bay Lumber Company
Gillespie, James
Gloucester Lumber & Trading Co.
Grier & Sons, Limited, G. A.
Harris Lumber Co., Frank H
Harris Tie & Timber Company, Ltd.
Haydon & Co., J. Albert
Heaps & Sons
Heeney, Percy E.
Long Lumber Company
Mason, Gordon & Co.
McLennan Lumber Company
Miller Company, Ltd., W. H.
Musgrave & Co.
Reynolds Company, Limited
Rose, McLaurin Limited
Snowball Co., J. B.
Terry & Gordon
Timms, Phillips & Co.
Vancouver Lumber Company
Victoria Lumber and Mfg. Co.

SHINGLE MACHINES
Marsh Engineering Works, Limited

SHINGLE & LATH MACHINERY
Dunbar Engine and Foundry Co.
Green Company, C. Walter
Hamilton Company, William
Long Manufacturing Company, E.
Payette Company, P.

SHOEPACK LEATHER LACES
McCordick, F. C.

SHOEPACKS
Copeland Shoepack Company

SILENT CHAIN DRIVES
Canadian Link-Belt Company, Ltd.

SLEEPING ROBES
Woods Mfg. Company, Limited

SMOKESTACKS
Hamilton Company, Wm.
Marsh Enginering Works, Limited
Waterous Engine Works Company

SNOW PLOWS
Pink Company, Thomas

SOLDERS
Hoyt Metal Company

SPARK ARRESTORS
Jenckes Machine Company, Ltd.
Waterous Engine Works Company

SPRUCE
Anderson, Shreiner & Mawson
Bartram & Ball
Blair Bros.
Bourgouin, H.
Campbell, McLaurin Lumber Co.
Canadian Western Lumber Co.
Cane & Co., Jas. G.
Canfield, P. L.
Cedar Products Ltd.
Chalifour, J. Geo.
Cox, Long & Company
Dudley, Arthur N.
Dunfield & Company
Edgecumbe-Newham Company
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Brothers
Gloucester Lumber & Trading Co.
Gooday & Company, H. R.
Grier & Sons, Ltd., G. A.
Harroun & Son, J. E.
Harris Lumber Co., Frank H
Hart & McDonagh
Hocken Lumber Company
Julien, Roch
Lloyd, W. Y.
Loggie Co., W. S.
Long Lumber Company
Louise Lumber Co.
Mason, Gordon & Co.
McCormack & Stewart
McLennan Lumber Company
Muir & Kirkpatrick
Musgrave & Co.
New Ontario Colonization Company
River Ouelle Pulp and Lumber Co.
Rose, McLaurin Limited
Russell, Chas. H.
Selander, Anton
Shearer Company, Jas.
Shives Lumber Co. Ltd.
Snowball Co., J. B.
Spencer Limited. C. A.
Stearns & Co., F. H.
Taft-Davis Lumber Co.
Terry & Gordon

STEAM SHOVELS
Hopkins & Co., Ltd., F. H.

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Canadian Link-Belt Company, Ltd.
Jeffrey Manufacturing Company
Waterous Engine Works Company

STEEL PLATE CONSTRUCTION
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STEAM PLANT ACCESSORIES
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STEEL BARRELS
Smart-Turner Machine Co.

STEEL DRUMS
Smart-Turner Machine Co.

STOVES
Burns & Company, John

TARPAULINS
Turner & Sons, J. J.
Woods Manufacturing Company, Ltd.

TANKS
Canadian Chicago Bridge & Iron Co.
Hogan, F. J.
Hopkins & Co., Ltd., F. H.

TENTS
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Woods Mfg. Company

TENTS, CLOTHING
Grant, Holden & Graham, Limited

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Auger & Company
Austin & Nicholson
Canadian Tie & Lumber Co.
Cedar Products Ltd.
Gloucester Lumber & Trading Co.
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Long Lumber Company
McLennan Lumber Company
Miller, W. H. Co.
Snowball Co., J. B.
Terry & Gordon

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Bradley, R. R.
Cant & Kemp
Farnworth & Jardine
Smith & Tyrer, Limited
Wright, Graham & Co.

TIMBER CRUISERS AND ESTIMATORS
Sewall, James W.

TIMBER LANDS
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Corbet Foundry & Machine Co.
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TRACTORS
Hopkins & Company, Ltd., F. H.

TRAILERS
Seagrave, Loughead Company

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Engineering & Machine Works of Canada
General Supply Co. of Canada, Ltd.
Hamilton Company, Wm.
Jeffrey Manufacturing Company
Waterous Engine Works Company

TRIMMERS
Green Company, C. Walter
Waterous Engine Works Company

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West & Peachey

TRUCKS AND CONVEYORS
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VENEERS
Bury & Co., Robt.

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Proctor & Schwartz Inc.

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Coe Machinery Company
Garlock-Walker Machinery Co.
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Johnson, A. H.

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WELDING
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St. John Welders & Engineers

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Laidlaw Bale Tie Company
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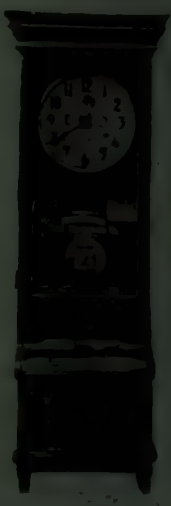

Thomas Bradley, of the Bradley Lumber Co., Ltd., was not getting the maximum amount of work from the sixty odd men in his employ. Furthermore, there had been serious disputes over the time question which had threatened to disrupt his entire plant.

That men were arriving on their jobs five and ten minutes late he had positive proof. That it was confined to the minority he also knew, but the fact remained—these "drones" were causing much discontent—that something had to be done, and quickly.

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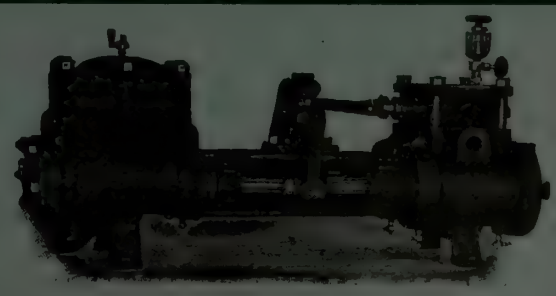

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The Pumps for Long, Hard Service

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A Pail that is always ready when the call comes, always in its rack or on its hook—its rounded bottom prevents it being placed in forgotten corners.

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In deep sand, over bogs, on snow and ice, its weight is distributed as though borne on a platform.

And these broad treads, grip the ground over an immense surface.

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Our stocks include all sizes in 1", 2" and 3".

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1½ x ⅜ x 4 ' Mill Run
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1x3&up	Mill Run	11000′
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We can now resaw and dress about eight cars per day. We will increase our milling capacity each month to take care of the business offered us. We solicit your orders for resawing and dressing.

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1,200,000′	2 x 4-8 to 16′	Merchantable Spruce		350,000′	3 x 6	"	"
200,000′	2 x 6	"	"	300,000′	3 x 8	"	"
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150,000′	2 x 8	"	"	290,000′	3 x 10	"	"
200,000′	2 x 9 &up	"	"	300,000′	3 x 11	"	"
300,000′	3 x 4	"	"	400,000′	1 x 12	12 to 16′	"
100,000′	3 x 5	"	"	200,000′	2 x 12	"	"

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Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

Immediate Attention Given All Inquiries.

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a man
about whom you can say
he has character; or, he has
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You feel the same
when you unload a car of our
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It has
quality.

There is something about it
that is different.

Soft corky pine
well put up.

Send us your inquiries now
while stocks are complete.

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Have you ever tried Fesserton?

When you're not getting just the right grade of lumber your business demands; when you're not receiving quite the sort of service you feel entitled to; or when you would like to give your customers a little better value, but can't; its a good plan to try Fesserton.

We're not able to work wonders, but if there's something really good stirring in the lumber world you may be sure Fesserton knows about it, and may be able to give you the benefit of it, too.

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SUPPOSE your stock has reached a low ebb—where your need for more stock becomes urgent.

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When necessity requires such action, that is just the sort of service we can give you. Our big service yard at Logansport, Indiana, where we carry 4,000,000 feet of quality dry stock, makes such service possible.

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Wholesale only

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A Well Equipped Mill

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Special Mill Work Prompt Service

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Lumber of all kinds wanted—car lots—
Quote Prices, F.O.B. Cars

Hard Maple Kindling

Will buy any quantity hard body Maple Kindling—4 feet lengths in car lots.
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We are always in the market to buy Soft Elm, Maple, Birch and other Hardwoods. Also Spruce, Pine, Poplar or Balm for crating.

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Liberal Prices Fair Inspection
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Advances to reliable parties if needed, send us list of anything you have to sell.

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Standing Timber
FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Allen, Secord, Falconbridge and Street.

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26 Ernest Ave. Limited
Toronto, Canada

For Immediate Shipment

75	M. ft.	2 x 4- 8/16'
90	" "	2 x 5-10/16'
120	" "	2 x 6-10/16'
20	" "	2 x 7-10/16'
100	" "	2 x 8-10/16'
25	" "	2 x10-10/16'
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WE HAVE IN TRANSIT

Several cars No. 1 Com. Fir 2 x 4 and 8 in. 9 and 10 ft. long, ¼ in. scant (Ontario Standard) Also cars of mixed lengths.

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Woodstock - Ontario

Complete Stocks

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Western Stock Always on Rails

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Douglas Fir Lumber, Timber and Doors

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Largest Producers of Railroad Ties *In the Dominion*

Pine and Spruce—Lumber—Lath—Piling

Railroad Ties—Pulpwood

FIRST CLASS PLANING-MILL EQUIPMENT

Facilities for delivering Pulpwood to Michipicoten Harbour, Lake Superior

Splendid facilities for Dressing and Matching in straight car lots, one or more widths

Mills at NICHOLSON, ONTARIO, Main Line C.P.R.

WANTED!

Jack Pine - Spruce - White Pine

MERCHANTABLE

-- AND CULLS --

We ship promptly. If you want to move your lumber write us.

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TORONTO, Ont.

Stratford Special No. 1 Marine Oakum

is guaranteed to meet specifications of

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NATIONAL BUREAU OF STANDARDS
CANADIAN GOVERNMENT

and receives the highest classification of the American Bureau of Shipping and of Lloyds Register of Shipping.

Canadian remittances accepted at par.

STRATFORD SERVICE and QUALITY

are worth more than the price asked.

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275,000' 3/4" No. 1 Com. & Btr.
100,000' 4/4" FAS
200,000' 4/4" No. 1 Common
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QUARTERED RED OAK
85,000' 4/4" FAS
30,000' 5/4" FAS
300,000' 4/4" No. 1 Common
35,000' 5/4" No. 1 Common

PLAIN RED OAK
80,000' 4/4" FAS
20,000' 6/4" No. 1 Com. & Btr.
20,000' 8/4" No.1 Com. & Btr. Red and White.
300,000' 4/4" No. 1 Common
75,000' 5/4" No. 1 Common

PLAIN RED OAK
18,000' 6/4" No. 1 Common
15,000' 8/4" No. 1 Common
200,000' 4/4" No. 2 Com. Red and White

POPLAR
10,000' 3/8" FAS S.N.D.
30,000' 5/8" No. 1 Common
100,000' 4/4" No. 2B Common
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14,000' 7/4" Log Run
10,000' 8/4" Log Run

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100,000' 4/4" No. 2 Com. & Btr.
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9,000 "	8/4 Qtd. Red Gum, No. 1 Com. and Btr.	12,000 "	5/4 FAS Chestnut.
5,000 "	5/4 Plain Oak, FAS.	10,275 "	5/4 No. 1 Com. Chestnut.
30,000 "	6/4 Plain Oak, No. 1 Com.	Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.	
30,000 "	6/4 Plain Oak, FAS.	1,847 ft.	3/4 No. 1 Com. and Btr. Qtd. White Oak.
30,000 "	8/4 Plain Oak, FAS.	69 "	4/4 FAS Qtd. White Oak.
50,000 "	8/4 Plain Oak, No. 1 Com.	2,065 "	4/4 No. 2 Com. Qtd. Wht. Oak.
12,000 "	8/4 Plain Oak, Sd. Sq. Edge.	1,000 "	3/4 No. 1 Com. and Btr. Plain White Oak.
1,200 "	4/4 Plain Oak, No. 1 Com.	2,624 "	3/4 FAS Sap Gum, 13/17".
15,000 "	4/4 Tenn. Red Cedar Boards, No. 1 Com. and Btr.	2,152 "	3/4 Select Sap Gum, 3/12.
35,000 "	4/4 Qtd. White Oak, FAS.	5,573 "	3/4 Select Sap Gum, 12" & up.
35,000 "	4/4 Qtd. White Oak, No. 1 C.	470 "	5/4 Select Sap Gum.
7,000 "	4/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	12/4 No. 1 C. and B. Hard Maple.
23,000 "	5/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	4/4 No. 2 Basswood.

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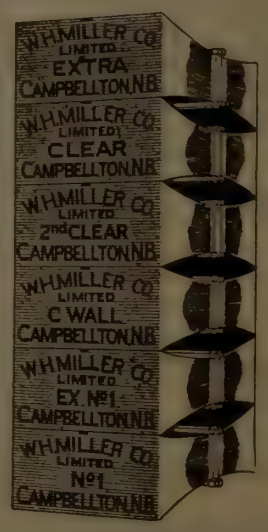
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2	"	8/4"	No. 2	" "	Soft Elm
3	"	12/4"	No. 1	" "	Soft Elm
2	"	8/4"	No. 2	" "	Rock Elm
2	"	8/4"	No. 2	" "	Soft Maple
10	"	4/4"	No. 3	" "	Hard Maple
5	"	8/4"	No. 2	" "	Hard Maple
2	"	12/4"	No. 1	" "	Hard Maple
3	"	6/4"	No. 2	" "	Birch
1	"	12/4"	No. 1	" "	Birch
5	"	8/4"	No. 3	" "	Oak

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1 "	6/4"	R "	No. 2 C & B, 25% No. 2.
1 "	14/4"	S "	No. 1 C & B
2 "	12/4"	S "	No. 2 C & B 10% No. 2.
3 "	8/4"	S "	No. 2 C & B, 20% No. 2.
5 "	4/4"	S "	No. 2 C & B, or any grade
2 "	4/4"	S "	No. 2 & 3 Common
1 "	6/4, 8/4"	S "	No. 2 & 3 Common
2 "	8/4/	Red & White Oak (Canadian)	
2 "	4/4"	Red & White Oak (Canadian)	
½ "	4/4"	Red & White Oak (Canadian)	No. 2 & 3 Com.
2 "	6/4"	Basswood	No. 2 C & B, 15% No. 2.
1 "	4/4"	Basswood	No. 1 C & B
2 "	4/4"	Basswood	No. 2 & 3 Common
½ "	14/4"	H. Maple	No. 1 C & B
3 "	12/4"	H. Maple	No. 1 C & B
3 "	10/4"	H. Maple	No. 2 C & B, 15% No. 2.
10 "	8/4"	H. Maple	No. 2 C & B, 10% No. 2
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BROWN ASH

	Clear	No. 1	No. 2
1 in.	40,900	....	50,000	17,000
1¼ in.	58,500	7,300	36,200	15,300
1½ in.	36,500	....	35,000	7,500
2 in.	7,500	....	20,000	2,000

WHITE ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	15,000	....	110,000	110,000
1¼ in.	117,000	4,500	140,000	40,000
1½ in.	22,900	1,200	39,000	65,000
2 in.	56,300	500	80,000	86,000
2½ in.	25,500	....	34,000	32,500
3 in.	87,500	....	75,500	33,500
4 in.	7,000	....	15,000	5,500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	115,700	3,000	340,000	240,000
1¼ in.	151,300	14,000	235,500	70,800
1½ in.	94,600	....	41,800	15,000
2 in.	68,900	....	16,000	4,500
2½ in.	90,000	....	13,900	15,000
4 in.	1,300	....	450	....

BEECH

	1 & 2	No. 1 Com.	No. 2 Com.
⅜ in.	.....	.....	.....
¾ in.	2,000	.....	.....
1 in.	25,000	254,700	13,000
1¼ in.	33,200	10,600	12,000
1½ in.	80,800	7,500	8,400
2 in.	6,000	6,000	.....
2½ in.	.....	.....	.....
3 in.	1,100	5,000	5,500
4 in.	225	1,200	475

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	187,500	182,200	90,500
1¼ in.	5,500	4,600	4,500
1½ in.	32,000	21,700	57,300
2 in.	.....	16,200	52,900
2½ in.	5,500	2,700	2,200
3 in.	28,700	3,500	2,300
4 in.	5,900	.....	500

CHESTNUT

	1 & 2	Strips Clear	Com. No. 1	S.W.& Com. No. 2
¾ in.	500	....	30,000	30,000
1 in.	25,900	1,500	90,300	280,500
1¼ in.	161,800	2,800	88,200	273,200
1½ in.	116,500	....	68,000	....
2 in.	59,200	....	39,300	126,200
2½ in.	4,000	....	1,150	500
3 in.	2,100	....	1,300	500
4 in.	1,500	....	300	....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	2,000	500
1¼ in.	.....	8,800	.....
1½ in.	17,100	5,200	18,000
2 in.	24,000	24,200	4,600
2½ in.	3,000	3,200	.....
3 in.	69,400	23,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	4,700	11,000	3,800
1¼ in.	41,500	38,200	6,800
1½ in.	12,500	13,300	5,400
2 in.	6,000	1,000	....
2½ in.	6,000	1,200	300
3 in.	39,280	8,500	8,000
4 in.	7,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	30,300	31,000	15,500
1¼ in.	.....	.....	7,700
1½ in.	8,000	10,300	9,500
2 in.	4,500	3,800	7,500

QUARTERED SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	.....	2,500	12,000
5/4	14,000	.....	.....
8/4	2,000	400	.....
10/4	350	29,000	3,000

QUARTERED RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
4/4	9,000	20,000	15,100
5/4	8,100	9,800	.....
6/4	3,900	4,500	4,600
8/4	19,100	11,500	3,600

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	6,400	16,000	200
1¼ in.	.....	800	....
1½ in.	2,400	6,000	13,500
2 in.	4,490	12,700	10,400
2½ in.	.....	1,500	1,200

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	8,400	11,600
1¼ in.	1,100	2,500	2,050
1½ in.	6,600	11,300	25,000
2 in.	2,400	17,200	16,200
2½ in.	7,000	13,000	4,700
3 in.	3,500	7,580	7,200
4 in.	300	.....	275

FIGURED RED GUM

	1 & 2	No. 1 Com.
1 in.	7,800	700

PLAIN RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	24,200	.....	.....	.....
¾ in.	7,000	.....	40,400	12,200
⅝ in.	.....	.....	87,000	53,600
1 in.	185,200	550	133,000	116,400
1¼ in.	90,700	2,400	15,000	2,200
1½ in.	168,900	4,300	55,200	40,000
2 in.	138,100	.....	16,800	55,000
2½ in.	70,100	.....	14,000	3,100
3 in.	31,800	.....	18,500	7,000
4 in.	16,600	.....	8,900	.....

PLAIN WHITE OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	.....	.....	.....
½ in.	.....	.....	.....	.....
⅝ in.	21,150	.....	1,000	16,900
¾ in.	17,900	.....	100,000	31,000
1 in.	50,300	1,200	89,000	54,200
1¼ in.	55,300	.....	6,000	2,000

	1 & 2	No. 1 Com.	No. 2 Com.	No. 3 Com.
1½ in.	104,500	63,000	9,000	400
2 in.	94,000	114,000	60,000	22,500
2½ in.	166,800	49,500	3,000	.....
3 in.	106,800	65,800	14,400	10,000
3½ in.	4,500	5,000	1,500	.....
4 in.	77,000	18,500	2,000	3,000

QUARTERED RED OAK

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
¾ in.	700	.....	9,700	400
1 in.	24,200	3,400	3,500	400
1¼ in.	3,000	.....	3,000	500
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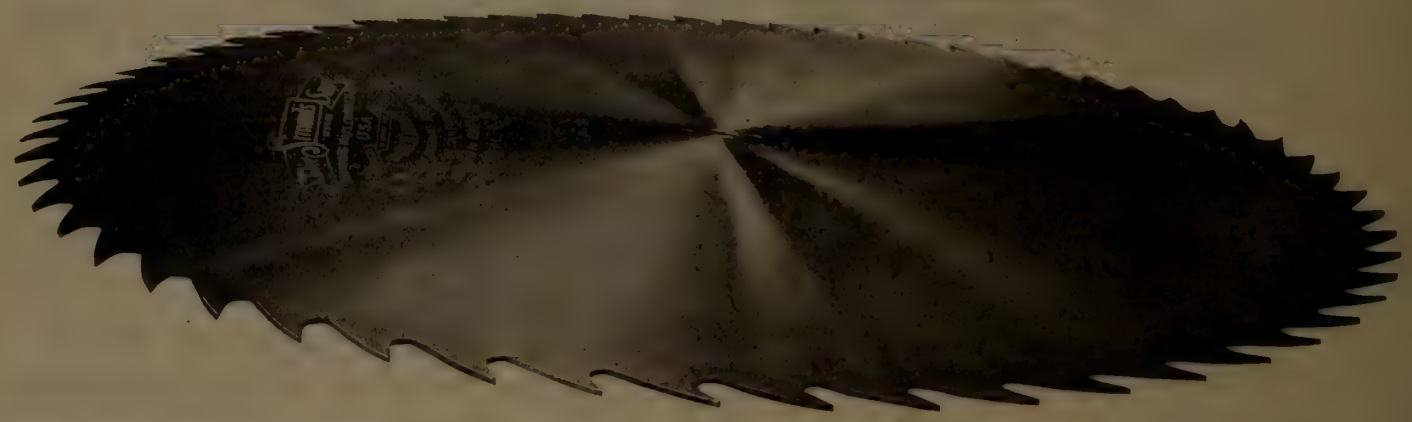

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Advertisers will receive careful attention and liberal treatment. For manufacturing and supply firms wishing to bring their goods to the attention of owners and operators of saw and planing mills, woodworking factories, pulp mills, etc., "The Canada Lumberman and Woodworker" is undoubtedly the most direct and profitable advertising medium. Special attention is directed to the "Wanted" and "For Sale" advertisements.

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Guilty—or Not Guilty?

Amid the charges and counter-charges, thrust and parry characterizing the Ontario Crown Lands investigation, now in progress for many months, order is, at last, emerging from chaos. In plain terms, the commissioners are getting down to definite results and giving explicit evidence that they intend to carry the job through to its logical and legitimate conclusion. A few heads may fall by the wayside, some who have taken false oaths may suffer, and still others, who have not been honest in their remittances, may be compelled to settle in full of account. If these and other equally tangible effects follow, no fair-minded man should have any fault to find with the work and worth of the commission, which is now apparently "getting somewhere."

Of the scope and comprehensiveness of the commission's undertaking, public appreciation will be largely based and directed by conclusions. Results are beginning to manifest themselves in the fact that one lumberman has already handed in a cheque for $13,000, representing the value of the difference between the overrun shown on his books and what the Government accountants had decided was a legitimate overrun for a mill of its size. Civil action, on an interim report of the commission, has been entered against another firm.

With respect to cullers, appointed by the Government, their false returns, loose methods, political pull and duality of service—working for both the Crown Lands Department and some of the lumber firms—it is time that the probe reached those who have been wilfully dishonest and negligent. If criminal proceedings are instituted, the upholders of a sound, businesslike administration of any department will give the Ontario Government credit for bringing about a much-needed reform. In the Lands and Forests branch there is no room for perjury or fraud, either on the part of the casual culler or the influential lumberman.

One or two cases of a contagious disease do not necessarily imply that the whole community is infected but, as communicable outbreaks will bear watching and should be isolated for the physical welfare of the community, so, too, if there are any lumbermen who have been deliberately deceptive and have taken from public domain that which rightly belongs to the people of the province, there should be no turning aside on the part of the judicial commission or the authorities until the work is completed.

There is no doubt that the evidence so far presented has brought to light the need of a change in methods which too long have prevailed in the Crown Lands Department. A more rigid, energetic and capable service is required for the handling of the timber wealth and revenues of the province.

One sees little justification for the permit system, which has flourished at different times. It would seem that a concrete result has already been brought about by the investigation, and that is, the Government is advertising several small lots of timber limits for sale by public tender, which in former days would have been disposed of by permits. Public offering appears to be the only fair and equitable basis of handling the timber resources of Ontario and keeping them entirely separate from politics and political friendships or associations.

There never was a judicial inquiry involving the administration of political bodies in any department but what a hue and cry was raised relating to alleged injustice, favoritism, prejudice, suppression, partiality, closure, autocracy and all the other epithets hurled so indiscriminately in parliamentary debate and party conflict. The motto at the present time, so far as the timber investigation is concerned, should be "hewing to the line and letting the chips fall where they will."

One unfortunate feature is that the daily press is playing up the evidence in a most sensational way and leaving the inference that all lumbermen are either millionaires, enemies of the public domain, profiteers or plunderers. This is so manifestly unjust and partisan that no refutation is necessary. The "Canada Lumberman" believes the vast majority of the operators in the province are upright, straightforward men, and if there have been shortcomings in the matter of returns, no small portion is due to the unbusinesslike system which has prevailed in the department for the last quarter of a century and grown stereotyped and shopworn.

This is the day of new methods, changed procedure and greater service. It is up to the department to keep step with the fresh order of things and, in inaugurating any policy that has for its object, reform, economy and efficiency in the fullest measure, the heartiest support will be extended.

No one, who is guilty, should be spared. Those, who possess a clean record and have pursued a clear course, need have no fear. Those, who are convicted of fraud, perjury or forgery, should pay the full penalty. No honest lumberman can do business in a fair, square, above-board manner and compete with one who is fraudulent or crooked and shown a reckless disregard and selfish contempt, not only of the public interests, but of timber waste and other abuses.

There are periods, of course, when lumber manufacturers and timber owners make more money than they require at that immediate time; but there are other times when they have been forced to sell their product at prices that allowed nothing at all on investment or cost of production, and they have taken their losses without cavil. On the average, taking the good years with the bad, they have not made any more money than they could have in any other legitimate line, with the same energy and ability and on far less capital, vexation and worry. Laws made to protect limits, collect revenues and renew timber growth, must take into account the fact that there is a mutual interest on the part of lumberman and all other citizens, for where one interest is detrimentally affected, the other suffers as well.

Niagara District Retailers Believe in Unity

Initial Steps Taken in Organizing Another Branch of O.R.L.D.A.—President Reid Outlines the Benefit of the Get-Together Movement of Dealers

K. J. Shirton, Dunnville, Ont.

Organization is the watchward in industrial and mercantile ranks, business men today recognize the benefits of co-operation and the necessity, in view of the changing conditions through which all branches of activity are passing, of rendering better service and employing the most efficient business methods.

In accordance with this spirit, and the progress of the times, the retail lumber dealers of the Niagara District felt that they should come together and form themselves into a local body or branch, the same as has been done in six or seven other districts of the province of Ontario, all of which form a part of the Ontario Retail Lumber Dealers' Association. Among the most active workers in the movement were K. J. Shirton of Dunnville, O. L. Rice of Welland and Fred Barraclough of Cayuga.

The date selected for the first meeting was November 1st and the invitations were sent to the retail lumbermen in Beamsville, Cayuga, Caledonia, Dunnville, Grimsby, Hagersville, Selkirk, Simcoe, Thorold, Waterdown, Welland, Bridgeburg, Niagara Falls, Jordan Harbour, St. Anns, St. Catharines, St. Williams and other places. Owing to the unfavorable weather the rain falling steadily the greater part of the day and the utterly impassable condition of many roads, which prevented the dealers in the adjoining towns from motoring over to Dunnville, the attendance was not large but was representative.

Among those present outside the district were, John B. Reid, president of the Ontario Retail Lumber Dealers' Association, Toronto, Horace Boultbee, secretary of the O.R.L.D.A., Toronto, J. B. Mackenzie, Georgetown, secretary of the Orangeville District, and G. B. VanBlaricom, editor of the "Canada Lumberman," Toronto. The visitors were accorded a warm welcome by Mr. Shirton and shown about the town, which is a busy progressive community of 3,500 people, located on the Grand River near where it empties into Lake Erie. The meeting was held in the rooms of the Dunnville Club and proved to be both interesting and enlivening.

K. J. Shirton of Dunnville, presided, and in his opening remarks, expressed regret at the unpropitious weather which had prevented a number of those, who intended being present, from motoring over. For some time he has felt the need of a district organization, such as was proposd, and in speaking to a number of fellow-dealers, they had also endorsed the project. Mr. Shirton was confident that everything would go along successfully as soon as matters got well under way. He was glad to welcome the visitors to Dunnville and do anything he could to make their stay pleasant. He then called upon Mr. John B. Reid, of Toronto, president of the Ontario Retail Lumber Dealers' Association to address the meeting.

The Value of District Bodies.

Mr. Reid expressed his pleasure at being present, and stated that they should not be in anyway discouraged by a small attendance at the outset. He recalled the fact that when the first organization meeting of the Ontario Retail Lumber Dealers' Association was held, there were only twenty present, and now the membership was 181 and growing rapidly. He believed that the district organization would come along much better as soon as it began to operate. Continuing, Mr. Reid said: "Ours is now a good, live organization, and I have not the slightest doubt but that the same condition will work out with you here. I must confess that two or three years ago I was not in favor of a provincial organization of retailers. I remember the fate of the first gathering held some years ago. It lasted over the initial banquet, when all the members talked over what they were going to do during the coming year, and from that day to this I have never heard from one of them. I was so discouraged that I vowed I would never have anything to do with another such a body, but finally I was persuaded to take an interest in the work and to try it again. I am very glad that I did so, for everything has gone ahead splendidly and unitedly in not only the organization in Toronto but throughout the province. The movement has spread and resulted in great benefit to the retailers in the community in which they live, not only from a dollars and cents point of view but in prestige and standing which the dealer enjoys today.

"How was a retail lumberman looked upon in the past?" asked Mr. Reid. "Any fellow, who erected a fence and put in a small stock and sold it out again was called a retail lumberman. Today the retail lumbermen are an important and influential body of men, controlling as much capital as a lot of wholesalers who figure in the public eye as somebody. Retailers are now commencing to realize that they, too, are a body of some weight and can dictate a definite policy to those who call themselves wholesalers. There are, in my mind, two important interests in the lumber industry,—the man who manufactures the material and the fellow who distributes it. These are the chief ends of the business. Our object in this Association is to become men of worth and usefulness and to get together those engaged in the same line and sit down and teach them sound business principles and just how the lumber industry should be conducted. There are many men who are operating today on too low a cost; they do not have any conception of what it costs them to do business. It has been demonstrated that the retailer should get on the average of 33 1/3 per cent. profit on the invoice price of his goods or what they cost him on the track in his town. It would not be possible, of course, to get this profit on hemlock and some of the lower ends of lumber but on the higher grades, and manufactured articles there should be a corresponding advance so that on the average from 30 per cent. to 33 per cent. should be the profit in order to cover the expense of doing business and yield a retailer a fair return. Mr. Reid strongly opposed any such shortsighted and suicidal procedure as is now and then followed by a few dealers of selling lumber at $1.00 or $1.50 advance per M. and imagining that money was being made. He advised dealers not to be in the class of men who never took a holiday. No man ever absented himself from his business for a few days but what on his return he was the better for the outing. In the O.R.L.D.A. organization the members had been benefiting themselves, not only financially but morally, physically and in every way.

Some of the Matters Taken Up.

Turning his attention to the Toronto Retail Lumberman's Association, Mr. Reid devoted some time to an exposition of the aims and objects of that body and how getting together had improved the status of retailers, not only individually but collectively. Men, who hod done nothing but scrap for years, were now on a friendly, frank basis and he rejoiced to see the spirit of goodwill which prevailed. One of the greatest regrets of each member was that such an institution was not started twenty or twenty-five years ago. Mr. Reid said that the comradeship and co-operation held sway among men and it was evidenced in their business relations, giving a square deal for a square dollar. Some men have sought to heap up riches and pile up money. They had spent all their days in the selfish pursuit of trying to make an extra dollar and that was about all they got out of life. They seemed to forget that there were no pockets in a shroud and the only tribute paid to them, when they passed away, was "Well, old . . . . is gone. He made a lot of money but he was never any use and did no good to himself or anybody else."

"You who belong to the O.R.L.D.A. will never discover better associates; in fact, you will never find in any place better men than those engaged in the same line of business as you are. In the Toronto Association there are no grouchers or kickers; one fellow is not trying to deceive or to get ahead of the other all the while, but is endeavoring to help him along," added the speaker.

At the regular meetings in Toronto business conditions were discussed, stocks on hand, collections whether it was advisable to buy at the present time or defer purchasing, etc. Thus the consensus of opinion of twenty or thirty men was obtained, which was a fairly accurate guide to go by. At present the retail lumber merchants in Toronto were buying very little.

Trade Relations and Order Forms.

The Chairman of the Ontario Retail Lumber Dealers' Association referred to the good work done by the Trade Relations Committee settling amicably several differences between producers and distri-

butors, and gave several instances of how litigation had been avoided and a friendly understanding between firms preserved.

Mr. Reid thought that at the next annual meeting of the Association it would be well to appoint permanent members to the trade Relations and Arbitration Committee with fees attached for the performance of certain services, so that when disputes or claims came up for adjudication, as they frequently did, the members of the committee should not be called upon to adjust every issue, big and little without some compensation for their time and services.

The next matter referred to was a universal order form, which the Association was preparing to have adopted. It's use would result in eliminating disputes and cancellations. In the matter of violating contracts there were offenders on both sides, both in the retail and wholesale ranks. A clause would be inserted stating that until the order was confirmed by the manufacturing or wholesale firm, the retailer had the same length of time to cancel. In the past too many orders had been taken by travellers and others, subject to confirmation by the firm, and on the latter being offered a dollar or two per M. more by someone else, the order had been cancelled. In the meantime the retailer had been tied up, and the same privilege should be extended to the buyer as to the seller. If the latter got a dollar more, he would say the stock was already disposed of, and the retailer suffered. The retail lumberman should now have the right of buying for a dollar, less, until such times as the order was O.K'd. from head office. It was a poor rule that would not work both ways.

There were shyster wholesalers as well as shyster retailers and also a lot of brokers and peddlers going around seeking to find out what one man wanted and the other man had, and make a profit out of both. If a uniform contract form was in vogue, it would result in obviating many misunderstandings, broken promises and delayed confirmations of order.

"If you want to do a fair and straight business, remember, there is no flexibility in honesty." He believed that many a retailer, who did not need stock, was often persuaded to place an order by some clever smooth salesman who was paid a big salary and was magnetic, enthusiastic and too anxious to load up a dealer. Mr. Reid believed that such a man was in the end doing his house a lot of harm and possibly piling up bad debts for the future. Under the present system a retail lumber merchant, who signed an order, could not cancel, no matter how much pressure had been brought upon him to buy and to get away from that kind of thing, the uniform order form was drafted and he believed the retailers should write their own orders.

The new order blank would work out to equal advantage to both buyers and sellers and give the dealers, as already stated, the same length of time to cancel as the seller took to have the sale confirmed. It would also exclude a large number of those who were not accredited representatives of any house but were chasing up and down finding what one fellow wants and other fellow has.

In closing, Mr. Reid said the larger an Association got, the more powerful it became. There had been some talk about uniform grading rules as a lot of stuff had frequently been worked off on the retailer which should never have been there. The one safeguard against being imposed upon was to know the mill you get the stock from and the way it is put up. The chief trouble arose from mills and wholesalers trying to put over on the purchaser something he did not buy. If the material received was not up to the standard in grade, measurement, etc., the dealer has the right, according to the conditions set forth in the new order form, to dispose of that which is up to the mark and fully meets requirements, and lay aside at the owner's risk, that portion which is disputed or not up to specifications. The Trade Relations Committee could be called in to adjust matters, in the event of an understanding not being reached by the parties themselves. Mr. Reid said there were other important points which he would like to cover but they could be taken up at a later date.

How To Keep Up The Interest.

J. B. Mackenzie of Georgetown, who is secretary of the Orangeville district, was asked by the Chairman to outline the plans by which the interest in the work of his district had been developed to such an extent. Mr. Mackenzie stated that the first thing he would lay emphasis upon, would be the social side. "In organizing a district you get acquainted," he added, "with those in the same line of business in your own neighborhood and you develop a feeling of mutual acquaintance and interest which really sticks." The second thought he would impress was that the district association was not created with any thought or idea of regulating or controlling prices of lumber in any way, whatever. Such a policy would be selfish and narrow minded and an organization based upon this foundation would soon totter and fall. Co-operation was the principal object for as Emerson had once said: "The value of any man is his ability to co-operate with and use the ideas of the other fellow."

Mr. Mackenzie believed in putting a personal question to each man at the district gathering and getting his views; then such a man feels that he is one of the organization. "Our next meeting, of the district which I represent" continued Mr. Mackenzie "will be held in Orangeville on Wednesday, December 1st. In sending out notices to the members I intend to put one or two direct questions, and also to call up "the boys" by phone a day or two before the date. One query will be "what do you think the attitude of the public will be next spring regarding the buying of lumber? As dealers we have got to do some thinking with respect to the way the puublic is going to view matters this coming spring, exercise judgment on what we buy during the next three or four months and govern our purchases accordingly.

Another question will be, how each dealer keeps track of his orders and handles his accounts. We desire all the latest pointers in business methods that we can secure. If we are going to make our individual business a success we do not want to build it too much around ourselves. If we do not get out once in a while and rub shoulders with and meet the other fellow, we reap but little benefit and are apt to become narrow and selfish in our methods. We must co-operate one with the other. Our interests are mutual and if the market price for lumber goes down we will have to be more careful and discriminating in buying and the way we do business, and give the public better service. New conditions are coming to the front in our line all the while and we must be prepared to meet them. There are the new sales tax, the increase in freight rates and other problems, which are worthy of our best attention."

Another Gathering at Niagara Falls.

After some further remarks by Mr. Boultbee, secretary of the O.R.L.D.A., O. L. Rice of Welland, Fred Barraclough of Cayuga and others, it was decided that the election of officers should be postponed until an evening meeting could be called in Niagara Falls, Ont., when a banquet will be held and the work of definite organization proceeded with.

A committee of Messrs. Shirton, Rice and Barraclough will interview James Harriman of Niagara Falls, an enthusiastic member of the O.R.L.D.A. and make arrangements at an early date for the carrying-out of such a function as proposed. It was felt by all present that Niagara Falls would be a central point for the next district gathering and everything that will tend to make the event an outstanding success will be vigorously under taken.

Would Start Demonstration Wood Lots

There is every likelihood that several townships will take advantage of the Provincial Government's plan to co-operate in the very valuable work of reforestation. Hon. Manning Doherty has issued a letter to that effect, the letter being addressed to the townships through agricultural representatives. In it the minister says: It is the desire of the Government that the reforestation of waste lands be encouraged as generally and as rapidly as possible. In every township there are acres of land which are used for absolutely no purpose. but which would, with attention, produce a crop of timber in a comparatively few years and fully repay the effort and expenditure devoted to the matter. The department is co-operating with the forestry branch of the department of lands and forests in this matter.

To bring this subject prominently to the attention of the people the Government would like to see a demonstration plot established in each township and to this end desires the co-operation of the township councils. If the township council will purchase an area suitable for this purpose on a well travelled road and have it properly fenced, the Government will undertake to supply and plant trees to reforest such area and look after it in the early years of growth. Such an area of land should not be less than five acres or more than ten acres.

It is my desire that you should bring this proposition to the attention of the township councils in your county. I would suggest that you write a letter to the reeve of each township outlining the proposition and that you endeavor to see the reeve of each township personally and discuss the matter with him or as far as possible attend the meeting of the township council at which the proposition is discussed. Please assure the council that your services are at their disposal in the selection of land for the purpose as it will, of course, be expected that you will give the matter your supervision in any townships in which such demonstration wood lots are established.

It should be possible to have a large number of these demonstration wood lots started next spring and applications should be received before December 31st. It should be clearly understood that all such demonstration plots will be vested in the township and any profit which may ultimately accrue will go to the township. The expense involved in the part of any township council is small and I feel that the result in awakening a greater interest in this most important problem would inaugurate a movement which would be of great value to the permanent development of this province.

Do you Know What your Lumber Really Costs?

Learing How to Make Fair Intelligent Price and Sticking to it is Vital to the Success and Expansion of Retail Lumber Business in These Days

What are Your Costs, Mr. Dealer?

Figures recently recieved by the New York State Association Cost Accounting Bureau show that the cost of doing a lumber business varies from $11.80 per M to $16.85 per M feet of lumber handled. Members of the Bureau are in position to secure valuable comparative data as to the handling costs on material. Do you know what your costs are?

The waiters were busily engaged in clearing the table and the hum of conversation was mingled with the clatter of dishes and silver. The occasion was the quarterly meeting of the District Lumber Association which had opened up with a feed and talk feast. The conversation had ranged all the way from the scant dressing of lumber to the best kind of motor trucks for delivery. Just now the topic of interest was that old familiar subject, "What does it cost to do business?" says the "Lumber Co-operator."

"Now we calculate that we have our figures about right," reflected Dwight Jones, as he carefully balanced a taper of long white ash on the end of his cigar. "I am well acquainted with the manager of Raymond & Company, who tells me that their cost of doing business is 22 per cent. In my opinion Raymond & Company have it about right and I notice that this seems to be the general idea of dealers that I have talked with at the convention. We take off our annual statement at the end of the year and it has always tallied pretty close with this figure so that we feel we are safe in allowing 22 per cent for the cost of doing business."

"You're right," drawled Sam Joseph as he pushed a chair back from the table and began to rock back and forth. "I can't see what the use is of spending all this time talking about the cost of doing business when we know what it is every year. If we need any extra pointers we can get them out of the trade journals and there is no sense in keeping a fancy set of books and going to a lot of extra work to get figures that won't do anyone any good."

Guessing Leads to Ruination.

"That's where you're wrong," broke in Stanley Perkins, "you cannot really know what it costs you to put material through your yard unless you keep the proper records. This idea that you can figure costs and make prices by guess and by golly, has been the ruination of the lumber and building material business. Everyone of you know that you handle a lot of business that you don't make a cent on. You do it because Jim Ford, your customer, tells you that he can buy Shiplap and those Roofers for fifty cents or a dollar less from your competitor. Time and again you have figured that if your competitor can sell this stuff for a little less, that you can too. Those of you who are here have got away with it, but I wonder if you have forgotten already about Wright & Company and Henry Jervis. They went to the wall and I am ready to bet dollars to doughnuts that it was because they didn't know how to make a fair intelligence price and stick to it. They didn't know what they were doing and they allowed their price to be set by their competitor who also didn't know, but who made them think he did. I am here to tell you that the only safe and sure path for the lumber dealer today is to really know what it costs him to do business. And he is not going to know this unless he has the proper system for ascertaining it."

"When you can show me by the actual experience of men who have tried this thing out, then I am ready to listen to your argument about cost methods," said Sam Joseph. "I think we have had entirely too much theory and not enough honest to goodness facts. You have to show me by producing some brass tacks."

Just then the door opened and in stepped Walker Smith, a tall well built, clean shaven man, with black hair and brown eyes which twinkled as he answered the greeting of those about the table. "Say Walker, here is one for you," exclaimed Stanley Perkins before he could sit down. "We are having an argument here and we want you to give us a little cold turkey talk."

"What about?" queried Smith as he fumbled for the pen knife on the end of his watch chain.

"We want to know what you have to say about the cost of doing business and whether it is worth while to install the Association Cost Accounting System. These fellows here want to be fair I know. You are the man to give us just the information. "Well Gentlemen, I will tell you what we are looking for, for I understand that over in your county the dealers have been talking costs and that you have had the system working in your plant for the last year."

Smith pulled out his watch and slowly put it back in his vest pocket. "Just why I had the system installed and what benefit we get from it."

Was Disgusted With The Returns.

"My brother and I have been in the lumber business for the past ten years, as several of you know. We did our business on the same lines as many other dealers, in a sort of hap-hazard way. We closed our books at the end of each year to find out what we had made or lost in the course of the last twelve months and we had some lean years too as I believe you will recall. Finally, two years ago, I took over my brother's interest, as he was disgusted with the returns from his investments and decided to go into the automobile business. I had heard of a method of finding the cost of operating expense so that you would have the information each month as you went along, instead of at the year. I determined to find out if any such method could be applied to my business. My bookkeeper was keeping my accounts all right. Books were always in balance. Yet they didn't give me the information I wanted. I called in a firm of expert accountants. They did me some good, but even their methods didn't satisfy me. One day it dawned upon me that what I needed was an expert accountant who knew my business and so I called on the Retail Lumber Dealers' Association. They found a man for me who came out and in two weeks he had my business systematized, and the office force handled the work the same as if working on the old plan. There was no radical change for this expert used practically all of the forms that I had before. He talked this over with me as he went along so that I understood perfectly myself.

It was mainly a matter of distribution of Purchases, Expenses, and Revenues by which I now get every month the items involved in running my business.

I know what it costs me to unload and pile in the shed, and to warehouse a M feet of lumber.

I know what it costs to sell that M feet and what it costs to deliver it.

I have those figures on my desk at the time I need it, which is when the material is sold.

Then I add a fair profit and when I can't get costs out of my material, I let the other fellow have the business. This cost information applies in detail to my coal business, and also to my mason supplies and farm produce.

I get the correct cost on my planing mill, on paints, on roofing, and on the hardware department.

I had to hire one extra clerk to handle the detail but the knowledge which I have had of my business has enabled me to get a profit on each and every item. I haven't been running some of the departments of the business at a loss as I did before. The personal satisfaction of having this cost information available every month is worth to me ten times the cost of maintaining the system, let alone the saving of real money by not taking on business at a loss."

Convince Customers of Fair Dealing.

"There are times when customers complain of high prices. Everyone of you I venture has had that experience. I have more than once taken a customer who has imagined himself the victim of misplaced confidence into my office and figured out the cost from my books and convinced him that I have dealt fairly with him. In all cases these customers paid their accounts and continue to buy from our firm. Why? Because I have been able to show them the facts as I know them, not simply tell them that such and such is the case and that they must pay it. I want to say that the installation of my system of cost accounting was the best investment that I have made since I took over the entire business."

"Furthermore, I believe that I have helped others because I knew my costs. I have not cut prices at times when I could have taken nice orders, for I know that if I did I would lose money. That is my story and you fellows who are letting the trade play you against your neighs just take this tip from me. Get the Association to send a man to your plant and have him put in a cost system now—right now. Then keep it as it should be kept—up to the minute and you won't have to worry about gray hairs cropping out over night."

Will the Wages of Lumberjacks Take Drop?

Operators in Many Parts of Canada Looking For Decreased Cost of Operation —Cut in East Will be Greatly Reduced—Men are Still Inefficient

There was presented in the last issue of the "Canada Lumberman" reports from different lumber companies in various parts of eastern Canada, regarding the labor situation, the cost of supplies and the extent of woods operations which will be carried on during the coming season as compared with similar work a year ago.

These reports were most interesting and instructive. Since the last issue, additional replies have come to hand which will shed further light on the much-discussed topic of next season's output.

The Cleveland-Sarnia Saw Mills of Sarnia, say: "This is the first year we have operated any camps. Up to this year we had exhausted our timber supply and during this summer we purchased a large tract of timber on the Spanish River and are preparing to operate this coming winter. We hope to get in two camps or possibly three. We find that wages are running from $70,00 to $85.00 per month, which we understand is $10.00 to $15.00 per month higher than they were a year ago. We also find that labor is very scarce, and supplies high with the exception of oats and potatoes which are reasonable in price compared to what they have been. As to our stock of lumber at Sarnia, we will go into the winter with the smallest stock that we have ever had. We will only have about 60 per cent. of what we had a year ago. We expect to have a full year cut of logs for our mill fo rthe season 1921.."

Will Operate Four Camps.

Robinson, Wright & Co., of Shulee, N.S.: "We are operating four camps and may increase the number later. We find labor fairly plentiful but wages in this district are averaging about $5.00 per month more than last. This increase, of course, is caused by the high cost of living. Operating expenses in general will be more than those of 1919-1920. Owing to our early sales, our lumber is well cleaned up. A considerable area was burned in Cumberland county last summer which accounts for greater activity in that particular section."

Men Are Coming In More Freely.

The Schroeder Mills & Timber Company, Pakesley Station, Ont.—"We have our usual number of camps, viz., seven open since September 1st, but we are still short a couple of hundred men although they are coming in more freely now. Wages are higher than last year but provisions are slightly lower. Hay is higher and oats lower —so that taking it on the whole, we expect the cost will be higher than last year. The weather has been exceptionally fine for bush work, a little on the hot side but not much rain to bother. Our mill is still running and we expect that it will continue to run until the freeze-up. The deer slayers are very much in evidence these days, but don't help the logging much. Something should be done to prevent them hunting or shooting with high-powered rifles in the vicinity of the logging operations, as they are a menace to human life. Some take a crack at a horse now and then.

"We will probably carry over a couple of million feet of logs this winter. We hear that some of the operators on the north shore are retrenching. One firm has let its men all out. We are working away as usual and have bought two carloads of horses already, and as men come along, we will get more. We have 75 teams in now. We are thinking of trying a caterpillar tractor to draw logs with this winter on one of our long roads."

Lessened Output in the East.

Chas. T. White & Son, Sussex, N. B.—We expect to produce about one-third the lumber we got out last year, and we think the general idea in this locality is about one-half.

Stanley Douglass, Ltd., Fredericton, N.B.—We think there will be not more than one-half as many logs cut in this section during the coming winter as was the case last season. This is owing to the high cost of labor and supplies, shortage of cars and the uncertainty of the market. Speaking for ourselves, we are not getting out any logs for our Stanley mill and only a small cut for the mill at Devon. We have no camps of our own but have contracted for about three million feet. The larger part of our summer's cut is still in the yards, and although cars are becoming more plentiful orders at decent prices are hard to get. It seems to us the only safe policy is to curtail production and wait for better market and decline in operating costs.

Looks For Good White Pine Demand.

An Eastern Ontario firm say.—Our operations in the woods are about 75 per cent. of what they were last season and we find labor still very difficult to get for the woods and efficiency has not increased. This, with the fact that wages this year have jumped 20 per cent., will make logs cut much higher than last season even allowing for slight drop in provisions and horse feed. As regards mill stocks, we are going into the winter with less than 50 per cent. of what we had this time last year and owing to the short supply of white pine, we expect a good demand for it should develop with the turn of the year.

Costs Will Be Higher This Year.

The Bishop Lumber Co., Nesterville, Ont.—We are operating this year only five camps, while last year we operated eight. The labor supply until recently we have found, has been very lacking; also the class of men have been of a poor type for woods work. However, during the last month we are finding that there is a greater number of idle men on the market and that the disposition toward work is more willing than it has been for some time in the past. Owing to the scarcity of labor in the early fall and the increase in wages over last year, it is our belief that lumber operations this year will exceed in cost those of the past year.

Believe That Wages Will Decrease.

The Muskoka Wood Manufacturing Co., Huntsville, Ont.—We expect ourselves to take out a normal stock this winter; but our understanding is that, owing to prevailing conditions there will not be as many camps in during this winter. Up to now, we have not had much change in our wage rate, but are finding labor in the camps more plentiful every day, and expect a noticeable decrease in camp wages during the winter. The drop in the price of oats and some other lines, will help a little in the cost of taking stuff out, but there has not been up to the present any great advance in the efficiency of men at the work in the bush; that would be the greatest aid to lower costs.

Producing Costs Are Excessive.

Austin & Nicholson, Chapleau, Ont.—Our woods operations this year are about normal with this exception, we are operating log camps instead of tie camps, the intention being to saw the ties. We are carrying on, as we are doing, only because we have fixed contracts for railway ties. We are operating on a speculative market such as lumber necessarily is and with labor conditions and supply costs as they are today, we would follow the example of a large number of other people and curtail our output materially. Not because the lumber is not required but because operating conditions have become so difficult and expensive that the production costs are abnormal. The labor market never was so uncertain. There seems to be plenty of men but they are more unsettled than ever, with efficiency constantly being reduced. Our stocks are lower than have been at this season in any year for the past five or six.

Three Men to Do Work of Two.

The St. Maurice Paper Co., Montreal.—We have about the same number of camps in the woods this year, but we have a good many more jobbers than we had last year. This has been a fine fall to cut and skid logs and we expect our jobbers will fill their contracts. The labor market is the highest we have ever experienced and for efficiency, it takes about three men to do what two would do ten years ago. Our operating expenses are high but our lumber stocks are much lower than we have had for some years.

Men Are Becoming More Efficient.

McLachlin Bros., Arnprior, Ont.—We are operating the same number of camps this year as last, that is, twelve in all, and we hope to start two more within the next month. We find that while bush men were scarce a month ago, the supply is increasing, and they are much more efficient than last year. Wages are $10.00 higher than they were in 1919-20. Regarding the stock of lumber on hand, it is considerably smaller than last year and is the smallest stock we have had on hand for many years.

Are Not Operating Any Camps.

The Devon Lumber Co., of Sherbrooke, Que.—We are not operating camps this season. We found it particularly difficult to keep sufficient men in the mill during the last week of sawing. In fact, at one stage of the game we had to close down one side on this account. We are carrying over a slightly larger stock of lumber than we did a year ago.

O'Brien, Limited, South Nelson, N.B.—We are curtailing as much as possible. We have not any of our own camps in and do not

intend to have any. This is the situation all over the river. Some firms are getting out a third, and others not even that much. We are putting in several dressing machines, and they will to a certain extent take the place of our regular lumber business. At present we are operating a four foot "Moreau" barker, using the small logs for this purpose, and taking the larger logs to the sawmill. We find that this works out very well. We are running this equipment night and day, and getting about 50 to 60 cords. We propose shipping this wood by vessel or cars, as we have facilities both ways.

A. J. Murphy, Latchford, Ont.—We are operating quite strong this season. Wages are higher than last year and good men are scarce. Everything has gone up above the prices which prevailed a year ago and operations for the winter of 1920-21 will cost twenty per cent. more than those of 1918-1919. There will be a good cut of pulpwood in this district but not as much lumber as last season.

Keewatin Co. Will Operate More Mills.

The Keewatin Lumber Co., of Kenora, Ont., are operating six camps this winter, and it is their intention to put in four more, making ten in all. More than 600 men will be employed getting out logs for next summer's cut. Word received from Port Arthur announced that it is the intention of the company to operate the old R. P. L. Company's mill in the south ward of the town, according to the arrangement made between Mr. E. W. Backus and the corporation of Kenora. It will, therefore, be necessary to get out a larger quantity of logs this winter than usual in order to supply the additional mill. There will be lots of employment in the woods around Kenora.

Heavy Seed Year For White Spruce

The Commission of Conservation has received reports from a number of points in Ontario, Quebec and New Brunswick indicating that this is an exceptionally heavy seed year for white spruce in eastern Canada. There promises to be a good yield of white pine seed as well. Last year there was practically no spruce seed in eastern Canada. Heavy seed years for spruce and pine usually occur only every fourth year, therefore those who wish to collect the seed should take advantage of the abundant crop this year.

White spruce seed ripens in September, and the cones should be collected just before they open. If picked too early, the seeds will be immature, and if left till the cones open, the seeds will have dropped out.

The increasing attention being given to reforestation has developed a large home market for tree seeds. In addition to the various governmental and commercial nurseries, several of the pulp companies, including the Laurentide, Abitibi, Spanish River and Riordon have nurseries. There are also good markets in the United States and Great Britain for Canadian tree seeds. Heretofore, the nurseries on this continent have had to depend largely on European seed, owing to the limited amount of native seed collected. The European seed has not been entirely satisfactory for our climate and hardy native stock is preferred when obtainable.

Cutting Out Guess Work in Costs

Know your costs of doing business. It is most important and vital to success. More lumber retailers go down and under probably from not knowing their costs and getting an adequate profit on their merchandise than any other. The day of guess work is over and the words "around" or "about" or "in the neighborhood of" should find no place in the policy and management of any retail lumber enterprise today when trade is quiet and competition keen. When figuring the cost of stock the retailer should see that everything is included. Chief among them are the following items of overhead which must be added to the invoice delivered cost of the material itself: Interest on loans and investments; rental of property — where interest is not charged; taxes, water rates, advertising, insurance, travelling, office and stable expenses, labor and salaries of all descriptions, depreciation on buildings, machinery, horses, equipment, etc., and two per cent. for bad accounts.

When a dealer has figured out all of these items and added them to the delivered cost of the material he is in possession of the necessary information upon which to estimate his selling price.

The selling price should be made up of three elements: (1) delivered cost of material; (2) overhead cost; (3) profit. It follows that the most logical manner in which to deal with the question is to estimate how much of the selling cost is to be apportioned to each of its elements. Suppose, for the sake of illustration, that a dealer decides that 10 per cent. of the selling price should be profit. It follows that 90 per cent. of the selling price will represent the delivered cost plus the overhead cost. The delivered cost is a known quantity. The overhead will be the difference, the two elements, of course, being figured as percentages of the selling price. Experience has shown that the overhead cost in Ontario varies considerably in different yards, but that it is not safe to figure below about twenty-four per cent. of the selling price.

Assuming, for an example, that twenty-four per cent. fits the case, it is clear that 24 per cent. plus 10 per cent. of the selling price will represent the overhead and the profit. The delivered cost will then be 66 per cent. of the selling price. In other words, if the delivered cost under such conditions is multiplied by 100 and the result divided by 66, a selling price will be reached which will cover an overhead cost of 24 per cent. and a profit of ten per cent.

There is plenty of chance for going in this matter of estimating the selling price. Many a man simply adds a percentage to the delivered cost and thinks that he must be making money. The following table should be studied. It is based on the supposition that the overhead amounts to 24 per cent. of the annual gross sales.

BY ADDING			NET			NET	
			PROFIT			LOSS	
15	%		13	%		11	%
20	%		16 2/3	%		7 1/2	%
25	%		20	%		4	%
30	%	On Delivered	23	%	On Your	1	%
33 1/3	%		25	%		1	%
35	%	Costs	26	%	Gross	2	%
37 1/2	%		27	%		3	%
40	%	You Get	28 1/2	%	Sales	4 1/2	%
43	%		30	%		6	%
45	%		31 1/3	%		7 1/3	%
50	%		33 1/3	%		9 1/3	%
51	%		34	%		10	%

Herron Company Have Model Camps

R. B. Herron of R. B. Herron & Co., Tionaga, Ont., says they are carrying two operations at present on the line of the Canadian National Railways. One operation is at mileage 125, where thirty-five men are employed and the output is about thirty thousand feet. The other operation is at mileage 122 where about fifteen men are engaged, with a daily production of fifteen thousand feet. R. B. Herron & Co. have at both points a high standard of sanitary camp. The camps have single beds of iron with iron springs in both camps and hot and cold shower baths in each. The wages paid to ordinary laborers is $4.50 to $3.00 per day, without board. Board is furnished

Major R. B. Herron, Tionaga, Ont.

at the rate of $1.25 per day. The men work ten hours a day and appear to be generally satisfied. Notwithstanding this, from April 1st to Sept. 30th the firm had 1,155 men on their pay roll. This indicates the unrest of labor and oftentimes there were as many laborers leaving work as were prepared to go to work.

There is no organization among the workers, but the O. B. U. would occasionally send men in who came for the ostensible purpose of creating trouble. One of these representatives reported to the Ontario Government that the camps were unsanitary. The Government inspector was sent up and examined minutely the sanitary arrangements at both mills and reported to Mr. Herron personally that the conditions were above the standard laid down by the provincial authorities.

In the engagement of labor Herron & Co. do not rely upon commission labor agents to procure help for them. They have their own agents and in all cases pay the railroad fare of the men brought in. In many cases the men did not stay long enough to work out the cost of transportation.

Pioneer Lumber Days in Rice Lake District

Forest Products Built Up Many Communities—Romance of Early Operations when Emoluments from the Timber Trade were Ridiculously Small

By F. H. Dobbin, Peterboro, Ont.

In a large measure we are all vitally interested in the past history of the lumber industry which holds second place in the activities of Canadian manufacture. When we look at what has been and what we can now see, we may infer how far along the road we have travelled and how far we have yet to go. Until the inevitable takes place—extinction of limits and paucity of returns, inability to market from points once so accessible, the gradual dwindling of what once supplied opportunity and manufacturing profit.

We have it on authority that the membership of a church changes in fifteen years, and that of a business community in twenty. True a few survive, but enough only to leaven the day of opportunity. And so in the lumber business. Men have come and gone, used up the facilities leaving others to step in and make the best of what is left. All this forms a reason for placing before the readers of the "Canada Lumberman" some account of the industry as it started, developed and rose to commercial distinction in the Midland District of Ontario, in the years that have gone.

In the early allocation of boundaries to groups of lands in Upper Canada the section, roughly speaking, from west of Kingston to near Toronto was known as the Newscastle District. Afterwards subdivided, the section parallel with the shore of Lake Ontario, but inland, was named the Colborne District, and for many years was so represented in the Upper Canada House of Assembly. Out of this allocation was afterwards carved the land now comprised in the counties of Northumberland and Durham, Peterborough, Victoria, and the counties east and west. The county of Haliburton was a later creation, being taken out of the lands at one time under control of the Canada Company, that great adjunct to early colonization and settlement.

It is principally with the territory of the counties of Peterborough and Victoria we have to deal. It is true that the county of Hastings furnished opportunity for the lumberman, and was exploited by the Gilmours and other organizations. But it is of Peterborough county that we wish to write. The lumbering activities within its borders supply quite enough for comment to any reasonable extent and compas. Here wer located immense tracts of wooded lands awaiting the coming in of the lumberman and his hordes.

Included in the county of Peterborough were the townships of South and North Monaghan and Otonabee, all bordering on Rice Lake or the river Otonabee. There were also other municipalities as far north as Chandos and Ansthruther, quite near to the height-of-land that presently descends to the Ottawa. There was a sweep from Smith township on the West to Belmont and Metheun on the East, together with other well wooded lands within the borders; especially well adapted to operations of getting out timber and stock for lumber because of the numerous lakes and streams that supplied easy and convenient means of transportation for the stock in the rough.

Waiting for Means of Transportation.

While forest lands are still in the foreground one conspicuous and salient feature of the landscape of the year 1838, and for many years afterward, is gone, that of the seemingly inexhaustible stand of pine that towered above the general forest surrounding. It was waiting, at the time indicated, for some means of transportation of the sawn product to market, other than by the tedious and expensive hauling by teams and waggons to the lake front. To meet this demand the one insistent appeal of the district, Peterborough to the south, was for railroad communicaction. In the issue of the Peterborough "Despatch" newspaper, of July 29th, 1847 the editor makes comment as follows:

> "To send out merchandise or products of the soil from 25 to 30 shillings per ton is paid, as freight. For nearly two weeks we have been unable to get even a trunk conveyed to Port Hope or to Cobourg. The journey to Lake Ontario, of thirty miles, now occupies ten hours. Articles such as salt, plaster, etc., are in a great measure shut out from us by the expense of freight. The sawmills of our neighborhood can cut 60,000 ft. per day, but are often in a great measure idle for want of access to market for lumber, owing to the expense of transit."

And, in further illustration of the intensity of the situation, it is stated that in Peterborough, without a railroad in any part of the county, wheat was worth only 37 cents per bushel, and about 50 cents at Port Hope. On March 1848, and with the prospective completion of the Grand Trunk Railway, along the lake shore. "The Front" as it was termed, the "Despatch" states that prices immediately advanced for wheat to 3s 9d, oats from 9d to 19d per bushel, and hay from 27s to 42s per ton. These advances were based only on the prospect of easier access to market. How vitally the deprivation affected the lumber business can be judged.

In 1848 a charter was obtained to construct a railroad from Port Hope to Peterborough and over ten thousand pounds subscribed. The project was eventually dropped, to be followed in 1852-3, by a company, which secured an Act to construct a road from Cobourg to Peterborough, and on Chemong Lake, with the object of securing the freighting of lumber from the mills at Bobcaygeon and at points on the lakes adjoining. In the fall of 1854 the line was opened for traffic, to Peterborough, and at once the impetus to trade was apparent.

The lumber trade increased immensely, and where before the export of sawn products (by means of the river to Harwood, a point on Rice Lake and by teaming to Cobourg, the nearest lake shipping port) had not exceeded between three and four million feet per annum, it, at once increased to about twenty millions, and in future years exceeded by double the output as stated. Use was made of the railroad bridge across the waters of Rice Lake, which was at the best a precarious means of gaining the south shore. However it effected a purpose.

A few years afterwards, when the line to Port Hope was opened, the lumber trade found its own and the extent of the export was at once reflected in the increase of population in and about the town. A census taken in the spring of 1852 showed that the resident population living about the mills and outside the actual limits of the town, that there would be much under 5000.

Real Money Was Made by Dealer.

It is true that the flood of money coming into the district was the financial salvation of the country tributary to the demand, but it came in at too high a price. To the men engaged in operating the cost for the use of money was high and expensive. Large sums were looked up and at excessive rates of interest. And when cut, dried and marketed either to Quebec for the English trade or to Albany for the American jobbing houses, the real money made was not by the man who manufactured the lumber but by the dealer who merchandized it. England had not, to any extent, begun to build ships of iron. The needs of the Western and flat lands States had denuded the forests of New England and Canada was to be exploited for the commercial benefit of all and sundry.

Briefly, the lumber business in the Colbourne District began in the early forties, and reached its highest point about the year 1868. From that time onward the output declined except from parts of the

Rolling the snow makes the ice freeze thicker to carry log dumps. Scene in the woods operations of C. N. Railways at Foleyet, Ont.

county especially favored with limits in a somewhat virgin state. From the first the district was specially favored in that there was abundance of water available for operations. The lakes to the North and streams contributary facilitated operations much more than in other localities. The river Otonabee, also known in sections as the Trent, descends from the height of land to Lake Ontario with a fall of nearly 600 feet. The floating of logs and timber was all in a downhill movement. The succession of seasons favored the business.

Those operating set up camps, more or less permanent in the heart of the limits. Roads were broken and supplies were brought in. Felling the trees, cutting into log lengths, hauling, or "cadging" as it was termed, to the banks of the numerous streams and watercourses and shores of the many lakes went on during the winter. When snows melted in the spring and streams were in excess of water the logs were dumped into the current and floated to the lakes, where, formed into "booms," they were guided through connecting waters to Bobcaygeon, to Lakefield or where the mill was situated. Logs for manufacture below Clear Lake were set loose to float down the Otonabee. The "drive" as the group of men housed on a floating camp was termed followed the rush of logs as hurried forward by the current.

Weeks, indeed often months, of incessant and watery labor were required, the work being carried on principally by crews of men recruited from Lower Canada and known as "pea-soups," from their accredited fondness for that form of diet. These appeared in the early spring and went away when their special duty had been accomplished. An experienced, daring and reckless set of men they were, inured to privation and outdoor life. They were arrayed in strange apparel, rather grotesque, prone to consumption of liquor, fond of fighting and contemptuous of the dweller in the towns and villages. It was from this experienced class of men that Lord Wolseley recruited his crews of voyages to man and handle the boats on that famous expedition up the Nile to the relief of General Gordon.

Square Timber and Sawn Lumber.

The trade divided itself into two main products, those of square timber and sawn lumber.: In the preparation of the square timber the best and finest trees were selected, for square timber had as its destination in the English market. The trees were felled with care to avoid breakages, for a pine of eighty feet high coming down like a gigantic flail had to be guided clear of rocks and boulders or its commercial value would be discounted. Cut to from forty to fifty foot lengths the shaft of the tree was squared and lined out to largest dimension. Few trees under twenty-four inches in diameter were used, lesser diameters working up better into sawn lumber. Having been hewn, pointed at each end and bored they were drawn to the ice and formed into rafts of about thirty feet in width, all tied together with flexible saplings, which were used instead of ropes. With four sweeps or cars, at each end the float was ready to undertake the voyage to the south so soon as the ice released its burden.

Just as the sailor assumes the risk of the sea the raftsmen took the dangers of the river passage. All the power dams were constructed with sluices especially prepared to allow of passage of the rafts with the most powerful part of the water directed to the opening. From Lakefield to Nassau, on the river, was an exciting passage. With a fall in the bed of the river of not less than 180 feet in ten miles to Peterborough, there was some current. The river was diversified with numerous twists and bends and, with the enormous amount of water set free by the spring flood, the trip was one of large excitement and real danger. Many of the men perished, being flooded right off the rafts despite life ropes to hang on to. Cribs made up of hardwoods, such as elm and oak were especially hazardous for being less buoyant than pine they were always more or less submerged in the rolling torrents at the foot of the slides and hard to handle. Such timber was despatched early in the spring to avoid being water-logged. Myriads of hardwood logs lie at the bottom of the sheltered bays along the lakes and river.

Venturesome souls, those of great daring and high of aqueous purpose, would tie themselves to any of the dams, of which there were many, along the river and as the crib started on its plunge down the slide they would jump on and secure passage as a stowaway. Such contributions to the passenger list were always hailed by the crew with threats and curse. The crew had quite enough on its hands without attending to the safety of some dry goods clerk, local baker or barber. The trip was more dangerous than riding an airplane, which avocation presenting large opportunity to rise in the world, is extremely impetuous in the way of coming down again.

After a spell of rest, moored in the Little Lake, the cribs floated for twenty miles down the placid surface of the Otonabee to Rice Lake and another twenty miles by aid of a tow, the length of the lake to Hastings, for further passage down the Trent river to Trenton, on Lake Ontario. Thence in bulk or dismantled, they were sent to Montreal or Quebec for export. Large quantities were forwarded from Lakefield, Hasings, Campbellford and other points along rail route, and also by a short rail line to Cobourg and loaded on lake boats for Montreal. Special sticks were carefully handled to be used as masts. The expense called for on removal and the excessive length all militated against development, as the profit for reasons stated, was limited.

When Lumber Sold at Six Dollars.

Viewed in the light of present day prices the emoluments from the timber and lumber trade seem ridiculously small. Loaded on cars sawn lumber averaged about $6.00 per thousand feet, board measure. It is true that the right to cut on the limits cost only a nominal sum, and rated by labor costs of to-day manufacturing costs were not large. The trade raised the Midland District from the position of having a restricted industry to comparative affluence. Especially was benefit seen in the rural and back-country districts. At once there came into operation an almost unlimited market for the settler's produce. Hay, oats ad horse fodder was bought from him almost at his door. He was also enabled to sell his services and his team to the highest bidder. His winter instead of being one of inactivity brought to him steady employment. For over twenty-five years he had his hands quite full of business.

The township of Monmouth, Cavendish and Galway as well as several farther north and afterwards brought into civic government as a part of the county of Haliburton, were prolific in standing timber suitable for the manufacture of sawn lumber. Logs, that now appear on the waters of the lakes and rivers, were disdained as too small to make use of. Railroad ties, for instance, were in moderate demand only. Shingles, where manufactured were cut from logs culled from the drives as not suitable for boards manufacture. Vast quantities of slabs resulted from the slicing of logs down to the standard width for export lumber. The "Yankes Gangs" were in large measure responsible for wastage. Thirteen and sixteen feet in length and width of ten and twelve inches were accepted as standards and esteemed for hauling, shipping and for ship tonnage. Such lumber piled closely and evenly on the deck of a schooner or a sea carriage vessel would not readily shift.

It is a truism of our economic life, that abundance of any product or material makes for waste. This was evident on one particular of the lumber business in the early years. It may now be noted as an illustration of how far our necessities have driven us to economize.

How Abundance Made for Waste.

During the fall season of 1919 plain sawn lath sold for as high as $24.00 per thousand. In 1855 it sold as low as 2.25 per thousand, and about that date was the beginning of the use of refuse to make laths. Previously the old form of "split lath" was the standard. The builder would select clear boards, sixteen inches or more in width and half an inch in thickness. Placing the board on the turf and using an axe he would split the board at irregular intervals, for a part of the length of the board. Repeating the strokes presently the board was splintered for its length and width, and when nailed on the studding and stretched, exposed the interstices that grasped and held the mortar when applied. Supremely wasteful, but lumber was a drug on the market.

A comparative statement of exports from the district in the year 1855 mentions that 4188 bundles of lath were sent out. It was apparently received with large favor, fo the following year (1856) 24,556 bundles were supplied. Curiously, the demand dropped off, for 1857 shows that only 16,548 bundles were called for.

Reference has been made to the impetus given to the lumber export trade as soon as the railroad was available. Previous to 1855 the output forwarded did not exceed four million feet, in 1855 it was 11,142,479 ft. all forwarded by the Cobourg and Peterborough line. The freight costs for a haulage of 30 miles was $1.35 per thousand feet. A further statement shows that the freight on 881 tons of merchandise was at the rate of $3.54 per ton, while flour was hauled for 23 cents per barrel. Firewood found passage at $1.00 per cord, and was handled twice.

It should be considered that in noting the quantities of lumber exported, that the facilities for manufacture were such as might be termed home-made, with the exception of saws. Mill buildings, flumes, wheels, penstocks, gangs and gates, carriages for logs, saw-tables were all made on the spot by the local millwrights. Marked improvement did not appear for nearly ten years after cutting began to be general along the lakes and river. These facts will be related in another article, referring to mills, places, facilities and daily and weekly output.

Erecting Pulp Plant at Wolfville

The Gaspereau River Light, Heat & Power Co., of which C. H. Wright is president and R. A. Jodrey secretary, are building a small plant at Wolfville, N.S., for making groundwood pulp, and are installing a 30-inch grinder with a capacity of 8 to 10 tons of dry pulp daily. It is expected that the mill will begin operations early next year and will employ about 25 hands.

Retail Lumbermen Fight Mail Order Firms

Appoint Mill Committee to Combat Catalogue Houses and Show Up Their Deficiency in Service, Delay in Deliveries and Alleged Cheap Prices

A. R. Sanders, St. Thomas, Ont.
President S. W. O. R. L. D. A.

Lumber conditions and the market situation, trade outlook and the building prospects for 1921 were animatedly debated at a well-attended meeting of the Southwestern Ontario Retail Lumber Dealers' Association at Chatham, Ont., on Monday, October 8th. The sessions were held in the Chamber of Commerce rooms and were profitable, pleasant and interesting. Many topics were taken up and lively discussions entered into. Action was taken to combat the propaganda of certain mail order houses who are flooding western Ontario with literature, to the effect that they can supply doors, sash, moulding, frames, etc., at bargain prices. It was shown conclusively that in many cases these goods did not come up to representations, that there were delays in delivery, misapprehension as to grades and finish and other shortcomings. A mill committee was appointed by the S. W. R. L. D. A. to prepare a list of prices on similar lines, showing that the retail lumbermen can furnish goods of better quality and workmanship than these catalogue houses, and customers have the benefit of a local service and seeing exactly what they get before purchasing. This committee of Messrs. Bogart, Wallace, Scofield and Russell will get to work at once and will present a report that will be sent to all the members of the Southwestern Association who are determined to leave no stone unturned in protecting their interests against unfair and unscrupulous competition.

The visitors were hospitably entertained by the Chatham lumber dealers to a motor drive and to a chicken dinner at the Hotel Sanita and a hearty vote of thanks was moved by President A. R. Sanders, of St. Thomas, to the Chatham men for their generous consideration, to which W. A. Hadley, of Chatham, briefly responded.

Among those who attended the gathering was J. B. Reid, of Toronto, president of the Ontario Retail Lumber Dealers' Association. Mr. Horace Boultbee, secretary of the association, was also invited to come, but on account of being away on a hunting expedition, was unable to be present. Mr. Reid delivered two stirring addresses, in which he told of what the Ontario Association was doing and pointed out some issues which would be discussed at the next annual meeting in Toronto.

President Sanders stated that the lumber business had reached a crucial stage and he would like to see a general discussion on conditions present and prospective. Personally, he had not run across anyone who could tell, with any degree of accuracy, how things were going to shape up. The prospects were rather uncertain as much depended upon the building situation and the demand which would set in after the new year. Anyone who would load up with stock now was, in his opinion, taking a gambling chance pure and simple if they purchased in quantities beyond their immediate requirements.

Ceases Selling to Farmers' Clubs.

A letter was read from the secretary of the Ontario Retail Lumber Dealers' Association, stating that the John M. Diver Lumber Co. of Chatham, which had been selling to Farmers' Clubs, had decided to discontinue the practice and dispose of forest products through legitimate channels. This announcement was received with much satisfaction, and Secretary Boultbee asked that the representatives of the J. M. Diver Co. be given a friendly reception when calling upon the trade in view of the stand which the firm had just taken.

Mr. Russell of Walkerville, dealt briefly with the effects yellow pine, B. C. fir and B. C. cedar would have on eastern hemlock. He said that yellow pine was being offered all the way from $35.00 to $42.00 per M feet, delivered in his district, with half the business tax paid. The only addition that would have to be made to the prices would be the exchange, as settlement had to be made in New York funds. He thought that it was advisable to buy at these prices, which would only last a short time and were not likely to prevail again. Many southern mills had closed down and a number of the smaller men were trying to unload. Railway equipment was low and the transportation companies had started to buy, having held off until after the presidential election. It was a healthy sign when railway companies began purchasing, as it generally meant good business. The time to look out was when they were not in the market for any requirements.

The discussion was continued along allied lines, and Mr. J. B. Reid, in the course of his remarks, thought it advisable for the retailers to get rid of their high-priced lumber if they could replace it at present values. They would thus be making the difference between what they sold at and what they bought for. Different opinions were expressed regarding the prospects of building for next year, the output of the mills, the cost of production, and it was the general opinion that purchasing any commodity today at a less figure than in many instances it cost to produce it, was not a bad gamble.

Wages at Many Places Go Down.

Mr. Scofield stated that he had advices from leading authorities in the United States that, while no changes in the situation over there might be expected for six months at least, yet it was generally conceded that 1921 was going to be a banner year in structural operations. The automobile industry had gone flat and was pretty well stocked up with lumber; furniture factories and musical instrument makers were also quiet and this had greatly reduced the demand for hardwoods and created a depression in wages. One member stated that in a large concern in Flint, Michigan, some workmen who were earning from $8 to $16 a day, until recently, were now glad to get their jobs back at 42½c an hour. Many other concerns were also reducing wages and the men were accepting the same without demurring.

President Sanders stated that in 203 cities in the United States building operations had fallen off during September, some 40 per cent., as compared with a year ago, and he was informed that unless the building laws in many populous places were amended, things in the construction line were going to be rather quiet. All the big fellows in the lumber arena were holding on to their stock but many a little fellow had to turn it over at the present time because he could not afford to retain it and pocket a loss. Men, who had money today, were not locking it up in lumber stocks.

Express Sympathy With Mr. Ludlam.

A resolution was passed, expressing sympathy with Mr. A. Ludlam, of Leamington, one of the oldest and honored members of the association, who has been ill for a long time. The secretary was instructed to send him some flowers and expression of hope for his recovery.

Mr. Hadley brought up the matter of the organization known as the "Hoo-Hoo," which has for its motto, "Health, Happiness and Long Life." During the war the work of this social organization among lumbermen had been intefered with but now it was coming back stronger than ever. H. R. Isherwood, of St. Louis, secretary-treasurer, would shortly visit Ontario and other parts of Canada, to establish branches. Mr. Hadley endorsed the work of the Hoo-Hoo.

A resolution was also passed endorsing the work of the Board of Arbitration as composed in the Trade Relations Committee of the O. R. L. D. A., and this question will be further dealt with at the annual meeting of the provincial association in February next.

A hearty vote of thanks was also tendered President Reid for coming such a long distance to attend the gathering. It was the feeling of the members that more frequent sessions should be held, one at least every two months.

Fishing Club for the Retailers.

Mr. Reid introduced the matter of forming a Lumbermen's Fishing Club and having headquarters on the French River. He spoke of the delight which "the boys" had experienced on their annual trip to Lake Nipissing last summer and the splendid fishing in the French waters. He thought that a club could be formed, a charter taken out and many a dealer spend a few weeks profitably with his family as a permanent summer clubhouse amid ideal environs. Mr. Reid said that he merely introduced the matter for an expression of opinion.

The sentiment seemed favorable and the matter will be further dealt with at the annual meeting of the O. R. L. D. A.

The afternoon session was a very breezy one. W. A. Hadley spoke ably and well on "How Can We Improve Our Association," while Mr. Scofield gave a short talk on "Millwork and Its Cost." Mr. McEachern led off in a discussion on "Can We Get Too Chummy With Wholesalers." This brought up various other matters, all of which will be referred to at greater length in the next issue of the "Canada Lumberman."

The Gathering Was Representative.

A. R. Sanders, president of the Southwestern Ontario Retail Lumber Dealers' Association, presided, and those who signed the register were: B. F. Clarke, Glencoe, secretary; W. A. Taylor, Ridgetown; Neil Watson, Mull; G. D. McPherson, Merlin; C. M. Smith, Aylmer; George H. Belton, London; Allan McPherson, Glencoe; John C. Wallace, London; George N. Kernohan, London; W. H. Longfield, Mount Brydges; E. C. Russell, Walkerville; J. C. Scofield, Windsor; C. S. Hadley, Chatham; M. R. Bogart, Chatham; D. J. McEachern, Alvinston; F. H. Laird, Dresden; J. McKinnon, Sarnia; L. H. Richards, Sarnia; P. G. Piggott, Chatham; L. Dagneau, Chatham; C. H. Belton, Sarnia; H. S. Ludlam, Leamington; S. C. Hadley, Chatham; W. A. Hadley, Chatham; T. C. Warwick, Blenheim; S. L. Goatbe, Comber; John B. Reid, Toronto; G. B. VanBlaricom, "Canada Lumberman," Toronto.

Budget of Briefs from Busy East

The S. S. Erginus sailed from Alma, N.B., recently carrying about two million feet of deals, which were shipped by C. T. White & Son. It was the last vessel to load there this season for overseas, but about two million feet of lumber will be shipped to St. John by schooners and scows.

The operations of the E. Burtt Lumber Company, of Burtt's Corner, N.B., will be confined largely to getting out pulp wood. The company cut eight million feet of logs last winter and will carry over two million feet. They plan to get out during the coming season about eight thousand cords of pulp wood.

At the Crown Lands Office in Fredericton recently three lots of vacant Crown lands were offered for sale and bid in at the upset prices as follows: 92 acres, Lot A, Victoria settlement, Carleton county, to Russell R. Rose, upset price $3 per acre; 17 acres, Lot 1, in the Ranger Settlement, Victoria county, to Archibald L. Monteith, at the upset price $2 per acre; 200 acres lots 62 and 60, west of Baker Lake, Madawaska county, to Joseph David, upset price $2 per acre.

R. B. Smith, M. P. P., for Sunbury county, N.B., had a narrow escape from death recently at the Valley River Lumber Company's mill at Oromocto, of which he is manager. The accident happened while Mr. Smith was superintending the work in the mill. In passing a revolving shaft his attention was taken for a moment and before he realized the danger the lower part of his woolen sweater was caught by the rapidly moving belt. Although knocked off his feet by the sudden impact he did not lose his presence of mind but braced himself for the tug-of-war. A less robust man would have been instantly whirled to his death. By exerting his full strength he succeeded in bringing the pulley to a stop, but he was unable to hold it. His clothing was stripped from his body and torn to shreds, but was the means of saving his life

The St. John River Log Driving Company closed its season on the St. John River a few days ago when rafting on the Douglas Boom was ended. For some days crews of the company will be engaged taking in booms and other gear and stowing them for the winter. The date of closing is about the average for recent years, but under the system of rafting at both the Douglas and Mitchell booms the season frequently closed in September with the logs all rafted. The quantity of lumber rafted by the company in 1920 is upwards of forty million feet, but exact figures are not yet available. It is about the average quantity for the past few years. Five million feet of lumber will be carried over at the Douglas boom until the season of 1921. The heavy rains of September brought much lumber into the boom, which otherwise would not have been secured. It also brought enormous masses of driftwood and other debris, which is held in the boom with the lumber. This makes it difficult to estimate the exact amount of lumber there. It is believed that there will be a great rush of driftwood in the spring.

The quantity of lumber to be cut in the New Brunswick woods during the coming winter will be less than fifty per cent. of this season's output, according to some of the leading lumbermen. On the north shore reductions will be even greater and the curtailment will amount to little more than a third of this year's amount. The principal reason for curtailment is said to be due to the labor situation, which, it is contended, makes it impossible to operate profitably. The Stetson, Cutler Company, which includes the Shives Company on the Restigouche and a number of minor subsidiaries, plan on reducing their cut from seventy to not more than twenty-five million feet and other American-controlled companies are said to be doing likewise. The Miramichi Lumber Company will reduce their cut more than one-half, most of their operation this year being on their free hold land; while the Dalhousie Lumber Company, which is controlled by the International Paper Company, will not have any camps this winter, and will only handle six million feet, which they are obliged to take under an existing contract. The Nashwaak Pulp and Paper Company are said to have paid as high as $90 to $95 for men to work on their operations this season and are said to have acquired all the labor necessary. Other lumber companies engaging men are said to have made $70 to $75 the maximum figures they will pay and in view of the outlook and the curtailed cut declare they will not be justified in paying more.

A Progressive Lumberman Legislator

Geo. Jones, M.L.A. Apohaqui, N.B.

George Jones, who was recently re-elected as an Opposition supporter in Kings County, N. B., has been a member of the Legislature for that constituency for the past twelve years. He was first chosen to represent the riding in 1908 and again in 1912 and 1917, and states he has always been a supporter of the Conservative party.

Mr. Jones is the founder of the mercantile business carried on by Jones Bros., who have been engaged in logging and manufacturing lumber for the past twenty-three years. They cut from 3,000,000 feet to 7,000,000 feet yearly in spruce, pine, hemlock, and hardwoods. All the limits of the firm are freehold, as there are no Crown lands around Apohaqui. Mr. Jones is president of the St. John Daily Standard and a director of the Bayside Lumber Co., Bayside, Halifax County, N.S., and has always taken a deep interest in anything pertaining to the welfare and advancement of the lumber industry.

In the last issue of the "Canada Lumberman" it was stated that John A. Young of Taymouth, N.B., who was successful in the recent provincial contest in York, was a Government candidate. It appears that Mr. Young was re-elected as an Opposition supporter and has always been such.

More Views on Shingle Selling

In discussing the packing and sale of red cedar shingles, C. M. Smith, of Aylmer, Ont., says: "Our customers prefer shingles packed in four bunches to the M and they do not care for the pack four bunches to the square."

L. H. Martyn & Co., of London, Ont., remark: "We have sold nothing else this year but the square unit and have had no trouble whatever and we have just ordered another car of the same. We certainly would not care to change back again as we find that the average purchaser will inevitably compare the price of a M. shingle against a square of another roofing to the disadvantage of the shingle. This, of course, can be explained away, but life is too short to waste time instructing some people. We will be glad if all the mills adopt the square unit for next year."

An Expert in His Vocation

Henning J. A. Helin, general superintendent of the Whalen Pulp & Paper Mills, Limited, has lived in Canada for the past eight years. He enjoyed a thorough technical and well-rounded experience in the pulp mills of Sweden before coming to the Dominion, and is one of the recognized national authorities in the production of chemical pulp.

Mr. Helin was born in 1879 and educated at the Technical College of Norrkoping, Sweden. For some years he was technical manager and director of the Wayagamack Pulp & Paper Co. of Three Rivers, but of late years has been associated with the Whalen Pulp & Paper Mills in British Columbia. Mr. Helin is vice-president of the Swedish Association of Canada and vice-president of Fibre-making Processes, Inc., of Chicago.

Lumber and the Cost of Building?

Asked his reason for putting off building a home of his own, the average man will reply "Lumber costs too much." He does not consider any other items entering into the construction of the house. He isn't in a position to know probably, that the items of carpenter and mason work, for instance, cost almost as much as the lumber. He hasn't been shown the distribution of cost on the average sized house, and he actually asserts that the cost of lumber prices, sometimes even—strange as it may seem—on a house built of

The lumber dealer can readily learn, upon looking over brick or other material, says the Long-Bell Bulletin.

prices on jobs he has sold, that the lumber bill represents only a comparatively small per cent of the total cost of a house.

A responsible architect recently was talking to a friend on this subject.

"Do you realize that the bill for lumber for a twelve thousand dollar house represents only nineteen per cent of the total cost?" he asked. "I have just completed building a house of this cost and have gone over the figures. I believe, in houses of this sort, that the lumber will average from eighteen to twenty per cent of the total amount spent.

The per cent cost of lumber in a house will vary of course with local conditions. The cost of labor is a large item that changes with every locality.

This is the opinion of this architect, and the figures he states probably represent an average estimate of the cost of lumber for houses of this type.

Knows Little About the Items.

The average man who proposes to build a home usually knows very little about the items necessary for building his home. When he thinks of building he immediately thinks of lumber and recalls all that his acquaintances have told him of the enormous increase over pre-war prices. He does not think in connection with the building of his own home of the increased cost of labor; of the advance in cement and other building materials; of the increased cost of plumbing, heating plants, electric wiring and fixtures, hardware, guttering and tin work. He is presented with an estimate of the entire cost of the house, a large part of which he blames on advanced prices in lumber.

Of course it costs more to build now than it did ten or twenty years ago. Aside from the advances that were made in every commodity, including farm products and manufactured articles, the man who builds the unpretentious home in these days, demands a great deal more in his house than was formerly necessary. It used to be that the cost of coal oil lamps, tin bath tubs, stoves for heating, and equipment for cooking were not included with, nor charged against the cost of the house. These were items purchased separately and considered as moving personal property rather than fixtures of the home.

What an Estimate Includes.

In these days it must be remembered an estimate of building a house usually includes the cost of the heating plant, the plumbing, the electric wiring and fixtures, a bath room fitted with fixtures as expensive as living room furniture. The average man even demands more in the exterior appearance and the interior furnishings of his house than used to be the case—a development that makes homes more worth while and yet furnishes one of the real reasons for the increased cost of living. A square type, plain finished house with old style roof has seldom been considered by a man planning to build a home of his own. Many home builders have found reasons for admiring an improved type of house, with cut-up and getting as far away as possiple from straight lines and square finish. The demand for houses of this type materially increases the cost of the building.

The man who proposes to build—particularly if he has been led to believe that any decrease in the price of lumber will reduce to a great extnt the cost of building—is entitled to know the facts. He should be told that a reduction in building costs of any appreciable extent is not dependent so much on the reduction in lumber prices as it is on the decreased cost of labor, hardware, plumbing, heating and lighting fixtures and other miscellaneous items. That is—every item entering into its construction, amounting to some eighty per cent outside of the cost of the lumber, must decrease proportionately to lumber before building costs are anywhere near what was considered normal before the war. No man knows when labor and these other building materials will return to normal conditions or whether, in fact, they ever will return to it.

Put the facts regarding the distribution of home building costs squarely up to the man who is intending to build at some future date. Let him see where the big items of expense must go. Let his judge whether he wishes to wait for all these miscellaneous prices, including labor, to come down. Let him be assured that the price of lumber is not responsible for the high cost of building, and what is more, that any significant change that might be made in the price of lumber would make only an insignificant reduction in the entire cost of his home.

One Great and Enduring Thing!

A philospher recently said that we are living in a brutal, materialistic age, giving more reality to stupid, physical things, than to God-like, enduring ideas; that are building 40-storey office structures, but writing no Hamlets; riding in aeroplanes, but writing no Illiads.

To a considerable extent and from many viewpoints, the gentleman was right. But there is one particular way in which he was wrong.

There is one particular direction in which the thinkers and workers of this age have progressed further than in any previous age or generation, and that particular direction is one that means more for mankind in general than either Hamlets or Illiads—beautiful and enduring though they are —can possibly mean.

That direction, is the science of Home Building.

In the old days when this world was young, mighty men of mighty ideas constructed the Pyramids of Egypt—the Parthenon at Athens; and to this day men marvel at the wonders that they wrought.

But the people that built those wonders of the world—skilled builders, as all generations since have proclaimed them to be—lived in shelter that no self-respecting bulldog of this day and generation would care to call his own.

Homer wrote his Illiad and his Odyssey, and sent these priceless literary pearls down to us through the ages, and we almost worship at the shrine of his genius.

But Homer never knew the real comforts of home. For in those days of inspired ideas of one kind, the home making idea was lacking.

Shakespeare gave us his wondrous writings and his shrine grows brighter every day as we laud his genius.

But Bill never looked through a clear pane of window glass in his life; never dreamed of the conveniences of a modern bathroom; slept on a spring mattress; never dreamed of a built-in book-case; never saw a glazed sun parlor; or a cool-air sleeping porch; and what he didn't know about steam heat, and refrigeration, and kitchen sinks, and running water on tap, and ventilating windows, and all the other comforts of home, would fill a bigger book than any he ever wrote.

For we, of this generation, have done and are continuing to do one great and enduring thing; we have learned the science of practical, attractive, convenient, comfortable, modern home building.

People can be no better than the homes they live in. Cities can be no better than the average of their homes.

Pride of home ownership is one of the strongest of all civilizing influences, and if you can make the people love their home, you have saved that people from the blight of Bolshevism.

As home builders of the nation, using their utmost ingenuity to help their people to have better homes, the lumber industry has a marvelous future.

They are engaged in making the most beautiful and enduring of all dreams come true.

They are tapping the infinite and translating into terms of human thought and the finished product is spelled—home.

For of all our civilizing influences, it is homes that shall longest and strongest endure.—Gulf Coast Lumberman.

Toronto Company Wins Siding Case

The complaint of the R. Laidlaw Lumber Co., Toronto, that the C.P.R. exact the team track interswitching toll of two cents per hundred pounds on cars unloaded by them on a private siding of the Toronto Power Co. at North Toronto, was recently heard before the Board of Railway Commissioners at a sitting in Toronto and judgment at the time was reserved. Decision was given a few days ago in favor of the Laidlaw Co.

It appears that the latter take delivery of lumber consigned to its Spadina yard on the siding in question, which is used as a team track, but the C.P.R. has been charging the lumber company with interswitching toll on traffic ex connecting lines. One of the principal questions, decided in this issue, was whether deliveries made by the railway company to the complainants should be construed to be deliveries upon a team track or upon a private siding.

In delivering judgment the Board of Railway Commissioners say in part: The circumstances do not permit of the conclusion that we are asked by the railway company to make, viz; that a private siding may, under one set of circumstances, retain its rights and privileges as such to service by the railway and in another set of circumstances, may lose them and may become as to tolls etc., only a track team. The team tracks of a railway are part of its terminal facilities to provide for its own traffic, and because the railway is entitled to receive a fair return for the upkeep of its terminals and the use of its property, it is allowed, by the Interswitching Order, to charge two cents per 100 pounds on freight there delivered because use is made of that part of the terminal facilities.

In the case of deliveries made upon private sidings, the terminal facilities referred to, are not used and, therefore, if we were asked to regard the spirit of the relative rates, the railway should not be entitled to make a charge as for use of terminal facilities, where none are used.

To adopt the railway's argument would mean that private sidings, as in this case—may, in certain events, be made use of by the rail-i.e. sidings built on private lands, and at the expense of the owner—way as terminal facilities, and the service there upon or thereto, charged for accordingly, which, in our view, is contrary to the spirit, if not to the letter, of interswitching principles. The private siding is, therefore, made to contribute to the upkeep of the railway's terminals, which involves conditions entirely unsupportable. The service was to a siding off the railway's property privately-owned, distinct from terminal facilities of the railway and, in every other respect, a private siding. It would seem that the rates of one cent or two cents for interswitching service to private siding or to track respectively attach as a result of the service to the one or the other and are not dependent on the conditions of such service, nor in the case of private sidings upon those rights of owner, inter parties, and railway and their assigns respectively, incident to such private sidings which the railway company asks the Board, in this case, to consider and determine as a basis of decision of the dispute involved.

Without reference to the rights of the parties respectively as to the user of the siding in question, and which are beside the direct issue involved, we are of the opinion that, as to all cars consigned to complainants (R. Laidlaw Lumber Co.) by the railway company on the private siding in question, the provisions of General Order, No. 252, clause 5 apply, and that the circumstances do not justify the railway company in charging more for that service than is permitted by that order for service to private sidings. Any charges in excess of those authorized paid to the railway by the complainants, the railway company will be permitted to refund.

Some Facts on the Lumber Situation

By K. M. Brown, Toronto, Ont.

The market is quiet, very quiet. No one denies this. The retail trade is holding off, as prices sag, waiting for "the bottom." There is manifested everywhere a lack of confidence in the stability of the present market, caused primarily by the Mental Attitude of the people toward all commodity prices. We believe that we can qualify that statement by giving you in the following paragraphs honest facts concerning the physical conditions surrounding the industry.

To begin with, the whole nation is hungry for shelter. There is therefore a potential demand in the country which must sometime materialize in a tremendous demand for building material.

Secondly, crops have been abundant, which means that the consuming public have the necessary funds available with which to build. Building credits must loosen as the harvest cash finds its way to the banks. The inability to finance building operations was a primary factor during the past season, but this factor will be largely eliminated during the coming year.

Again, stocks on hand at the coast mills are only 60 per cent.. of that normally carried. What does this mean to you? It indicates clearly that a sudden rush for stock would send prices upwards. Yet that is just what you are heading for. By refusing to buy your present legitimate requirements you are collectively storing up a demand which will stiffen the market fast when it does come. We don't want that, nor do you.

By placing your legitimate needs to-day, you would enable the mills to continue operating so that fair stocks would be available when spring trade opens and your requirements could be taken care of at level prices. As it stands to-day, many mills have closed down and many more are running only half time. When conditions arrive at a point where business is suspended, the bottom has just about been reached.

Have confidence in your market. There are one hundred reasons for it to every one against it.

Talk confidence to your trade. Arm yourself with facts and dispute the assertion that the high prices of lumber is curtailing building. Bring those facts before the consuming public. Show them how the total cost of a building is distributed. Show them the proportion of that cost which can be attributed to the lumber entering into the construction and the proportion assigned to brick, cement, fixtures and other commodities as well as to labor in excavation and construction. Predicted on cost, you are handling a commodity which is as cheap as any on the market today and cheaper than most. If you can prove this to the public you have overcome their mental attitude and you are on the road to brisk business.

The welfare of the manufacturer and the retailer are inextricably interwoven. Both desire a steady market. You can help secure this by making normal purchases at the present time. Selling at prices which are below the cost of production and runaway markets are equally damaging. The issue is squarely up to you. How will you meet it?

A Prescription

If you are poor—work.

If you are rich—continue to work.

If you are burdened with seemingly unfair responsibilities—Work.

If you are happy—keep right on working. Idleness gives room for doubts and fears.

If disappointments come—work.

If sorrow overwhelms you and loved ones seem not true—work.

When faith falters and reason fails—just work.

When dreams are shattered and hope seems dead—work. Work as if your life were in peril. It really is.

No matter what ails you work. Work faithfully—work with faith.

Work is the greatest material remedy available.

Work will cure both mental and physical afflictions.

Silent Partner.

Spelling Opportunity

Do you remember the childish superstition about the pot of gold, buried where the rainbow touched the ground? But no one has ever found the end of the rainbow.

Many a poor wanderer has followed the glittering lure of "easy money," only to return after wasted years, weary in body and broken in spirit.

The home stayer and the home makers are men who find prosperity and happiness.

The worker who wanders from job to job, and form town to town, is following a rainbow that has no end.

Serve your own selfish interest by staying with the employer who pays a just recompense for your skill and energy.

Invest years of faithful service. Your reward will come in promotion, and your employer's good will.

There are days when men are too few for the work that must be done.

There HAVE been years (and may be again) when men were plentiful and jobs were few.

When the day comes, that men must be laid off, be one of the workers selected to stay.

Your employer isn't deaf and dumb and blind.

If he knows the men who are loyal, when the temptation to follow the rainbow lure is strong.

Keep to the work you know best—it's a necessity now, and good business ANY time.

Opportunity can be spelled with four letters—WORK.

How British Columbia Protects Its Timber

Forestry Has Become Direct Commercial Force—Adoption of Modern Methods in the Service is Working Out Admirably—Looking to the Future

*By M. A. Grainger, Victoria, B. C.

M. A. Grainger, Victoria, B. C.

Saving waste by improvements in machinery is the keynote of the Logging Congress program, so I will begin by telling you what progress we have made this past summer, in British Columbia along these lines. There was a demonstration of of the wireless telephone at our Portland meeting this time last year. Immediately after that, our Forest Service took the matter up and arranged for tests to be made in February at the quarterly meeting of the forest protection committee. This committee consists of representatives of the timber owners, loggers and lumbermen of the province along with the forestry officials. It is a co-operative, advisory committee which helps in working out our yearly campaign against forest fires.

Two companies competed in the wireless test, over a distance of 74 miles, Victoria to Vancouver. The demonstration of the Marconi company was satisfactory. Contracts were therefore drawn up, and, in May and June, wireless telephones were installed at three shore stations and aboard five of the launches on which our coast rangers carry on their work. The instruments were rented by us on a five-year contract; the company to keep them in proper working condition, and to give the Forest Service the benefit of any improvements in equipment which may be developed during the contract period. A full set for receiving and sending was put at each shore station, but on account of inability to obtain small transmitter apparatus at the time, the receiving hall only was put on the launches. By using buzzer, however, the ranger on each boat can send a wireless telegraph reply in Morse code, so that we really get communication both ways. There is a smaller compact instrument now en route for use on the launches, which, when installed, will both send and receive by telephone. The present machines run on 110 volts and a very small amperage. At Vancouver power is furnished by the local power company; at Van Anda, the next station, from a gas engine; and at our ranger headquarters, Thurston Bay, from a little hydro-electric plant.

Obstacles of Wireless Service.

There have been difficulties, of course. The big wireless stations on the coast create interference. In addition, at Vancouver, the street car and other high tension power lines create an obstacle which may possibly be overcome, but may make it necessary to move our installation to the outskirts of the city. We have been using a special operator at only one shore station, but may have to put a man at each. The high mountains of the coast and the many islands cut down the working range of each station, but our original fear, that they might prevent transmission of messages, has been proved groundless. In fact, outside Vancouver, the whole system is working satisfactorily except for jamming of the air by the big wireless telegraph stations. This difficulty can be overcome by adopting a different wave length, say 2200 to 2500 metres, instead of 1800, as used at present. The land stations are about 70 miles apart, the launches work on a radius of 40 miles from the stations, and the saving of time and money, and increase in efficiency of public service have been very noticeable.

As an instance, Vancouver sent a message to Van Anda to alter certain arrangements; the ranger concerned caught the message direct 130 miles away, as well as getting it relayed from Van Anda, and it saved him a useless journey of 100 miles each way, with an economy of over $60 in launch costs and men's time. On another occasion, a lumber company in this city heard there was a fire on its holdings a hundred miles away, was in conversation with the local ranger in half an hour, and had his report on the facts first thing next morning. Moreover, Mr. Caverhill, the regional forester in charge of southwestern British Columbia, kept in constant touch with business transacted in his office in Vancouver during a two-weeks' inspection trip on board one of our launches, which he made recently in the logging country north from Vancouver. We would be pleased if any members of this audience care to go around to his office to see and discuss the phone. We believe that in the mountainous region northwards, where dense forests and the network of deep tortuous channels make ordinary telephone communication both difficult and expensive, this wireless system is going to be very useful to logging operators. Of course, wireless telephony is only just emerging from the experimental stage and the further problem must be worked out as to how a number of logging camps could ring into a central station without jamming the air. On party lines in ordinary city telephones this difficulty has been solved, and presumably it will be also in wireless.

Mechanical Attack on Fire.

A man was showing me over one of the pulp and paper plants back east last summer. He said: "These giant turbines in our power plant, the complex paper-making machinery in our mill, show what marvelously efficient thinking has been done to improve manufacture. And our products are marketed by the most up-to-date salesmanship on this continent. But in the woods, on which this large investment depends absolutely no thinking whatever has been done. The same old woods foreman is cutting timber in the same old way that he did 50 years ago; the hardwoods are killing out spruce reproduction; and 50 years hence, both mill and investment will be doomed unless we go into the woods and do that thinking now."

There is a similar lack of balance which we are trying to remedy in forest fire work. Motor patrols, wireless telephony, publicity, have all been brought into use, to detect and prevent fires; but the actual attack on a forest fire has kept on being mostly a pick-and-shovel, gunnysack-beating affair. Feeling that these useful articles are not the last work of modern fire fighting science, the Forest Service has been testing portable gas driven pumps. We have over 40 now in use, and the results have been most satisfactory. They do not replace picks and shovels, but supplement them much as a machine gun gives powerful support to rifle fire. Where water is available, one pump does the work of 20 men and far more efficiently. Near Cranbrook a single pump was largely responsible for keeping fire out of a valley containing 200 million feet of timber. Up this coast, the inhabitants of a little sawmill settlement had given up fire fighting one day last summer, and were watching the approaching fire in despair, when one of our launches arrived. The ranger and a pump came into action, and in a very striking manner the whole settlement was saved. Wherever a logging operator sees the work these pumps can do, he says he will get one for himself at once, and I hope he does not forget next day.

The pumps are gasoline-driven; weight 170 pounds; throw 45 gallons a minute, with a 180-foot head and cost about $800, with 1000 feet of hose, complete. By using a relay tank, a couple can be used on a working radius of 2000 feet.

Aviation.

For co-operative work with the various government services, the Canadian air board has just equipped a seaplane station near Vancouver, with hangar, slipways and machine shop. Two types of machine are provided for—the big, heavy twin-engine flying boat that can carry 14 persons, including the crew of three, or the same weight of fire pumps and equipment; and the medium size seaplane carrying one pilot and four passengers. For the present, we do not figure on patroling in the air to detect fires; the main idea is to provide a taxi service, with machines ready to take the air in any fire emergency.

When in England last August I was interested to notice how the London-Paris-Brussels air service had taken its place along with the railways as an ordinary means of travel, an average of 350 passengers a week travelling on the mail planes. The service is said, however, to be hardly on a paying basis yet.

Pulp Mills Coming West

There are temporary causes which make the shortage of pulp and paper back east very acute just now. Business concerns have the alternative of handing over money to the government as excess profits, or of spending it in advertising. The great increase in adver-

*Paper read recently before Pacific Logging Congress.

tising thus caused a corresponding increase in the use of paper, pulp mills unable to get delivery of additional machinery until 1921, scanty and inefficient woods labor, create an unsatified demand for pulp and paper which introduces a touch of boom into the hunt for further pulpwood supplies. But with all due allowance for temporary conditions some things are plain enough. There is not room for more pulp mills in the eastern states and the mills now operating are faced with a diminishing supply of wood.

In Eastern Canada there are a large number of mills now in operation with wood supplies for half a century ahead, and the present output of pulp will be increased as new machinery becomes available, present plants are enlarged and additional mills are put in to utilize timber areas still untouched. But investigation of the reserve forests away up north is showing that a very definite limit will be put to this increase. Fire has injured great areas, others are lightly timbered, and it is becoming plain enough that, however great the total stand may be, eastern Canada's capacity to meet this continent's demand for pulp and paper cannot be calculated, gloriously, by looking at the big spread of country shown on the map. The fear of the future is already driving some pulp companies to buy land and plant trees; exploring parties are out to pick up every accessible area; chemists are hard at work finding out how to use the poorest kinds of timber; and some concerns are even about to take the last revolutionary step of cutting methods that will give nature the chance she needs to produce another crop of merchantable timber.

To anyone in my line of business the thought of a logging concern cutting with a serious commercial eye towards reforestation is rather humorous, after the way operators have laughed at that sort of thing as sentimental forestry.

Interest in Pulp Development

People all over the East are talking pulp. Controversy rages between publishers' associations and producers on each side of the international boundary, one country calling loudly for raw material, which the other holds back. Great Britain keeps on worrying over her supply, and a conference of newspapermen of the British Empire toured Canada this summer and inquired about pulp. Government offices in the West are kept busy month after month with the procession of people who want to find out about western pulpwood. Promoters travel to and fro submitting propositions to financial houses in London, Chicago and New York. Special publicity is given to the pulp resources of Alaska. So, with all due allowances for temporary causes, which are adding an element of excitement, it seems plain enough that there is a big movement on foot, and that the pulp and paper industry is being compelled to come out West to the last great pulpwood forests of the continent.

On the Pacific Coast pulp and paper manufacture has got past the pioneering stage. It is an estabiished business with an appreciable yearly output and an increasing marked demand. But with half a dozen mills in a country the size of British Columbia, it is plain that only a beginning has so far been made. Think of the hemlock-spruce forests that spread along the Pacific slope northward from the main fir-cedar belt, both in this province and Alaska; the great stretch of the second wet belt (the Selkirks) with only one mill drawing any pulpwood from it; the Northern Interior timber, with modern chemistry prepared to show how even inferior species like lodgepole can be made use of in producing pulp. Besides all this, there is the immense stand of pulp timber that is mixed with sawlog material in the fir-cedar regions. Here it is that we need the pulp and paper business most particularly—from the logging and forestry points of view, so as to make it possible to save some of the tremendous waste of stumpage that now takes place in opening up a tract for sawlogs only.

Western Logging Due for Change

We are surely on the brink of change in western logging. The world has never seen timber massacred on such a scale before. There is more knocked down and wasted than ever grows in most other countries. It creates the worst kind of fire trap. It even shocks us on the Coast where we are pretty well hardened to every form of waste there is. Fine young hemlock down and burned; more of it littering the ground, unburned; still more untouched and useless left when the logging roads were taken up—these were three pictures in one operation which Mr. Palmer, of Chemainus, asked me to send a good forester around any highlead works.

I know there is the old anecdote to be remembered about the North Pole explorer who would have been a millionaire if he could have got all that ice into New York on any Fourth of July. It is true enough that whatever value the hemlock, balsam, small fir and cedar knocked down by high leads might have had if it were in an European forest, it has had no value here. But change is in the air. The problem of taking out small stuff along with the big has become one of front rank importance to pulp companies and the movement westward of the pulp and paper industry, which is now on foot, is a guarantee that commercial causes will soon bring to an end this period of tremendous waste. After all, the high lead system is still in its infancy and engineering talent will find out how to get a double crop of timber, small stuff as well as big; now that it may pay to do so. Only a mile or two from where this Congress is assembled experiments have been made this summer in getting off pulp material—in poles and four-foot lengths—ahead of the sawlog operation; and at Mr. Palmer's camp 5 on Vancouver Island they are figuring into cradles which can be lifted bodily onto the cars.

British Empire Conference

There was a meeting in England this summer of representatives of timber interests and forestry services from all over the British Empire. It was noticeable how these people look upon the West as the home of logging engineering, so much so that some governments overseas are beginning to require certain members of their forest services to study on this coast. This is in line with our western point of view which requires that forestry and forest education should have a much broader and more commercial meaning than the old academic one which was concerned mostly with the tree growing end of the business. The western forester must have knowledge of the work and difficulties of logger and lumbermen and wood-using industries. The recent $30,000 investigation into western larch showed how five times the value of the usual sawmill product can be obtained by making soft felting from the fiber, hard board from the chips, baking powder and an acid for fixing aniline dyes from the juice of larch. This was a matter of forestry. So is the interesting attempt now being made to base a new industry on the extraction of pitch from Douglas fir, following up an European method of boring small augur holes in the trees and securing a high-grade product which, once the factory stage is properly established, will create value for another form of western waste—the pitchy tree that grows on the dry, rocky waterfront.

If forestry has gotten away from its sentimental mothers' meeting connections and has become in many ways a direct commercial force, as for instance in helping the pulp and paper industry to use new kinds of woods or in showing manufacturers how the best box is made; if the forester has to be more of a business man interested in the prosperity of forest industries as well as in the growth of forests than he started out to be, I would like to ask the logging operators of the Pacific Coast whether they on their side should not take a corresponding interest in the tree-growing end of forestry. Progress goes in waves. Eight or ten years ago a considerable body of public opinion was worked up to support forest fire prevention. The war held back improvement, but we are now on a fresh wave ready to resist our whole mental picture of what forest protection should be and to undertake it on a far more effective scale. Surely the logging community should feel that the Pacific Coast is about due for a wave of progress in regard to forestry proper. We are cutting blindly into these western forests. The business of all concerned is simply to turn so many logs into so many dollars. Why not take a little interest in what is happening to the forest upon which all this industry depends? Why not give your support to a little study of how nature can be given the best chance to reproduce the timber now being taken away? After ten years of forest service work I can say that none but a forestry official can fully realize the lack of interest which the West takes in its own future.

Grubbing Hoe as Weapon For the Pines

Experiments in the warfare against the white pine blister rust, which are being carried on both in the east and in the central west, begin to point the way to better methods of attack. Such is the report of E. G. Cheyney, head of the forestry division of the Department of Agriculture, University of Minnesota.

The white pine blister rust, like the black stem rust of wheat, is kept alive and spread by a plant ally of the disease. The group of plants siding the blister rust is known as ribes and is made up of the various species of currants and gooseberries. Spores form diseased pines cannot carry to other pines and infect them. The spores must first find lodgment on a currant or gooseberry bush and there develop a new spore. This may then be carried to pine trees to infect them. This may then be carried to pine trees to infect them. If, therefore, the ribes tribe can be eradicated or greatly reduced, the danger to the pine area will be removed, or at least greatly reduced.

Understanding this situation, Mr. Cheyney began at Rush Lake, Minn., a series of eradication investigations. In the course of these investigations in 1919, he uncovered the important fact that instead of pulling up the ribes plants, the best method seemed to be to grub them out. The reason was, that in the work of eradication it was found that neither from pulled nor grubbed plants did there spring any root sprouts except where the root ends were exposed to the light. The inference from this was that the cutting off of the roots would seem to be more effective than pulling, for ordinary care would prevent leaving pieces of crown in grubbing, while only extraordinary care could prevent the leaving of exposed root ends after pulling. It is believed that the discovery of this fact will simplify, to some extent at least, the problem of eradication.

Death of Mr. David J. Buckley

A prominent and highly-respected lumberman of the province of New Brunswick passed away recently in the person of Mr. David J. Buckley, of Newcastle. He was one of the leading lumber operators and mill owners in the busy Miramichi district and had been in failing health for several months.

The late Mr. Buckley was 56 years of age, was the sole owner of the large and up-to-date plant at French Fort Cove and also the Nordin mill. Mr. Buckley originally operated a large mill at Rogersville, N.B., and in 1911 erected the splendid plant at Newcastle, which has a capacity of about 9,000,000 superficial feet a year.

Mr. Buckley was chairman of the Lumbermen's Association for Northumberland county, and had a thorough, practical knowledge

The late D. J. Buckley, Newcastle, N.B.

of the various ramifications of the industry. He was a member of the Crown Lands Advisory Board, which was established in 1918, being the representative of the lumbermen of New Brunswick on that body. He was also the first president of the Lumbermen's Protective Association, from the presidency of which he retired in June, 1918.

Mr. Buckley was a man of keen business instinct, high sense of honor and one of the most successful operators in the province. Surviving him are three children, two daughters and one son, L. W. Buckley, who has been associated with his father for a number of years in the business. Mr. Buckley's mother also survives and resides in Moncton. The funeral, which took place from his late residence to St. Mary's Church, Newcastle, was attended by lumbermen, who took occasion to pay their last tribute of respect to one who did everything in his power to further and uphold the standing and welfare of a great industry.

American Lumber Cut Slightly Larger

The lumber cut of the United States in 1919 will vary from that of 1918 by only a relatively small quantity, according to a preliminary comparative report recently issued by the Bureau of the Census, compiled in co-operation with the Forest Service.

The statement shows the production of lumber for 1918 and 1919 by 788 identical mills each of which cut five million feet or more in either one or both of these years. This group of large mills normally produces more than 1/3 of the total lumber cut of the country. The mills are located in 34 states, therefore production conditions in practically all lumber section of importance are represented.

The total cut of these 788 mills as reported in 1919 shows an increase of only 3/10 of 1 per cent. over that of 1918. On the basis of a 32,000,000,000 feet production for 1918, this would indicate a total cut for 1919 of approximately 32,100,000,000 feet.

The largest state increase of 1919 over 1918 is shown in Washington where 124 mills report 2,856,909,000 feet in 1919 and 2,732,054,000 feet in 1918. The largest decrease is indicated as in Minnesota, where 21 mills cut 158,787,000 feet less in 1919 than in 1918. Ninety-six mills in Louisana, the second largest lumber-producing state in the union, (Washington is first) cut 1,750,670,000 feet in 1919 or 93,022,000 feet less than in the previous year. In 1919, Oregon, the third largest lumber-producing state, fell slightly below its production of 1918, according to report of 31 mills,

Canadian Lumber for New Zealand

If building and other improvements are to be carried out as contemplated within the next few years, large quantities of material must be procured from Canada and the west coast of the United States, says a recent despatch from Auckland, New Zealand. With this end in view a large corporation has been organized in New Zealand, with headquarters at Auckland, and has sent a representative to this country to arrange for a supply of lumber.

It is claimed that New Zealand within the next two or three years would consume 40,000,000 or 50,000,000 feet of lumber from Canada and the United States, and possibly this might be repeated during the next five or six years, for there must be a large amount of construction done in order to meet the demands of the rapid development in different sections of the country.

Coast Mills Selling Lumber at Loss

That lack of demand for lumber from the prairie provinces is forcing many British Columbia lumber mills to close down, which means a reduction in the supply, a condition that will eventually increase the price, is the statement made by a coast lumberman in the course of an interview recently at Calgary. He says that the mills are selling lumber for less than it cost them to produce, and with the pinched market and rock bottom prices received by the mills today, many of them are closing down.

By sacrificing the stock of lumber now on hand, the coast mill men are clearing out their supply, and when the 1921 demand comes there will be nothing to sell. This will result in a rush of orders which the lumbermen will be unable to meet, and this will force a further inflation of prices.

Scarcity of logs is another problem that the mills have had to contend with according to this lumberman. He says that during the past summer, when the loggers should have been getting their maximum output, many camps were closed by reason of bush fires. In September the rains, which lasted for 22 days, also raised havoc with the loggers.

"The summer's log cut is less than it should have been," he said.

" It is estimated that there is less than 50 per cent. of the amount of logs necessary at this season to provide the mills during the winter season, when very few logs are produced.

"Demand for logs being greater than supply, leaves little hope of any lowering in the price of logs, which average about $26 per 1,000 to the mills.

"Manufacturers of lumber agree that $14 per 1,000 ft. B.M. is the average cost of manufacture from logs to lumber, and loading it on cars for shipment at the mills. With $26 logs, the average value of lumber at the mills is $40 per M. The present on the few prairie orders being placed are averaging less than $37.50 per M., thus leaving a loss to the mill man of $2.50 per M.

"The resut of this condition is that approximately 1,000,000 ft. daily capacity of the coast mills is now closing down, and with continuance of present conditions other mills will be forced to follow.

"In August the coast mill's stocks were over 7,000,000 ft. less than at January 1, 1920. The demand, however, was light, therefore the relationship between supply and demand was such as to force mills to seek the market. Had the demand been normal, conditions would have been similar to those existing last February, when it was impossible to buy any volume of lumber.

"In the early part of the year, when wholesale prices were $52,50 for common lumber and $19 for lath to the prairie yards, the retail prices to the consumer were not raised, the retailer absorbing a loss on any of this extremely high priced lumber which he had to buy. Consumers of Canadian lumber on the American side of the line did have to pay these prices, but, fortunately, for but a short period of time.

Work of Airplane in Forest Patrol

Airplane forest patrols in California were able recently to reach the scene of a fire forty-five hours sooner than had they proceeded by train and pack mule, a report to the United States Army Air Service shows. An aerial observer spotted its blaze in Lassen forest while all foresters were engaged in fighting another fire in the Merced forest. Planes picked up the fire-fighters in the Merced zone and rushed them to the Lassen fire.

"In three hours," says the report, "the fire-fighting personnel was on the job fighting the flames, whereas, had they proceeded by train and pack mule, 48 hours would have been consumed.

"The day will come when men and equipment will be carried by airships to the scene of fire, both men and equipment dropped by parachute, while the airship will rain down fire-extinguishing chemicals from above."

Will Guard Well New Brunswick's Assets

Hon. C. W. Robinson, Moncton, N.B.

Hon. C. W. Robinson, who was returned on the Government ticket in the city of Moncton in the recent provincial elections, is the new Minister of Lands and Mines for New Brunswick, succeeding Hon. (Dr.) E. A. Smith, who resigned. Previous to his appointment to this important post, he was a minister in the Foster Government without portfolio. Mr. Robinson was opposed in the late contest by both an Opposition and a Labor candidate, but won by a large majority.

He is a warm friend of the lumbering interests and is president of Robinson, Wright & Co., who operate sawmills in Shulee, Cumberland county, N.S. He is a lawyer by profession and a successful one, too, and, in the political arena, he is a foremost figure, being looked upon as one of the ablest parliamentarians in the Maritime provinces. Moncton is his native city and it was in that progressive centre that he first saw the light of day fifty-four years ago. He was called to the New Brunswick bar in 1893 and has since enjoyed a wide clientele as a barrister and counsel. In 1896 he entered the political arena, being an unsuccessful candidate in Westmoreland for the House of Commons. The following year he was returned for the New Brunswick Legislature, and has been successful in every conflict since. Mr. Robinson was Speaker for the Assembly for six years and a member of the cabinet without portfolio. He was Provincial Secretary and later Premier of the province in 1907-8. His party having been defeated in March, 1908, he resigned the Premiership. Elected at the general elections in 1917, he accepted upon the formation of the Foster Government, a position in the Cabinet without portfolio. Mr. Robinson is a former Mayor of Moncton and a former president of the Board of Trade of that progressive city. In his new capacity as Minister of Lands and Mines, he will bring to bear upon his duties thoroughness, energy and aggressiveness.

Will Operate on Large Scale

G. Mason & Co., who, as stated in a recent issue of the "Canada Lumberman," have acquired the entire holdings of Manley Chew, Midland, Ont., say that they will operate on an equal, if not larger, scale than Mr. Chew, cutting their logs at the Midland and Thunder Bay mills, which are included in the purchase. The Midland mill is an exceptionally complete and modern one and will be run to capacity next season to meet both local and export requirements. The entire Canadian operations will be under the personal supervision of Major G. L. Main, who has handled all the Canadian ventures of Mason & Co. It is the intention of the new owners to retain the entire Manley Chew organization and to establish a record output for next season.

The purchase includes Mr. Chew's limits, comprisng five townships north of Sudbury, the Islands of Beckwith and Hope, in and Shawanaga. Roughly speaking, there is 250,000,000 feet of Georgian Bay, and licenses covering Whitefish Indian Reserve, Dell standing timber involved in the large transaction.

Pigeon River Co. Close Operations

The Pigeon River Lumber Co., Port Arthur, closed down recently after sawing up every log in the big raft which was brought to the mill early in the summer. During the past three weeks the mill had been turning out mine timber which was sent to the east.

The company recently suffiered a severe loss when their planing mill was destroyed by fire, but were fortunate in that all the lumber escaped except what was contained in the planing mill building. The loss in the planing mill was $30,000, with $20,000 insurance. It is stated that the company is yet undecided whether or not the directors will rebuild.

New Brunswick's Cut Will be Short

The quantity of lumber cut in New Brunswick during the coming winter will be less than fifty per cent. of this season's output, according to lumbermen who have been in Fredericton.

On the North Shore, it is said, reductions are even greater than elsewhere and the curtailment will result in the cut not amounting to but little more than one-third in some cases of this year's amount. The principal reason ascribed for the curtailment is the labor situation, which, lumbermen say, makes it impossible to operate profitably.

The Stetson-Cutler Company, which includes the Shives Company on the Restigouche and a number of minor subsidiaries, plan on reducing their cut from seventy to not more than twenty-five million feet, and other American controlled companies will do likewise. The Miramichi Lumber Company will reduce their cut by more than one-half, most of their operation this year being on their free-hold land, while the Dalhousie Lumber Company, which is also controlled by the International Paper Company, will not operate any camps this winter and will only handle some six million feet which they are obligated to take under an existing contract.

The Nashwaak Pulp and Paper Company are said to have been paying as high as $80 and $95 for men to work on their operations this season and those figures have secured all the labor they required for their operations. Other lumber companies engaging men here are said to have made $70 to $75 the maximum figures they will pay, and in view of the outlook and with the curtailed cut declare they will not be justified in paying more.

Making Examinations of Many Holdings

Messrs. James A. Conners and Edward W. Conners, of the James W. Sewall office, timberland cruisers and forest engineers, Old Town, Maine and Washington, D.C., have begun a systematic land examination of some of their holdings for Williamson & Crombie, Kingsbury, Quebec. This same office is also making a detailed estimate on the lands of McLachlin Bros. Co., Ltd., of Arnprior, Ontario, Mr. Lewis T. Calhoun being chief of party in this latter work which is considerable scope, the lands being situated both in Ontario and Quebec. Mr. W. H. Wentworth, another of Mr. Sewall's chiefs of party, has just completed an examination of a considerable tract for the Sissiboo Pulp and Power Company, of Weymouth, Nova Scotia.

Mr. Sewall reports heavy demand for services, with other crews besides the aforementioned ones, now out in Quebec, Nova Scotia and Maine. His office has been rushed with work this whole year, and has covered so far, in the neighborhood of 1,500,000 acres of land, both in the north, as well as in Tennessee and North Carolina. One piece of work undertaken was the entire land examination of 1920, for the state assessors of Maine; these gentlemen employed Mr. Sewall to care for all their cruising this year, a job amounting to several hundred thousand acres an various townships in Maine. On the reports returned to the assessors is based the valuation for taxation purposes.

Large Modern Mill Going Up at Wattsburg

The B. C. Spruce Mills, of Wattsburg, B.C., are constructing at that point a sawmill which will have a capacity of 200,000 feet daily, single shift. G. C. Robson is the general manager of the company, the officers and members of which are all Wisconsin and Michigan lumbermen, who have operated on a large scale in the United States for several years and are still operating there. The company is capitalized at one million dollars and has sufficient timber to run for many years, consisting largely of spruce and pine of good quality.

The mill equipment will consist of a band, gang, horizontal resaw and log splitter and in addition a five machine planing mill, all steam-driven. It will be necessary for the company to construct an entire new town, as there is nothing at Wattsburg in the shape of dwellings of value. The B. C. Spruce Mills will build a large store, an amusement hall, churches, schools, etc., for their employees to surround them with good conditions and conveniences.

Logs will be brought to the mill over a thirteen mile flume now under construction, of which several miles have already been completed. The president of the B. C. Spruce Mills is B. F. Wilson, of Wausau, Wis. M. P. McCullough, of Wausau, is secretary, and A. P. Woodson, of Wausau, treasurer. G. C. Robson, the general manager, comes from Merrill, Wis., where he was associated with the Kinzel Lumber Co.

Timber Situation in Great Britain

Timber is arriving from overseas in Great Britain in greater quantities than can be immediately absorbed, according to advices received by some Canadian exporters. The situation, it is said, will remain unsettled as long as imports continue to arrive without an immediate market. Financial stringency is undoubtedly at the root of the unsettled situation, for the country's need of timber is greater than the supply. High prices of wood, heavy taxation, and general difficulties of transit and trading are also hindering commercial enterprise. There is a great slump at present in the furniture trade due to high cost of timber, advancing wages and frequency of strikes. Casemakers and plywood merchants are doing but small trade. A fair demand, however, exists for all house-building sizes and for laths. Sawmill men are well supplied with work in connection with house-building requirements.

Canadian Hardwoods for Furniture

Leading Firm Devoting Special Attention to Birch Which is Capable of Being Working Up in Any Design

The importance of the use of Canadian hardwoods in furniture manufacturing has been appreciatively referred to from time to time in the "Canada Lumberman," and it is interesting to note that encouraging progress is being made in this direction. The matter has been taken up by a number of companies, manufacturers and lumbermen and is receiving attention to a degree never previously attained.

At a recent meeting of the Rotary Club of Toronto, A. E. Clark, a former chairman of the Wholesale Lumber Dealers' Association of Toronto and a member of the Board of Directors of the Canadian Lumbermen's Association, gave an impressive address on "The Production and Uses of Hardwood Lumber." In closing he stated that the hardwood lumbermen had his special place in the world, and in future when buying furnture, he (Mr. Clarke) hoped that his hearers would endeavor to purchase some pieces for their homes which were made from the products of Canadian forests. This reference was applauded and evidently developed a new line of thought on the part of several members of the large gathering.

In retail furniture circles the problem of the more extended consumption of Canadian hardwoods in the production of furniture is coming to the front. Not a few furniture retailers have from time to time made representations urging Canadian manufacturers to do more to popularize their native woods, especially birch. Canada possesses more birch than any other species of hardwood, while maple stands second in the list. According to the latest returns available, which cover the year 1918, the total production of hardwoods in the Dominion was 201,667 M. feet. Of this the greatest cut was birch, which constituted 76,165 M. feet b.m. Then came maple with 47,884 M. feet. Other species of considerably less quantities were ash, elm, basswood, etc.

The North American Furniture Co., Limited, of Owen Sound, one of the aggressive organizations in the furniture arena, are devoting attention to the manufacture of furniture and chairs of Canadian birch, and has been particularly successful in treating them with a walnut finish, to which they have given the name of "Chrome Walnut." The trade mark, "Chrome Walnut," has been registered and samples of the "Chrome Walnut" finish, which have been sent out, reveal a pleasing appearance. The finish is remarkable for its beauty and attractiveness.

The company say they find that birch is an excellent cabinet wood, capable of being worked up in practically any design in which genuine walnut is used. Furniture made in this "Chrome Walnut" finish is not sold as imitation walnut, but as birch, and the words "Chrome Walnut" apply only to the finish.

The North American Furniture Co. declare that in actual wear birch will stand up equally well with American black walnut, and when properly finished, it has just as handsome an appearance. There is no doubt if this birch was imported from some distant countries, it would be regarded as one of the precious woods. "We think," concludes D. E. Macintyre, vice-president of the company, "that every effort should be made to use more birch to the exclusion of the imported American woods, especially at this time when there is an adverse trade balance between Canada and the United States."

The Great Problem—Grow More Wood

"Three-fifths of the originial supply of timber in the United States is gone and every year we are taking out of our forests four times the amount of wood that we are growing in them. Moreover, the availability of the remaining timber is rapidly becoming less. Half of the remaining timber of continental United States is in the three States bordering the Pacific Ocean. And the true index of timber depletion is not the quantity that is left but its availability.

"'The real cause of our timber depletion is idle forest land. The area of idle or largely idle land is being increased by form three to four million acres annually as the cutting and burning of forests continue. The enormous area of forest land in the United States not required for any other economic use, estimated at four hudred sixty-three million acres, would provide an ample supply of wood if it were kept productive. Depletion has resulted, not from using our timber resources, but from failure to use our timber-growing land.

"'The answer to the forestry problem of the United States is not to use less wood but to grow more—to put our idle acres of burned and logged-off timber land at work growing trees. Three-fourths of the problem lies in preventing forest fires. But it does require an aggressive national policy of reforestation. It require concerted action by the national and state governments to do the thing which must be done by public agencies. It requires the active participation of the private forest owner. It requires a clear definition of public and private responsibilities as to timber-growing land, with an equitable showing of the cost. There is no phase of our whole problem of an assured and perpetual supply of timber that can not be met by simple and obvious measures once the constructive effort and capacity for organized co-operation of the American people are put behind them."—Colonel W. B. Greeley, United State Forester.

Another Stimulus to Building Houses

Municipal councils in the important centres of the Dominion have been continually confronted throughout the present year with the vexatious problem of providing adequate housing to accommodate the steadily growing populations. Various expedients have been undertaken in order to overcome this difficulty but so far no one has proved a satisfactory solution. Perhaps in no city has the housing situation been more acute than in Toronto, but municipal endeavor in providing relief has been of comparatively insignificant effect. The latest proposal on the matter suggests the exemption from taxation of all new houses for a period of three years. The inference is that, relieved from the burden of taxation for this period, there will be a greater stimulus given to the erection of houses, and the situation partially relieved.

Making Good Shingles from Stumps

Oscar Newstream and F. J. Sprague, partners, are operating about twenty miles from Seattle, Wash., a tiny shingle mill which needs but four men to run it. They have working on the logged-off land about the mill from six to eight men who cut the shingle bolts. Big wagons haul their product into Duvall, where it finds a ready market.

Newstream owns 30 acres upon which the mill is situated and Sprague owns an adjoining 20. From these and other tracts adjoining they have drawn their bolts for months. When the bolts from their immediate vicinity are exhausted the partners will probably move the mill to the timber instead of the timber to the mill as is the case with the big companies. The smallness and portability of the machinery makes this profitable.

The establishment of the little mill is a pioneering achievement. While Sprague and Newstream are cutting bolts, they are also clearing their lands and that of other "stump" farmers, and in their spare hours they burn and slash and seed on their little ranches. Practically all of the men employed by the mill are owners of 10 and 20 acre tracts in ifs vicinity, and the little industry serves to bring them ready money during the period that must elapse in which they can bring their tracts to the producing stage.

This is the third time these lands have been gone over. First came the lumberman who took out the biggest and finest timber. They scorned trees with twisted grain and cut high to avoid the bulge at the base of the trees. Many gigantic trees were left standing. Some years later, when cedar had become less abundant, the lands were gone over again and everything that was merchantable was taken out. Today lumbermen are taking cedar they would not look at years ago. Trees are cut close to the ground. The entire logging industry has undergone a change.

"And I don't doubt for a moment," said F. J. Sprague, one of the owners of the mill, "'that ten years from now these tracts will be gone over again for what we leave."

This prediction is borne out by the status of the shingle industry at this time. The sources of down logs are practically extinct. Only the standing timber remain, and the cedar trees in this, which used to be left, are now being taken out with the fir, and as there are but few cedars in comparison with the firs, the operation is a costly one.

The number of "backwoods" sawmills, as they are called, are bound to increase as the cedar sources are exhausted near the big markets. Not only the cedar but the fir and other stumps are coming to have a value and many men are finding it profitable to cut cordwood from stumps and fallen logs on logged off land adjacent to Seattle and other cities.

B. C. Sawmills Are Closing Down

A recent despatch from New Westminster, B.C., says that the Bucklin Lumber Co. has closed down its sawmill for an indefinite period, but with the expectation of reopening in January or February. This action is in line with predictions made at a recent conference of lumbermen, when it was intimated that most, if not all, of the mills would either close or reduce their output. The Canadian Western Lumber Company, it is understood, has already commenced curtailment, and the Brunette Mills, while still running at full capacity, may either close or curtail in the near future if the market remains in its present unsatisfactory state.

Several mills in the Vancouver district have closed down, and on the other side of the line it is said that half the mills have suspended operations.

"Cash and Carry" Plan in Lumber Line

J. S. N. Farquhar is the secretary of the Southeast Missouri Retail Lumber Dealers' Association and conducts a successful business at Fredericktown, Mo. He has inaugurated a novel plan to eliminate the credit trade and declares that the method—"Cash and Carry"—is working out satisfactorily. Mr. Farquhar asserts that under no circumstances would he go back to the old system of doing business. He believes in the benefit of newspaper advertising and when he struck out on original lines he inserted the following in a prominent space in the press: "Beginning Sept. 1, 1920, we will discontinue delivering and also will sell for cash only. This means to one and all, so please do not ask for credit. We positively will not credit anyone, for we are going to hew to the line and will treat everybody alike,

Cash & Carry Lumber Store

5 PER CENT DISCOUNT ON EVERY ITEM IN STOCK

Beginning September 1st, 1920, we will discontinue delivering and also will sell for CASH ONLY. This means to one and all, so please do not ask for credit. We positively will not credit any one for we are going to hew to the line and will treat every body alike, giving all a Square Deal.

PLEASE DO NOT ASK FOR CREDIT, THIS MEANS YOU.

FARQUHAR LUMBER & SUPPLY CO.

Per J. S. N. FARQUHAR, Pres. and Mgr.

Advertisement Published by the Farquhar Lumber & Supply Co.

giving all a square deal." The advertisement also announced a discount of 5 per cent. on every item in stock.

Many concerns are following the course of the Fredericktown man with interest. A few days ago he received an appreciative letter from the manager of an Arkansas lumber yard approving the "Cash and Carry" idea. The letter read:

"For some time I have been of the opinion that a cash and carry plan can be made to succeed.

"Personally, if I were the owner of one lumber yard, I think I could manage to take the capital which I have invested, convert my business into a 'cash and carry business,' buy another lumber yard, and maintain the two yards with the investment which I had formerly had at the one yard.

"I think this is true because I believe it to be a fact that in our section of the country the average retail lumberman has as much invested in his accounts receivable as he has in his merchandise, personal property and real estate.

"For my part, I shall be one of many who will watch the results of your experiment if you will allow us to do so, with intense interest.

"In closing, I hope and pray that your experiment will be highly successful; that your example will be emulated by the rank and file of the industry. I hope that the great day will come when we can all hold up the hand of J. S. N. Farquhar and proclaim to the world that here is the man who did more for the industry than any other man of recent years."

In acknowledging receipt of the communication, Mr. Farquhar said:

"I consider the credit business of the retail lumber dealers the greatest menace of the industry, and a tremendous overhead item that can be eliminated, thereby saving thousands of dollars to the lumber consuming public, by the discontinuance of delivery which is often very wasteful, no loss in accounts, no interest on borrowed money to carry accounts, and the good time now lost on collections, put to bigger volume of sales.

"For your information will say that so far the cash and carry experiment has worked like a charm with us. I honestly believe it will be a success, and I am positive it can be made a success if all the retailers will just make up their minds they can turn their business into a cash and carry one, with the net profits in the bank every night."

Emphasizes Importance of Shipping Interest

The Link-Belt Co., Limited, of Chicago, recently issued in booklet form a copy of the splendid address which was delivered by Mr. Chas. Piez, president of the Link-Belt Company and former director-general of the Emergency Fleet Corporation. This was a most instructive and timely contribution at the banquet of the National Marine League, Chicago, on October 19th.

Mr. Piez touched upon the importance and far-reaching effect of an American merchant marine, and said the time had come for American ships to work for the development of American trade as the railways of the country work for the development of their own terminal points and declared that they did not want the delivery of American goods to foreign customers to rest in the hand of foreign commercial rivals.

Mr. Piez also pointed out that it was essential until U.S. shipbuilders gain adequate experience, establish proper foreign connections and learn to co-operate with one another, that the direction of their foreign shipping policies should remain under the control of the shipping boards.

Found Western Stocks Quite Heavy

J. M. Donovan, of Toronto, returned recently from spending several weeks among the mills in British Columbia. He reports that in the centres which he visited there are large stocks on hand and that some plants closed down because the workers refused to take a 10 per cent. decrease in wages. The manufacturers contend that they could not pay the present high scale and sell lumber at the diminishing prices which characterize the market today. The men refused to accept the cut and consequently the mills ceased operating, claiming that they could not do so profitably.

The lumber industry on the Pacific Coast, according to Mr. Donovan, has been hit pretty hard owing to the falling off of United States requisitions and the absence of any large demand for stock from the prairies.

Mr. Donovan has been appointed eastern representative of the White Spruce Lumber Co., of Fernie, B.C., who turn out about 25,000,000 feet a year of white spruce; the Boulder Lumber Co., of Boulder, B.C., who produce Idaho white pine, mountain hemlock and mountain cedar to the extent of about 20,000,000 feet a year, and the Underhill Lumber Co., wholesale lumbermen, of Vancouver, B.C. Mr. Donovan will look after the interests of these three firms in Ontario and the east.

Serious Problems Confronting Lumbermen

Baker, Fentress & Co., bankers for lumbermen, Chicago, recently asked 2,854 banks located in the timber states in Western territory (a) what in their judgment were the most serious problems confronting the lumber industry at the present time; also (b) what they thought of the future outlook.

The point of view of the bankers in the lumber manufacturing territory as expressed in answer to the first question can be summarized as follows:

(1) Inadequate transportation which has seriously interfered with the delivery of lumber and the making of collections.

(2) Cancellation of orders due to non-delivery and the expectation of lower prices which has resulted in the piling up of working capital in lumber piles.

(3) Requests for an extension of credit from nearly all lumber manufacturers and in a majority of cases a request for increased line of credit during a time when it is almost impossible to comply because of similar increased demands from every other line of business and industry.

(4) The ability of the majority of lumber manufacturers to handle their financial affairs on a rising market, and the inability of many lumber manufacturers to meet the situation on a declining market without calling on the banks for extra financial assistance.

(5) The tendency of the smaller operator to throw all his stock on the market when prices have started on the decline, involving sooner or later other manufacturers and eventually resulting in a chaotic condition in the lumber market, with which cumulative effect the larger operators must reckon.

Answering the second question on future outlook:

(a) The effect of the high railroad rates on orders placed in the lumber manufacturing territory is problematical.

(b) A temporary break in retail and wholesale prices in lumber ready for delivery is to expected. Future prices will be regulated by the future cost of labor, production, etc.

A summary of a large volume of answers would indicate that the bankers consider the fundamentals underlying the lumber market as sound, but point out the necessity for the lumber business, like other industries, to protect itself by having more working capital. This work was started in June and expresses the bankers' point of view as gained during the past few months which have witnessed the break in lumber prices.

Irish Lumberman Visits Canadian Trade

John Pollock, of Lytle & Pollock, Limited, Belfast, Ireland, was a recent caller upon the lumber trade in Ottawa, Montreal and Toronto. He was paying a visit to Canada for the benefit of his health and the outing was also in the nature of a holiday. Mr. Pollock, however, took occasion to pay his respects to representative lumbermen in the various cities and was given a cordial welcome. It was his first sojourn in Canadian cities and he was much impressed with the progress and stability of the Dominion.

Mr. Pollock's firm, of which he is president, has been in business in Belfast for nearly a century, and has worked up a large connection in hardwoods, supplying shipyards, contractors, industrial works and other large consumers.

Up to the time that Mr. Pollock had left Ireland, there had been no recession in trade, which had been fairly active during the past season. Like other cities, Belfast was, he stated, handicapped for housing accommodation and not nearly enough building was being carried on to meet the existing demand. Mr. Pollock added that Canadian white and red pine were highly regarded in Belfast. The former was much appreciated for its beauty, strength, durability and utility. A certain amount of Canadan birch in the log is also handled by Lytle & Pollock.

How To Make Good Mailing List

It is no child's play to make a complete mailing list and you will never get one that is complete by trying to make it from memory. It requires time, thought and a little ingenuity to get together a mailing list that includes every prospect in your trade territory.

Blank & Co., have one of the most complete mailing lists ever seen and the manager was good enough to relate some of the methods he used to compile it. He was with us on a trip from ——— to ———. He put on his list every name that appeared on the rural route mail boxes passed on this trip. These names he could check up on his return to his office and it was very seeldom that he did not find some new names every trip he made to the country.

This was but one of the methods employed. Another, that produced good results, was to ask every customer who came to the office, whether or not they were receiving his literature and other advertising regularly and if not, he would take their name and address and add it to his list.

Another means of securing names was a blank form enclosed with his advertising asking the reader to send the name and address of his neighbors. This method has proven very effective and the manager has been able to add hundreds of names to his list in this manner.

Ask every man you talk to whether or not he is receiving your announcements and get as many new names as you can in this way. Every time you drive through the country, notice the names on the mail boxes and see if you cannot get additions to your list from this source. A mailing list, to be effective, should be added to right along.

Horoscope of Lumbering Activities

The last issue of the Labor Gazette of Ottawa contains the following interesting review of lumber activities in Canada: Charlottetown reported quiet conditions in the lumbering industry during September. At St. John the saw and shingle mills ran steadily. The sawmills in the district of Fredericton ran to capacity. Lumber workers were in demand at Bathurst. Round Quebec the sawmills were still in full swing on the season's cut, and men were being sent into the bush to prepare for winter operations. The saw and shingle mills and tie camps at Sherbrooke had a busy month. At Ottawa and Hull several machines in one mill were closed down on account of shortage of water power, while at another about a quarter of the men were laid off owing to difficulty in getting logs; generally, the saw and shingle mills were busy all month; men were in demand for bush operations. Peterborough reported a demand for men for the lumber camps; the drives on the river still continued and the sawmills were very busy. Timmins reported a shortage of bushmen, and at Pembroke bush and mill workers were in demand. At Owen Sound the sawmills were active, shingle mills worked part time, tie mills were quiet, and lumber camps were not very active, but were organizing for the winter's work. North Bay reported a demand for sawmill hands and bush men along the North Ontario Railway. At Cobalt bush men were in demand in the pulpwood work, causing some shortage in other camps. Sault Ste. Marie reported a strong demand in the outlying district for bush men, men being brought in from outside points; the lumber yards and sawmills were also very busy. Fort William and Port Arthur reported a constant demand for mill workers from the surrounding district, with an increasing demand for bushmen. Winnipeg reported a demand from northern Manitoba and Saskatchewan for bush men. At Prince Albert one mill suspended operations owing to the scarcity of men. A demand for men for the bush and sawmills in Alberta was reported from Calgary and Edmonton. At Fernie there were a considerable number of idle days in the mills owing to unsettled conditions in the lumber market, bad weather, and the diversion of labor to the prairie harvest fields; some of the smaller mills closed down. Cranbrook also reported a shortage of men for the sawmills. At Nelson new sawmills were opening up, but a shortage of cars hampered work to some extent. Lumber workers were busy at Grand Forks. Vancouver reported the saw and shingle mills and lumbering as generally busy. The mills at New Westminster were also busy; a shortage of cars led to the temporary closing of mills in Eburne district. At Prince Rupert the lumber camps and saw and shingle mills were very busy and workers were in demand; loggers were still required for camps on Graham Island, Moresby Island and Surf Inlet. Victoria reported continued activity in all branches of the lumber industry, and at Nanaimo employment was good, the mills on Vancouver Island mostly working full time, but some uncertainty was felt as to future orders owing, it was said, to changes in the freight rates.

How to Tell Birch, Beech, and Maple Apart

Birch, beech, and maple are very similar in appearance, and have approximately the same weight. Hence it is comparatively easy to mistake one of them for the other. A method which anyone can use to distinguish them is suggested by the United States Forest Products Laboratory. The method makes use of the relative width of the pores and medullary rays in the three woods.

If the end grain of birch, beech, or maple is cut smooth with a sharp knife and examined with a hand lens, the pores will be seen as tiny holes distributed fairly evenly over the surface, and the medullary rays will appear as narrow lines of a different shade running at right angles to the growth rings.

In beech some of the rays are very distinct even without a lens. The large rays are fully twice as wide as the largest pores.

In maple the rays are less distinct, and the largest are about the same width as the largest pores.

In birch the rays are very fine, invisible without a lens. The pores are several times larger than the rays, usually being visible to the unaided eye as minute holes on the end grain and as fine grooves on dressed faces of the board. The pores in birch are considerably larger than the pores in beech or maple.

Why Building Costs Are So High

The high cost of building is chiefly due to tremendous increases in labor costs, measured not alone in wage scales but in decreased efficiency, according to Joseph J. Koen, Jr., in the Magazine of Wall Street. Wages have risen (in N. Y.): bricklayers, 70c an hour to $1.25; carpenters, 62½c. to $1; painters, 50c. to $1; electricians, 50c. to $1; laborers, 17½c. to 75c.; plasterers, 68 3/4c. to $1.06; plumbers, 56c. to $1. Building is not as attractive as other trades because it is seasonally irregular, is exposed to the weather and is, generally speaking, dirty and fatiguing. Unless forced down by a general financial collapse, the writer does not anticipate any marked decline in building costs within ten years.

After Twenty Years Looking On

For twenty years two chess players met daily at Brown's Chop House, took their places, silently played their game, silently departed. For twenty years a third party sat by and silently looked on.

Then one of the two players failed to show up—for the first time in twenty years. After waiting a few minutes, his partner said to the onlooker, "I guess he isn't coming today. Will you play his men?" "Sorry," was the answer, "but I don't know the game."

He had followed every move for twenty years but he didn't know the game. He had watched the drama of king and castle for two decades without sensing a single undercurrent of strategy, speculating on a single motive, or anticipating a single coup.

He had displayed infinite patience in looking at the game, but he couldn't be bothered looking into it. He showed every sympton of life except its first symptom—curiosity.

He belonged to that listless army of passive observers who clutter up the side lines of business—men who look without seeing, listen without hearing, do without understanding.

Placed in an office—at a bench—he would remain twenty years ignorant of his neighbor's job, his superior's problems, his own significance. When the opportunity for advancement came, he would have to say, "Sorry, but I don't know the game."—The Better Way.

Logging Operations up the Gatineau Valley

How Successful Jobber for Large Lumber Firm in Quebec Province Gets Out Timber, Builds Roads and Accommodates the Men—The Cut-over Areas

*By W. G. Wright, H. M. Hughson and F. H. Horton

It was the original intention of our party to study operations at a shanty ran directly by Gilmour & Hughson, Limited, Hull, P. Q. one of the bigger lumber firms operating in the Gatineau Valley, but as the nearest shanty was some 60 miles from the railhead, and, as the roads were not in condition for either wagon or sleigh, we were given the opportunity to go into a camp, about seven miles from the Gatineau Valley branch of the Canadian Pacific Railway, run by one of Gilmour & Hughson's most successful jobbers, M. Miljour.

This jobber's contract resulted from Gilmour & Hughson's decision to cut 41,000 logs, reported available by their cruiser, in the Township of Alleyn, east of Kanakagamo Lake and north of the Pickanock River, and in Ranges 1 and 11 in the Township of Dorian.

Toting teams at sub-depot of Gilmour & Hughson, Hull, Que.

The contract calls for delivery of the logs in the Gatieau at $13.00 per M.F.B.M. This was on the whole, a fair price, though it was expected that part of the tract would be operated at a very small profit or even at a loss. The cutting of 26,000 pieces was sub-let to other jobbers in the southwestern and northern portions of the area, Miljour reserving for his own operation the difficult part of the contract, about 12 square miles in Ranges VII and VIII in Alleyn, and Range 1 in Dorian.

The particular tract studied lies at the head of a small stream running south-east to the Pickanock River and included part of the watershed between this stream and Cherry Creek, into which latter stream the sub-contractor to the north was to deliver his logs. There is an almost regular alternation of low ridges and bottoms; this influences the logging methods. Moist bottoms, usually containing streams and swamps, constitute mainly the site of the hauling roads All skidways are placed at the bottom of slopes so that decking with horses being necessary.

The ridges are occupied by hardwoods which give way to conifers in the bottoms. There are two main hardwood types. Of the one, that on the higher land in the direction of Cherry Creek, beech and oak make up respectively 35 per cent. and 25 per cent. the remainder being maple, yellow birch, poplar, scattered pine and white birch. The reproduction is beech, maple and some balsam. The other type, covering the greater part of the hardwood area, differs in that yellow birch and maple predominate, each about 45 per cent.; the remaining 10 per cent. being small beech, ironwood, poplar and spruce. The reproduction is the same as in the previous type.

In the coniferous type occupying the bottoms two stories may be recognized. The upper is generally white pine and birch, with an under story of balsam, maple, spruce and birch in widely varying proportions. There is an almost entire absense of white pine reproduction on the tract even in fairly open stands; at any rate it was not visible above the snow. As provided in the contract, the area was logged only for say timber, although there is some balsam and spruce suitable for pulpwood, running one to two cords per acre. There is practically no poplar suitable for that purpose.

The logs cut were sound, although about 10 per cent. of the white pine was left standing on account of rot. On the whole the timber was well grown and straight giving on the average a merchantable length of 50 feet in a 65 to 70-foot tree. Among the denser stands in some of the bottoms the top left might average 15 feet in an 80-foot tree, whereas in open stands on the slopes many tops would run 30 feet in a 65-foot tree. From measurements taken on sample areas, the maximum and average stands were estimated at 21 M. and 6 M. F.B.M. The average taper was found to be 1.4 inches per 16-foot log.

Location of Shanty Close to Tote Road.

It was desired to locate the camp on the area to be logged close to an old tote road, which would require only a small expenditure to be made passable. No streams or lake were found available in the vicinity, but good and sufficient water was found at a depth of 4 feet on a well drained and level piece of ground on the edge of the tract and as one of the main hauling roads. This decided the actual site of the shanty .

Theoretically, it would have been better to locate the camp in the centre of the area to be logged, as this was about 3 or 4 miles square, but the site chosen was the only one suitable within a reasonable distance of the timber and the tote road. The expenditure necessary to extend the road to a more central position would not have been repaid by the time saved in going to and from work. Most of the timber was within one and one-half or two miles from the shanty. On Miljour's particular operation the merchantable timber was very scattered, the whole tract of 12 square miles yielding less than 1,000,000 F.B.M.

Very little work was required on the tote road. Only one bridge was built and that consisted of two 12-foot stringers thrown across a small stream and covered with corduroy.

The shanty occupied about three-quarters of an acre. This area was cleared of standing timber and any trees in the vicinity liable to be overthrown onto any of the buildings were felled also.

The following buildings were erected to accomodate about 30 men and 10 teams:

Building	Inside Measurements
Cook camp and office combined	20′ by 20′ & 20′ by 12′
Meat house	10′ " 8′
Sleep camp	24′ " 20′
Two stables	26′ " 24′ & 26′ by 16′
Forage barn	26′ " 26′
Two latrines	5′ " 4′

About 23,000 F.B.M. of logs was used in construction drawn from

Splash dam built by Gilmour & Hughson

dead and otherwise unmerchantable timber felled on the clearing or in the immediate vicinity. Three thousand F.B.M. of lumber was hauled in and used for flooring, roofing, doors, partitions and bunks and other furniture. Roofs were covered with the customary roofing paper. As the buildings were low, horses were not required in erection.

The organization of the shanty crew of 28 was as follows:—1 foreman, 32-man felling crews, each of which was followed by a skidding crew consisting of 2 trail cutters, 1 team and teamster and 1

*Attending Forestry Department, University of Toronto.

roller. In addition to these, there was a spare gang consisting of two men and one teamster with team, who were employed to assist any of the log makers, teamsters or rollers, who got behind with their work owing to difficult working conditions or for other reasons. Also four men were employed the whole time on the construction of hauling roads. The wives of two of the crew acted as cooks and accommodation was provided for them and their husbands in the cook camp. Chores were done by one of the crew who left work early in the afternoon for this purpose.

Each member of the crew, except the cooks, received the same wage, namely $60.00 per month, including board. This is equivalent

Log slide on Gilmour and Hughson's limits

to $2.30 per man for each of the 26 working days in the month. Time off due to inclement weather was not paid for. The actual working day was estimated at $3.17.

There was no special organization for toting, as the opportunity is taken for drawing necessary supplies when teams are making trips into the supply centre for blacksmith work. The outward trip may be charged up to this, and the day for the return trip to toting. The supply centre on the railway is about 12 miles from the shanty.

The usual wagon load is about 1100 pounds. Hauling this costs, on the above basis, a day's time of one team and teamster, $6.77, so that the cost of toting by wagon is about 60 cents per 100 pounds. The load for a jumper, used on snow roads, is about 1800 pounds. The cost for toting on snow is, therefore, about 38 cents per 100 pounds.

Location of Hauling Roads.

While the construction of the camp was going on, one-half of the foreman's time was put on locating roads and skidways. Hauling roads followed as far as possible the swamps and stream beds, which gave egress for all parts of the tract to the stream which forms the main haul route to the landing on Two Mile Lake, an expansion of the Pickanock.

For country where streams and sloughs are not relied on for hauling roads, mileage for a given area depends on the location of the timber and the maximum skidding distance deemed profitable. On the other hand, in country such as Gatineau Valley, the mileage of haul roads depends on the location of the timber and the available streams and sloughs. Here the distance skidded might have to be lengthened beyond what would otherwise be the profitable limit.

In this particular operation about 8 miles of hauling road were required for the area of about 12 square miles, including two miles from the edge of the tract to the landing.

Log Making and the Cutters.

The foreman of the camp directs the felling crews as to the particular blocks of timber they are to cut and shows the cutters the corresponding skidway site.

The crew consists of head sawyer and helper. The head sawyer selects the tree to be cut which is then notchd and felled. He marks of the length as prescribed by the contract which calls for 16½-foot and 13½-foot logs for all other timber: the longer length is taken wherever possible. Putting on the company's bark mark and limbing up follows. The two men then buck up the tree. A 3½-pound singled-bitted axe was used. Handles were usually made by the contractor himself, his preference for material being ironwood. A whetstone is usually carried by each man. A 5½-foot crosscut saw was customarily employed, the usual type for conifers, having four cutters to one double raker, and with large dust spaces. The sawyers do their own filing. Each driving crew is equipped with two 7-inch iron wedges notched on one face and joined together by a 3-foot leather thong. For driving these a 4-pound sledge is used. For convenience in carrying, the sledge-handle is passed through a slit in the afore mentioned thong. The measuring stick is a peeled hardwood sapling 8 feet 3 inches long with a notch 1 foot from either end. This arrangement allows it's use for either 13-foot, 14-foot or 16-foot logs, the additional 3 inches giving the necessary overrun.

The last date on which a count was taken was December 15th; up to and including that date 8225 logs had been cut. This at an average log content of 65 F.B.M., is equivalent to 542,850 F.B.M. This cut occupied 103 crew days so that the average daily cut per crew is 80 logs or about 5275 F.B.M.

In calculating the cost of the daily cut, two-fifths of the time of the two extra men in the spare gang may be charged to this operation: this amounts to $2.54 and one-third of this 85 cents is to be added to the daily cost of each log-making crew.

Daily cost of log-making crew:

2 sawyers at $3.17.	$6.34
Proportion of cost or spare gang to be charged to be to each log-making crew	.85
	$7.19

Daily cut is 5275 F.B.M. at a cost of $7.19. This is equivalent to a cost for log-making of $1.36 per F.B.M.

Skidding and Trailing Operations.

While skidding is being completed at one skidway the trail cutters follow the sawyers to the next block of timber. First of all they clear the skidway site. Skids are then built into position so as to form a level platform for the logs, and a small log is notched into the outer end of the skids crossways to form a stop. The time taken to prepare a skidway was very variable owing to the differing nature of the ground and the occasional need of a skidding team, but the average time taken may be estimated at about one hour for two men. When this work is finished the trail cutters start on the new trails.

As the skidways are located at the bottoms of slopes, practically all trails are down hill. There were one or two main trails, each with numerous branches. Only under exceptional circumstances was any skidding done from a greater distance than 400 feet. The amount of underbrush and windfall was small, so that the cost of trail construction was low. The length of trail per acre was very variable but in the average stand was found to run about 750 feet; cutting this occupied about one day for two men.

The teamster and roller work in conjunction. It is customary to use a two-horse team, though sometimes, where distances are short and obstructions plentiful, one horse may be used for a short time.

The general run of the logs being small, the snaking chain with choker is used in preference to tongs, so that two logs may be brought in at a time. The snaking chain is attached to the team by means of a grab hook and clevice on the spreader or doubletree, as the case may be. As the skidway grows in height, skids are required for piling, and the roller may be assisted when necessary by

Another slide on Gilmour & Hughson's limits

the teamster or one of the trail cutters. The small size of the logs and the abundance of skidways render a decking team unnecessary. The roller stamps the company's mark four or five times on both ends of each log. The average skidway contained about 90 logs, which were to remain there until the hauling commenced.

The same figures used in calculating the cost of logmaking may be employed in arriving at the cost of skidding, the balance of the time of the spare gang being charged to this operation.

Scaling is done when the logs are assembled on the skidway. The company's culler and one assistant do the scaling for the six or seven camps in the southern limits. They make periodical visits

for this purpose and the contractors are advanced funds by the company on the basis of the cut.

The culler has a steel scale, tape line, lumber-lead pencil and a tally board. His assistant has a steel scale and a lumber-lead. They work on opposite sides of the skidway. Measurements are taken inside the bark and the smaller diameter is taken to obtain the scale. The culler makes a stroke on his board in the space allotted to the diameter, length and species to which the log belongs. When the skidway is completed both culler and assistant count the logs to see that none are overlooked. The scale is figured out in the office. Very little defective timber was made into logs in this operation so that practically no culling for defect was necessary; allowances are made for defect when they appear. The log may be culled in extreme cases. An average of 130,000 F.B.M. can be scaled per day, but, as considerable time is spent going from camp to camp and as a team is allotted to the culler for his sole use during the season, the cost for scaling works out at about 20 cents per M. The Quebec Rule is the statute scale for the Province and is found to agree fairly well with the mill cut.

As already explained. the jobber's contract with Gilmour & Hughson called for the delivery of 41,000 logs in the Gatineau River. He sub-let of the contract, retaining for his own operation the cutting of 15,000 logs, equivalent, at 66 F.B.M. per log, to 990.000 F.B.M.

With a total cut of 990,000 F.B.M., the cost per F.B.M. for delivery at the landing on the Pickanock River was $11.45. The jobber did not intend to handle the drive himself; he had let a sub-contract, at $1.00 per F.B.M. for the driving logs from the landing on the Pickanock to the junction of that river and the Gatineau, a distance of 20

Cook camp and office on Gilmour & Hughson's operations

miles. On the basis of the above figures, the cost of delivering the logs in the Gatineau River would be $12.45 per F.B.M. Under his contract the jobber was to be paid $13.00 per F.B.M., so that his profit on the operation would be 55 cents per F.B.M. This however, does not take into account any interest charges on the jobber's investment.

Condition in Which the Forest is Left.

It is stated earlier in the report, that about ten per cent. of the pine above merchantable size was left standing on account of rot. These pine are capable of bearing seed, but generally speaking, owing to their being very much scattered, and owing to the presence of competing hardwoods, favored by site and prolific deeding qualities, there is little hope of pine reproduction being established in sufficient quantity to create a commercial stand. The opening up of the denser stands in some parts of the bottoms may give rise to a new generation of pine in competition with the spruce balsam and hardwoods on the same acres, but the encroachment of the hardwoods on the pine bearing lands is evidently assured.

From the standpoint of fire the slash can scarcely be considered to constitute a menace. Over the greater part of the area, tops are widely scattered and are separated by hardwoods and in many places by a dense hardwood undergrowth. Lightning is about the only source from which a fire might be started within the cut over area itself, as it is isolated from railways and settlements, and offers little or no inducement to campers.

A stream to be characterized as driveable must be one that will float the logs made in the district tributary to it. The work done to clear a stream for driving depends entirely on the topography, size of stream and logs to be driven. Large boulders must be blasted out, underbrush and fallen trees removed; in small streams relatively more of this kind of work has to be done. In a great many of these streams it is necessary to construct splash dams and slides, so that portions of the tream too rocky or too hollow, may be negotiated with the minimum of expense. The number of splash dams constructed depends on the nature of the stream. They are usually placed at the foot of a rapid, where the stream is narrow and provides a solid foundation, and where the water stored up will drown out the rapid above. Other improvements necessary are glances; these are located at sharp bends in a stream in order to keep the logs in the proper channel and so prevent side jams. Usually glances are merely booms, but at sharp bends in a strong stream crib work is often necessary.

Either Gilmour and Hughson or their contractor handle the drive on the small streams as far as their junction with the Gatineau. There the logs are taken over by the Gatineau Boom Company, which drives all logs on the Gatineau River from River Desert to the mouth of the Gatineau at Hull. The Boom Company makes a uniform charge of 50 cents for the whole distance of 80 miles, with a proportionate reduction when they take over logs at any intermediate point on the river.

Turn Out 60,000 Cross-Arms Every Year

The Wm. Shirton plant at Dunnville was visited by the delegates at the recent district meeting and a tour was made of the planing mill and yards which are well laid out with ample storage sheds.—dry kilns and excellent shipping facilities. The industry is an old-established one and employs from 15 to 20 men the year round. Wm. Shirton, the founder of the business, died about 12 years ago, and it has since been ably conducted by his son, K. J. Shirton, who is one of the most enthusiastic members of the Ontario Retail Lumber Dealers' Association.

The district in and around Dunnville is a great natural gas one, and some five years ago Mr. Shirton sank a gas well. The depth is 800 feet. A 6-inch pipe goes down 500 feet into a pocket of 250 feet depth. Until the latter part of 1919 natural gas was used for driving the equipment of the mill but now a 25 h.p. Westinghouse motor is employed and the gas engine is kept as an auxiliary in case anything should go wrong with the Hydro-electric power. Natural gas, however, is used for heating the building and offices of the firm.

Mr. Shirton has a large contract with telegraph and telephone companies for the supplying of cross-arms, which are made from B. C. dimension spruce.

In regard to cross-arms for telegraph and telephone poles, Mr. Shirton says that his company uses B. C. fir almost exclusively. Roughly speaking, the size that they employ to the greatest extent is 3¼ x 4¼ finish measurements, although they manufacture a small quantity of 3 x 4 and occasionally 3¾ x 4⅛.

The Wm. Shirton Co. will furnish about 60,000 cross-arms this season and state that this business for 1920 has not been in excess of the normal output.

Continuing, Mr. Shirton says: We have been in the cross-arm business for about fifteen years and are quite well established, although it has been rather a slow process to build up a trade in this particular line. We do not hesitate to state that B. C. fir is, in our opinion, the most suitable wood to use for the purpose, although long leaf Yellow Pine is a very close second. We believe, moreover, that all other things being equal we should give our Canadian firms this business and are resolved to adhere to the former wood as long as it is procurable at anywhere near the price of the American product. Norway pine, although light in weight as compared to Georgia pine, is very often too knotty thereby impairing the strength. Otherwise this wood compares quite favorably with both fir and Georgia pine. Spruce and white pine can not be used to advantage for cross- arms, as the former, although light and strong, cannot withstand the elements, being subject to rot on exposure and the latter is altogether too expensive when bought as clear stock.

Costs Are Too High—Orders Too Few

Mr. J. W. Coburn, head of the new Ladysmith Lumber and Shingle Company, recently stated that he looked for the most serious time in the next four or five months in his experience of lumbering.

"We cannot close our eyes to the fact that there is no demand at the present time," he said, and added that "it would be the essence of folly to continue to manufacture lumber while the prices are at such a low level."

Within the past month conditions in the lumbering industry have assumed serious proportions. It is now said to be a question of how many mills will close down, not only on the mainland, but also on Vancouver Island. There the conditions are about the same as they are in Vancouver and district. Many of the mills, both shingle and lumber, have shut down and others are on the verge of doing so. The reasons are—the higher cost of production, the paucity of orders and the low price to which lumber and shingles have dropped of late.

If a swelled head hurt as much as a sore thumb—wouldn't there be some headaches?

Personal Paragraphs of Interest

C. J. Brooks of Rose-McLaurin, Limited, Toronto, has returned from an extended business trip throughout the Maritime provinces.

Conkey & Murphy, manufacturers of lumber, ties, etc., Latchford, Ont., have dissolved partnership. M. T. Conkey has retired from the business owing to ill health. A. J. Murphy will continue operations on an active scale.

Former Controller Sam McBride, of Toronto, wholesale lumberman, who last year was a candidate for the Mayoralty of Toronto, has announced his intention of again being an aspirant for that office and has already started his campaign.

The many friends of W. J. MacBeth, lumberman, 60 Brock Ave., Toronto, are extending sympathy to him in the loss of his wife who passed away recently after a rather long illness. Besides her husband, Mrs. MacBeth leaves three sons and two daughters to mourn her death.

F. N. Waldie, of Toronto, president of the Victoria Harbor Lumber Co., accompanied by his wife and daughter, will leave shortly for Bermuda, where they will spend several months. Mr. Waldie has not been in good health for some time and has been enjoined by his physicians to take a long rest. His numerous friends hope that the trip will greatly benefit him and that he may return fully restored to strength.

R. S. Whiting, for the past four years architectural engineer in charge of the Architectural and Building Code Service of the National Lumber Manufacturers' Association, Chicago, has severed his connection with that organization, and will take a much needed vacation before resuming active work. Mr. Whiting says that he has made no definite future plans but will doubtless continue some activity in the lumber industry in which he enjoys a wide acquaintance.

Wm. J. Cashin died recently in Stratford, Ont., after an illness of several weeks. He was born in North Easthope and was prominently connected with the lumber industry in Algoma. He also owned and operated a mine in Colorado and was for some years in the real estate business in Toronto. Mr. Cashin, who was 68 years of age, was on several occasions nominated for federal parliamentary honors, but, owing to his business associations, declined to seek political office.

A number of lumbermen are on deer hunting expeditions and their friends expect on their return that they will be remembered with generous slices of venison. J. G. Cane, C. G. Anderson and Horace Boultbee, of Toronto, are with the Norman Hocken party at West River; Harold George and C. Schmidt of the R. Laidlaw Lumber Co.'s travelling staff, are at Pickerel, and W. C. Laidlaw, of Toronto, is with a party of friends in the Sudbury district. Gordon Richardson, of Tilbury, Ont., is on a similar expedition at Pickerel.

W. F. Beck, of the C. Beck Mfg. Co., Penetanguishene, Ont., who is one of the most widely known lumbermen in the Georgian Bay district, was recently married at Newmarket, Ontario, to Miss Bernice Cane, daughter of J. E. Cane of that town. The ceremony took place in St. Andrew's Church, in the presence of a large number of friends. After the nuptials a reception was held at the home of the bride. Mr. and Mrs. Beck left for a honeymoon to California and on their return will take up residence in Penetanguishene. Many friends in the lumber industry will extend congratulations and best wishes.

Edward Norton has opened an office at 39 Adelaide Street East, Toronto, as sales agent for several British Columbia manufacturers and is selling direct to the trade. He has had twenty-five years practical experience in all branches of the timber and lumber business in Oregon, Washington and British Columbia, and is thoroughly conversant with every operation from the logging end to the marketing of the finished product. Mr. Norton started with the North Pacific Lumber Co., at Portland, Oregon, in 1895. He was later with the Fraser Mills in British Columbia for several years and, for some time was buyer for wholesalers. Then he broke into the lumber game for himself as a manufacturer. During the war he was on the Inspection Board in connection with shipbuilding materials and the purchase of spruce and recently had charge of one of the mills of the Dominion Lumber Sales Co. Mr. Norton handles all lines of Pacific Coast stocks.

C. W. Wilkinson of the Union Lumber Co., Toronto, and Mrs. Wilkinson, who have been spending the past two months on a visit to England and France, returned home recently. The trip was largely one of pleasure and they visited several historic scenes on the battle-front. Mr. Wilkinson was in England at the time of the great coal strike, and says that labor in the Old Country is very unsettled and frequent disturbances have resulted in decreasing business in the lumber and timber line. Importers and timber merchants are, of course, doing some trade, but the volume is not as large as it was expected that it would be when so many housing propositions were got under way, and considering the great need for dwellings in all populous centres. Not a great deal of structural work has been undertaken so far this year, but it is hoped, that much more satisfactory progress will be made during 1921, for the situation is urgent. Mr. Wilkinson is accompanied to Canada by F. H. Huntington, of Liverpool, managing director of the Canadian Lumber Co. and also identified with the firm of Wm. H. Huntington & Sons. He will spend some weeks in Canada on business. Mr. Huntington was a member of the British Advisory Board at the time of the government control and regulation of timber operations and purchases during the war and rendered valuable service.

Southern Lumbermen Make Cut in Wages

At a meeting of the Georgia-Florida Sawmill Association, comprising the biggest operatives in the two states, held recently at Tampa, Fla., it was decided that, beginning November 8, the wages for common labor in the mills would be cut to $2.50 a day, and that wages for other classes of workers would be cut proportionately. This represents a reduction of approximately 25 per cent.

The operators gave out a statement to the effect that the lumber market had fallen off to such an extent that it was a case either of cutting wages or shutting down.

The happiest lumberman is the one who can see the sun when it isn't shining.

W. F. Beck, Penetanguishene, Ont.
Who was recently married and has gone south on wedding trip

B. F. Smith, East Florenceville, N. B.
Who was returned in the recent N. B. elections. He is a lumberman.

Edward Norton, Toronto.
Who has arrived from the Coast and sells for several B. C. sawmills.

Getting in Money from "Slow Pays"

A series of effective collection letters is being employed with a large measure of success by H. J. Baldwin & Son, Waverly, N.Y., in the matter of getting settlement of small acounts. The firm have been using the letters on patrons who are perfecty solvent but are careless or indifferent in the matter of remittances. The communications are worded in a way not to give offence or arouse animosity and at the same time are pointed and direct. They do not beat around the bush and each one has a personal heading. Copies of the series follow and will be found interesting and helpful in stirring up some customers who have become delinquent.

Letter No. 1.

Dear Mr.—

In these busy times we don't blame you very much for overlooking the little account on our books. You'll remember we billed you recently for shingles ordered in June.

We'd like mighty well to have your remittance—we'd like to clean this up by August 5. May we hear from you? Thank you.

Yours truly,

Letter No. 2.

Dear Mr.—

Here's a copy of a letter we wrote you a few days ago.

Courteous, isn't it? Reasonable? Don't you really think you ough to reply with a remittance?

We made a bargain with you. We've done our part. Won't you do yours?

We shall expect a remittance by return mail and the writer is so sure that it'll come that I'll thank you in advance.

Yours truly,

Letter No. 3

Dear Mr.—

We again call your attention to your account shown on attached statement.

Owing to the high cost of materials and the stringent terms of shippers we must follow our collections very close and get settlement promptly in order to finance our business.

We trust, therefore, that you will send us your settlement for this amount at this time.

Yours truly,

Letter No. 4.

Am I writing to the wrong man?

Our records show that you owe us $36.50. This is the fourth letter I've written you and I'm not discouraged yet.

The account has been explained to you. If our books are wrong we want to fix them. If they are right, we are sure you will want to pay this small amount.

Will you? By return mail? If it's not convenient now, tell us when you will remit. Thank you.

Yours truly,

Housing in Belgium and Britain

An intensive campaign for the construction of cheap homes has begun in Belgium by the National Organization for the Construction of Cheap Homes, which has a capital of 100,000,000 francs, or $20,000,000 (normal exchange), according to the Bureau of Foreign and Domestic Commerce. In Antwerp, 125 of these habitations have just been completed and this is merely a beginning. The city is arranging to procure the necessary space for the erection of 1000 other houses. Abaut 80 local organizations are already in process of formation for this same purpose.

According to a cable just received by the Chicago Daily News, London is embarking on a fresh campaign to raise about $150,000,000 for new houses. The London county council proposes to provide 29,000 dwellings to accommodate 145,000 persons. It is expected that 5,000 houses will be completed or nearly so within six months and that the whole number will be ready for occupancy within five years.

Not only London but municipalities throughout Great Britain are selling housing bonds. In the whole country 40,000 buildings are said to be in course of construction with a promise of 500,000 to come. In addition, private builders are now constructing 20,000 houses. Great Britain's half million houses will cost nearly the equivalent of two billion dollars. The demand for homes is enormous. It is said that 125,000 London ex-soldiers who served overseas are deferring marriage because they cannot be sure of getting even a single room, and 63,000 former service men in London with families of from two to eight children are herded into two rooms per family.

Agitation for Export of Quebec Wood

"It is certainly entirely within the rights of the Government to say what shall be done with the timber cut on its own lands, and it is not, in any way, over-reaching its powers when it requires it to be manufactured within the Dominion.

"Several American firms, who purchased timber licenses, did so with an eye to the future, looking forward to the time when they should either have exhausted their own supplies or when it would be more convenient or profitable for them to manufacture nearer their source of supply in Canada. Some of these companies, without any protest whatever, came into Canada and decided to build mills so as to be near their supply of raw material and to secure cheap water power. They have been manufacturing very successfully and sharing in the prosperity of the pulp and paper industry.

"Most of the agitation for bringing out Crown Lands wood to the United States has come from one company which has been manufacturing lumber for a number of years from their Canadian licensed timber holdings and who, before they started the agitation, made plans and commenced to build a mill in Canada. The American interests which have agitated for the free export of Crown Lands wood have entirely misrepresented the situation and have made statements which they must have known were not matters of fact. They have deliberately tried to stir up trouble between the two countries, and they will find that, as always, such methods will react unfavorably to those who use them.

Conditions Created by Public Negligence

Once upon a time a business man had many manufacturing establishments scattered all over the country. He made a great many different kinds of articles, and all these articles were made of wood. The articles were very well made and were very useful. The people bought them eagerly and paid high prices for them. The business prospered and the manufacturer of wood products became very rich. In fact, there were only two other men in the country richer than he, says Dr. C. D. Howe, Dean of Forestry, Toronto University in "Some Forestry Fables."

It will be seen that he was very careful and business-like in his methods, otherwise, he would not have made so much money. His factories were well organized; each workman was carefully trained to do his bit; he did it well and was paid according to the value of his service. Since the manufacturing establishments were so valuable and were such big money-earners they were well protected against loss by fire. In some places as in sawmills, bucket brigades were organized; in others like planing mills connections were made with high-pressure watermains; in paper mlls automatic alarms or automatic sprinkler system were installed. The more valuable property to be protected, the more the money expended in protection against fires.

This manufacturer got all his raw materials, out of which he made so much money by using thought and care and labor, from trees of various kinds that grew in a forest. He didn't own any trees; he had to buy them from another man, and that other man owned many, many acres of trees, in fact, most of the best trees of the country were in his possession.

Now, unfortunately, in sharp contrast to the successful manufacturer, the owner of the trees was rather slothful and unbusinesslike in his methods. He did not require efficiency or skill in his workmen and he paid them low wages. In the matter of fire protection, for example, we have already seen how the successful man managed that, but the owner of the source giving trees, on the other hand, would put a decrepit old man and a young boy in charge of a forest that contained trees worth $1,000,000. They, of course, were helpless when the fire came and the forest would burn. In fact, so many trees burned under this kind of management that the manufacturer found it increasingly difficult to get the raw materials for an increasing number of his products; some he had to seek at distances, others gave out entirely and had to be brought in from foreign countries. All this naturally helped to increase the cost of wood products. In fact, it increased very rapidly and the people cried out grievously against the high prices, but they themselves were the owners of the trees they allowed to burn. They cried out against conditions created by their own negligence.

In the long run in this world men get what they pay for either in thought, effort or money. The forests of Ontario will continue to be destroyed by fire until the thought, care and money put into their protection are commensurate with the value of the property involved.

Pulpwood and Its Varied Activities

Would Stop Export of Pulpwood

In a recent address before the Empire Club in Toronto, Hon. L. A. David, Provincial Secretary and Minister of Education for Quebec, severely criticized the policy which permitted of the exportation to the United States of Quebec's pulpwood to be manufactured into paper. Pulpwood thus exported, he said, became worth $75,000,000 annually under the industry of United States workmen. In this conversion of pulpwood into wealth on the other side of the border he estimated that there was a loss of $66,500,000 to Canada, of which amount the Canadian workmen would have received about $25,000,000 had the raw material remained in Canada and been manufactured into paper in Canadian mills.

Quebec, added Hon. Mr. David, had reached a degree of industrial stability attained by very few communities. Due to Quebec's just legislative enactments, beneficent to workmen and capitalists alike, the province had escaped industrial turmoil which had swept the world.

Development of Northern Pulpwood Areas

The talk in Quebec Province of great plans to develop the vast northern areas, together with renewed gossip about a railway to Hudson's Bay, has again stirred up the "On to the Bay" movement in Northern Ontario, particularly at Cochrane. It is understood that Quebec's new giant pulp and paper company is taking over the charter for the railway from Seven Islands to Hudson's Bay, with a branch line from the Lake St. John district to Quebec City. It is understood that the plans for the northern terminal are to locate it just opposite the Belcher Islands.

In development of its northern areas Quebec is now making and perfecting plans on a big scale. Just recently the Quebec Cabinet approved of the plans of the new C. P. R. branch, which is to extend north along the eastern shore of Lake Temiskaming. This branch will run from Kipawa, at the foot of the lake, where the Kipawa pulp plant is located. The Quebec Government is aiding the building of this line. It will open up a wonderful agricultural area and touch upon a valuable pulp area, which is believed will soon be developed.

Pulp and Paper Exports Steadily Grow

The quantity and value of pulp and paper commodities exported from Canada continues to increase month by month with persistent regularity. The latest available returns are those for the month of August, which show a total of $18,258,727. An outstanding feature of the increased exports is the very considerable increase in value of chemical pulp exported. For each of the past three months the value of exported chemically prepared pulp has been in excess of $6,000,000, over double the monthly average for 1919. The totals reported for August, 1920, as compared with August, 1919 are as follows.

Paper	$4,999,258	$8,746,817
Chemical pulp	2,873,186	6,702,644
Mechanical pulp	475,735	2,809,266
Totals	$8,348,179	$18,258,727

Total exports of pulp and paper for the 12 months ended August, 1920, not including pulpwood, amounted in value to $133,787,676. This is an increase of $36,813,613, or 38 per cent. over the value of exports for the 12 months ended August, 1919.

Timber Limits in Labrador are Vast

Recent surveys of Labrador, which have disclosed immense resources of timber suitable for pulp and paper manufacture, have led to a revival of efforts to bring about a determination of the boundary line between Newfoundland and the Canadian province of Quebec. This line has never been laid down by actual survey and its various definitions as given in documents issued at intervals in the last century and a half are so vague that government officials do not know just how much of Labrador belongs to Newfoundland and how much to Canada.

That Labrador is rich in many natural resources, including enormous waterpower, has long been known, but the practicability of utilizing its forests for paper-making was not demonstrated until the worldwide paper shortage led to exhaustive investigations of the territory. This resulted in applications by promoters to the Newfoundland Government for timber limits in Labrador. As these could not be acted upon until it was determined whether Newfoundland owned the land in question, representatives of this colony were sent to London late in the summer to discuss with eminent English counsel the preparation of a formal draft of Newfoundland's Labrador claims as opposed to those of Canada.

The coast of Labrador was annexed to Newfoundland in 1763. Then years later, owing to difficulties arising out of grants made to a number of persons under the French rule, it was changed to Canadian jurisdiction. In 1809 it was again transferred to Newfoundland and has since been attached to this colony.

The difficulty arises over different interpretations of the words "coast of Labrador." One view is that Newfoundland can claim only the coast between Blanc Sablon and Cape Chidley, with perhaps half a mile inland, and that the rest of Labrador belongs to Canada. As defined in the letters patent constituting the office of Governor of Newfoundland, the boundary was described as a line drawn between Blanc Sablon and Cape Chidley, which would pass through the ocean in certain sections and leave large areas of the coast to the westward of the line and therefore not under Newfoundland jurisdiction.

Many Newfoundland officials hold to the view that the correct delimitation was made in a sessional paper issued in this colony in 1864. Under the phraseology of this document Newfoundland would be entitled to thousands of square miles of the interior of the Labrador peninsula in addition to the coast.

Great Pulp Resources of Quebec

Louis Piche, Provincial Forester, estimates that in Quebec there are 360,000,000 cords of all pulpwoods. Of this amount, there are 155,000,000 cords of available spruce and balsam which, at the present rate of cutting, namely, 3,000,000 cords per year, would give about 52 years' supply. It is estimated that there are, in Ontario, 250,000,000 cords of spruce and balsam. Of this it is estimated that at an early date the cut will be 1,500,000 cords, which indicates 67 years' supply. New Brunswick, with 36,000,000 cords of spruce and balsam, and an annual cut of 1,250,000 cords, has sufficient for a twenty-nine years' supply.

From Wood Waste to High Grade Products

A Philadelphia firm have sent out a notice in respect to the utilization of sawmill waste which is of interest. They say, in part: "By our process you can convert all of your waste resinous pine wood into the following high-grade products, viz.: wood pulp, rosin, turpentine, pine oil, wood alcohol. We install in a suitable building, to be supplied by you, a complete converting plant; license you under our patent, and train a mill superintendent of your selection in erecting and operation. The plant will be of a portable type so as to enable you to operate it to the best advantage. You will be able to convert a present loss into a very interesting profit by purchasing our process."

British Interests Buy Bronson Limits

The timber limits of the Bronson Estate at Chelsea on the Gatineau River, have been purchased by British interests who are contemplating the establishment of a large match and box industry in Canada. The purchasers are said to be Maguire, Paterson & Palmer, Limited, match manufacturers of Britain. The company has in view several locations in and around Montreal for the establishment of the new plant, but nothing definite has yet been decided upon.

A Canadian subsidiary of Maguire, Paterson & Palmer, Limited, is expected to be formed and an office has already been opened in Montreal preparatory to this step. The price paid for the timber limits is said to be in the vicinity of $1,000,000, and it is thought probable that the new plant will represent the investment of another million.

Cutting Shorter Length Logs in Pulpwood

In the virgin pulpwod forests of Ontario, a balsam tree 10 inches in diameter at breast height is, on an average, 90 years old, with a total volume of 14.6 cubic feet. White spruce of the same diameter is 114 years old, with a total volume of 14.9 cubic feet. Black spruce is 144 years old, and has volume of 14.7 cubic feet. Seedlings grown in a nursery, and transplanted in the open, will make a much better growth than those in the virgin forest, but, even if they reach a

(Continued on page 64)

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

Wanted—Birch Logs

12 inch tops. Delivery December and January. Apply Box 418 Canada Lumberman, Toronto. 22

We are in the market for

1 x 9" Merchantable Spruce, car lots.

Quote delivered Philadelphia, Pa.

MELL & SONS,
22-23 Philadelphia, Pa.

Wanted

A few cars of Birch No. 1 Common and Better, 4/4 to 16/4. Name us your best price delivered here, on grades.

WARREN ROSS LUMBER CO.,
18tf Jamestown, N.Y.

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Wanted

2 Cars Hemlock 2 x 4—2 x 8 Shiplap and Sheathing Manufactured,
3-4 Cars dry Cordwood,
State price F.O.B. shipping point.
100 or 200 acres standing timber suitable for Portable Mill.
Small Portable Mill second hand in good condition.
Quote best cash prices in first letter.
Apply 9 Taylor Ave., St. Catharines, Ont.
21-22

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

Railroad Ties For Sale

Standard Railroad Ties for sale for immediate delivery. Also small ties suitable for sidings. Enquiries solicited.

ST. LAWRENCE LUMBER CO.,
22t.f. Quebec, Que.

Crating Spruce

About 500 M. ft. of 5/8" CRATING SPRUCE—also Log Run SPRUCE.
500 M. ft. of 1", 2" & 3" Culls SPRUCE.

ALSO ONE MILLION LATHS.

J. P. Abel, Fortin, Limited,
379 Desjardins Ave., Maisonneuve,
21-22 Montreal, Que.

For Sale—Cherry

1 car 1 in. No. 1 Common
1 car 1¼ in. No. 1 Common
1 car 1 in. No. 2 Common
1 car 2 in. No. 2 Common.

Also fair stock other grades and thicknesses 1 in. to 4 in. Fine stock. One year and older, immediate shipment.

Address Box 375, Canada Lumberman, Toronto. 19-22

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

WANTED—Second hand 8" Waterous Gun Shot Saw Mill Feed, Without carriage.

Trenton Cooperage Mills, Ltd.
21-24 Trenton, Ont.

One Band Resaw, either Cowan or Yates, 5 or 6 inches saw, tilting rolls, 50 to 60 inches complete and in good order.

CHICOUTIMI PULP CO.,
22-25 Chandler, P. Q.

Wanted

Vertical Band Resaw for 12 in. x 12 in. timber. Also small jointer.

J. E. RUSSELL,
19-22 Foot of Cherry St., Toronto.

Machinery For Sale

For Sale

Waterous Big Champion Edger for six saws, Waterous Log Kicker 10 inch cylinder with arms all complete, Waterous Ratchet Set works, Two single bevel friction live roll drives complete. For further information apply Conger Lumber Co., Ltd., Parry Sound, Ont. 22t.f.

For Sale—Locomotive

One 28 Ton 3 Cylinder 8 x 10 Standard Gauge Lima Geared. Located in Canada.
Box 376, Canada Lumberman, Toronto, Ont.
19tf

For Sale—Two Moreau Barkers

in good condition, practically new.

CANADIAN PULPWOOD CO.,
19-22 129 Commissioners St. W., Montreal.

Sawmill Carriage For Sale

Complete with set works, Boss Dogs, Opening 36 in. No track. Bargain.

HOLT TIMBER CO., LTD.,
19-22 Bolger Bridge, P. O., Ont.

For Sale Cheap

1—20 in. Swing 20 ft. Bed Putnam Engine Lathe, suitable for Shafting Work.

HYDRAULIC MACHINERY CO., Ltd.,
19-22 Montreal, Que.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

I Offer for Quick Shipment the Following Machines

Subject to Prior Sale

Please give me an inquiry if you do not find the machine you want among those listed below, as I have about one hundred additional woodworking machines of various types.

American 30" x 12" 4 Side Timber Sizer and Matcher.
4 x 7" Berlin No. 89 Hardwood Flooring Planer and Matcher.
15 x 6" 77-B American Fast Feed Planer and Matcher with double profiler.
15 x 6" Berlin No. 94-X Fast Feed Planer and Matcher.
Berlin 30 x 6" No. 182 Fast Feed Double Surfacer.
American No. 229 Hardwood Flooring Machine.
American No. 22 Planer and Matcher.
Hall & Brown 12" 4 Side Moulder.
10" Glen Coe 4 Sided Inside Moulder.
10" Hermance Wide Open 4 Sided Sticker.
Greenlee Bros. 6" 4 Side Sticker.
6" C. B. Rogers 4 Sided Moulder.
No. 129 9" Woods Moulder.
American 10" Moulder.
Berlin 10" No. 108 Open Side Moulder.
Berlin 10" No. 118 Inside Moulder.
200 Prs. Moulding Knives Ground to Shape.
Mershon 44" Band Resaw.
Connell & Dengler 60" Band Resaw.
44" Circular Resaw..
American No. 1 Band Rip Saw.
Greenlee Bros. Power Feed Rip Saw.
Rogers 40" Circular Saw Sharpener.
30" Brand new Clarge Fan.
E. B. Hayes Dowell Gluer and Driver.
E. B. Hayes Dowell Rod Machine.
E. B. Hayes Dowell Power Door Clamp.
Buss Machine Works 30" x 7" Single Cabinet Planer.
12" x 24" Jointers or Buzz Planers.
24" x 6" Hobbs Pony Planer.
5' Swing Cut Off Saw.

C. J. ANDERSEN,
15 W. Swan St.,
22 Buffalo, N. Y.

FOR SALE—75 H.P. Westinghouse 2200 V. 60 cycle 3 phase induction type motor, complete with starting panel and oil switch. Address Box 543, Sault Ste. Marie, Ont. 22-25

FOR SALE—Fairbanks Morse Gasoline and Kerosine Hoist, on skids, 144 H.P. $700 Also complete Logging Equipment for 40 men Inquire Box 543, Soo, Ont. 21-24

One Moreau Rosser For Sale, Cheap. Also one 35 Horse Power Engine.

Bethune Pulp and Lumber Co., Ltd.,
22-25 Huntsville, Ont.

For Sale

60 H.P. Brown slow speed Steam Engine. 13 in. bore, 30 in. stroke, flywheel 10 ft. dia. 18 in. face, 85 Rev. per min. Dakin Feed Water Heater 3 ft. 4 in. dia., 11 ft. 4 in. long, 3 compartments.
2 Ply Leather Engine Belt 16 in. wide, 68 ft. 6 in. long. J. M. T. Bronze Pressure Reducing Valve 5 lbs. and up, for 2 in. pipe.
Moorehead Steam Trap size No. 1.
Would exchange for lumber.

KALBFLEISCH PLANING MILL,
19-22 Stratford, Ont.

Second Hand Machinery

We have over $250,000 worth of used machinery of all kinds for sale. Suitable for mines, quarries, railroads, pulp and lumber mills, etc.
Everything carefully overhauled at our shops before shipped.
Send us your inquiries.

R. T. GILMAN & CO.,
19tf Montreal.

Situations Wanted

Advertisements under this heading one cent a word per insertion. Box No. 10 cents extra. Minimum charge 25 cents.

Young man (21) desires to better his position with lumber firm, four years' experience lumber office. Prefer town rather than city. Excellent references. Box 415, Canada Lumberman, Toronto. 22

WANTED—Position as Bookkeeper and pay roll clerk. Have had six years' general office experience. Can come at once, and willing to work in any part of the United States or Canada. Best references. Box 390, Canada Lumberman, Toronto, Ont. 20-23

Young Frenchman, aged 23 (former Military-Interpreter attached to A.E.F.) having good knowledge of forestry, saw mills and wood trade is eager to get an opening in an American forestry or woodworking firm. Highest references. P. Marotte, c/o Simon-Mabon, Redon, (I.etV.) France. 22

Situations Vacant

WANTED—Representatives for Ontario and Quebec to sell British Columbia lumber and shingles for wholesale firm with good connection. Reply to Box 414, Canada Lumberman, Toronto. 22

Travelling Salesman for Ontario, with Lumber experience, is wanted. Young man of character, initiative and ambition; to such a one making good a bright future is open. Box 417, Canada Lumberman, Toronto. 22

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 182, Canada Lumberman, Toronto. 4-t.f.

Business Chances

For Sale

At Carmi, B. C., 75,000,000 feet timber limited. Address

J. D. GeBOTT,
19-22 Big Rapids, Michigan.

FOR SALE—SAWMILL COMPLETE with planers, etc.; capacity 25,000 daily; located on G. T. P., near Pacific Coast. Reasonable terms can be arranged for mill and standing timber. For full particulars apply Box 291, Edmonton, Alta. 22-25

Wanted

Spruce pulpwood timber in fee simple, large or small tracts, Ontario or Quebec. Also exportable Spruce wood, rail or water shipment. Answer with complete information and plat. Box 413, Canada Lumberman, Toronto. 22

FIRM MANUFACTURING High Class Interior Finish want experienced men in towns within shipping distance of Montreal to solicit business and book orders on a percentage basis. Good opportunity for men carrying on small carpenter or repair business.
Apply for full particulars to Box 11, Station "C", Montreal, Que. 22-25

Standing Timber For Sale

We have listed with us for sale, many attractive properties in all parts of Canada and Newfoundland, Freehold and Crown Lands both in Hardwoods and Pulpwood, close proximity to railroads, easily operated. Also several very attractive mill properties with and without timber Limits. Cruisers' reports and blueprints where available furnished bona-fide principals. Timber Limits bought and sold.

WM. COOKE & SONS,
Timber Brokers,
19-22 Stair Bldg., Toronto.

Miscellaneous

Auction Sale of Timber Licenses

UNDER AND BY VIRTUE of the powers contained in a certain hypothecation which will be produced at the time of sale, and under and by virtue of all other rights and powers thereunto enabling, there will be offered for sale by public auction on Saturday the 20th day of November(1920, at the hour of eleven o'clock in the forenoon by C. M. HENDERSON & CO., AUCTIONEERS, at their premises, 128 King Street East, in the City of Toronto, the following property, namely,—ALL THOSE CERTAIN LICENSES to cut timber in and upon certain portions of the Township of Proctor and on the North shore of Lake Huron, which licenses are known respectively as Numbers 90 and 91 of the Season 1920-21 and being Berth No. 142 in the said Township of Proctor and Berth No. 143 on the said North shore of Lake Huron, each parcel containing an area of thirty-six square miles more or less, as set forth and described in the said licenses, saving and excepting thereout all such lots or parcels as are thereby excepted.

The limits for which these licenses are held are said to be favorably situated and easy of access. It is reported that there are upon the limits fifteen million feet of Hemlock; four million feet of White Pine and ten million feet of hardwood, suitable for manufacture into lumber.

TERMS: Ten per cent. of the purchase money to be paid down at the time of sale and the balance to be paid within thirty days, without interest.

The licenses are offered for sale subject to all the conditions and regulations of the Department of Lands, Forests and Mines of Ontario affecting the same.

The licenses will be offered for sale in one parcel and subject to a reserved bid.

Further particulars, terms and conditions of sale will be made known at the time of sale or upon application to Messrs. Johnston, McKay, Dods & Grant, Traders Bank Building, Toronto, Solicitors for the vendors.

DATED at Toronto this 30th day of September, 1920. 20-22

For Sale—Timber Limits

187 Square Miles in province of Saskatchewan, including Saw Mill, Planing Mill and general equipment such as Logging Engine, Tanks, Rutters, Snow Plows, 30 sets McLaren Logging Sleighs, etc., etc., For further information address the Saskatchewan Lumber Co., Limited, Crooked River, Sask. 22-25

Sale of Timber

Tenders will be received by the undersigned up to and including Saturday the 20th day of November next, for the right to cut the timber on a number of townships in the Porcupine Mining Division of the District of Temiskaming.

For further particulars apply to the undersigned or to Mr. W. G. A. Wood, Crown Timber Agent, South Porcupine, Ont.

BENIAH BOWMAN,
Minister of Lands and Forests.
October 20th, 1920. 21-22

Auction Sale of Timber Berths

The undersigned has received instructions to sell by public auction at Orillio on Tuesday, November 23, at 2 p.m., two excellent timber berths in the Township of Ballantyne, District of Nipissing.

These two berths comprise 26½ square miles. They are situated just east of South River and within six miles of Wasing Station on the Canadian National Railway. Parts of the berths lie within the boundaries of Algonquin Park.

The pine on these limits was taken off years ago, but the other timber has never been touched. An estimate prepared for the Department of Lands, Forests & Mines places the amount of timber on these two berths as follows:—

Berth No. 2, Ballantyne

10,000	feet Pine
7,415,520	" Hemlock
8,533,500	" Birch
125,500	" Ash
748,000	" Soft Elm
18,000	" Basswood
215,000	Cords Chemical Wood
20,860	Telegraph Poles
60,000	Railway Ties
2,300	Cords Spruce.

Berth No. 4, Ballantyne

150,000	feet Pine
5,500,000	" Hemlock
13,500,000	" Birch
750,000	" Ash
600,000	" Soft Elm
125,000	" Basswood
130	Cords Chemical Wood
25,000	Telegraph Poles
100,000	Railway Ties
7,000	Cedar Telephone Poles

These figures are believed to be conservative.
Further particulars on application to

Geo. H. Clark
21-22 **Orillia**

British Government Investigates Possibilities of New Sources of Fuel.

While mothers are finding it hard to get sugar enough to preserve fruit and children must eat less and less candy, scientific men are talking of using sugar to produce fuel for the automobiles which have taken the place of horses in many countries. Instead of making sugar from the juices of the cane, the beet and many other plants, alcohol for fuel will be produced. The British Government, because of its many colonies in the tropical zone where much sugar is planted, has been investigating this new source of power.

So often has it been said that the world's available supply of petroleum is rapidly decreasing, that no longer is anyone alarmed by a repetition of the warning. Yet it is highly probable that within the next third of a century, gasoline and derivatives of petroleum will be so rare as to be of comparatively little value to the motor car industry.

On the other hand, if a motor car fuel can be obtained from a vegetable growth, it is evident that the supply will be practically inexhaustible, because each season nature will renew the source of supply in the fields.

A committee of the British Government, appointed to investigate the matter, reports that it is of the opinion steps should be taken to ensure increased production of power alcohol by the extended use of vegetable matter from which it may be obtained.

Some of the most important materials of this nature are: sugar-containing products such as molasses, sugar beets and mangles; starch, such as maize and other cereals; potatoes and cellulose-containing products, such as peat, sulphite wood pulp, lyes and wood. In Hyderbad, India, the sun-dried flowers of the mahua tree contain, on the average, 60 per cent. of fermentible sugar.

This product, it is further stated, can be set down at the factory in the vicinity of the plant's place of growth, at about $7.50 per ton. The yield, under scientific treatment, is about 90 gallons of alcohol to the ton.

Inasmuch as gas power is today a tremendous force of industry, driving, as it does, automobiles, trucks, tractors, farm machinery and airplanes, it is unthinkable that governments should not take adequate steps in time to meet the certain future deficiency of petroleum products.

The fuel of the future is certain to be grown—not mined, as at present.

Sawdust Cattle Food.

Surely the price of beef should drop if the new sawdust cattle food described by a food chemist to his associates at Chicago comes into vogue. A representative of the Forest Products Laboratory at Madison, Wisconsin, reported that by the use of dilute sulphuric acid which was afterwards neutralized by lime, he was able to make a very satisfactory provender for the lowly kine out of the waste of the buzzsaw. After the lime and acid have been eliminated there remains a soft branlike food containing about 15 per cent. of water and rich in sugars. Three cows at the laboratory took this ligneous diet on trust, believing it to be grain, and not only did they fatten on it for three months, but gave more milk. The United States Department of Agriculture was so pleased with the experiments at Madison laboratory, which is under its jurisdiction, that it has given directions for the repetition of the experiment on hundreds of cattle at various stations under its control throughout the United States. If the final tests are satisfactory any farmer who has a good woodlot need not worry over famine.

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street,
MONTREAL, P.Q.

LOG STAMPS
Write us for particulars and prices
Superior Mfg. Co., Ltd.
93 Church St., Toronto

RAILS
New and Relaying also Frogs, Switches, Spikes, Etc. All sizes in stock. Also used
Locomotives, Logging, Box and Flat Cars, Hoisting Engines, Chain, Wire, Rope, etc.
R. T. GILMAN & CO.
MONTREAL, QUE.

Review of Current Trade Conditions

Ontario and the East

Generally speaking, business in the lumber line is passing through a quiet period and very few carloads are being disposed of. There is a disposition on the part of retailers and also consumers to hang back and await developments. On a falling or unstable market it is rather difficult to do business, at least until the members of the trade are convinced that quotations have struck rock-bottom.

Prices are holding fairly firm in most lines and particularly so on white pine, although there have been some rather sharp reductions in merchantable hemlock and spruce is off a few dollars.

The whole situation is one that presents considerable difficulty to analyze, and no one can gauge the future with any degree of certainty. Many concerns are preparing to curtail operations, and this particularly refers to hardwoods where, owing to the collapse of the automobile industry, requisitions for stock are rather isolated. Many exaggerated reports are flying around regarding the large stocks on hand which some lumber firms have, the loss that they will have to take owing to falling prices, the character of the prices, etc.

The bottom has not fallen out of the lumber business by any means, and as soon as demand re-asserts itself, which will likely be in the early spring, there is but little fear that prices will once more soar. They may, of course, not reach the peak which they did last season, but there is going to be a much-decreased cut in the East, and even in Ontario production will be considerably less in certain districts. Much will depend upon the attitude of labor, the cost of supplies and whether the scale of wages comes down. It is expected by some operators that men will be much more plentiful around the Christmas holiday period and that wages, which are now abnormally high in logging, as compared with similar jobs, will sag. At present lumber prices, millmen contend that they cannot go ahead and produce lumber and make any money. Rather than proceed on a no-profit basis, they will curtail the extent of their operations. Practically all the mills in Ontario have closed down, and this will release a number of men for the bush.

Much in regard to the wood products situation is at six's and seven's at the present juncture, and the great question arising in the trade is what will be the attitude of the public toward lumber prices in the spring and will building proceed on a larger scale than ever or will a period of comparative depression set in? There are signs and counter-signs, some portending unusual development and others pointing the way to extreme dullness. At this writing it is not possible to give any authoritative information on how matters will eventuate. There is practically no demand for B. C. products. The mills there are closing down, the American market having been practically eliminated and the requisitions from the prairies being exceptionally few. Lately a despatch was sent out from Washington, which reads as follows: Recent increases of 35 to 40 per cent. in Canadian railway freight rates had practically eliminated lumber shipments from British Columbia to the United States, according to a report to the Department of Commerce from Consul Wakefield at Prince Rupert. During the past 12 months, the Consul said, British Columbia exported 20,000,000 feet of spruce and 60,000,000 shingles to the United States, while the only lumber now being shipped was contracted for before the rate advances. Spruce mills are closing down or curtailing operations, he added.

Writing to the "Canada Lumberman," a leading firm in Boston say that the mill owners down south, comprising the largest operators in Georgia and Florida, have reduced common labor at the plants to $2.50 a day and that wages for other classes of workers will be cut proportionately. This represents a decrease of, approximately, 25 per cent. Commenting upon the action of the Georgia-Florida concerns and contrasting their stand with that of some organizations in Canada, the company say:

"It seems to be the case still in Canada that they are paying enormous wages in the woods and having hard work to get men. Everywhere in the United States men are getting more plentiful and wages are being reduced. As you know, Southern pine is now selling so far below spruce and white pine as to be a serious menace to that business. If the pulp industry doesn't modify its ideas of wages in the woods it will be serious for the Canadian lumbermen, we are afraid. The lumber market is certainly going to be affected by the market down here in Boston, and this boom in pulp and paper cannot last forever. In fact, we have heard there was a rather serious amount of countermanding of orders in this neighborhood lately. It has been predicted by some that the paper and pulp prices had already reached their peak, and are likely to go like sugar before a great while."

Building operations for fall are fairly active in the larger centres in Ontario. An increase of almost $400,000 in building operations in Toronto for the past month over October, 1919, is shown by the records of the city architect's department. Building permits compare as follows: October, 1920, $2,883,302; October, 1919, $2,490,936. The value of buildings for which permits have been granted in Toronto so far this year is $22,849,642, in comparison with $15,243,766 for the same period last year.

Great Britain

The restraining influences of the great strike had taken effect in a perceptible manner in the attitude of all consumers of hardwood. There has been little business moving, and on all sides buyers are content to mark time and anxiously await the progress of events. In view of the uncertain outlook it is natural that a more or less cessation in the demand should be experienced, and the prospect if the strike continues, is, needless to remark, full of grave possibilities to every existing trade.

From accounts derived from America, the era of the fashion for utilizing oak for furniture and fitments appear to be gradually receding, says the "Timber Trades Journal." Mahogany and walnut are fast supplanting this wood, especially the former. It was the general opinion in pre-war days that the supplies of walnut in the States were about exhausted, and it occasioned much surprise when such great quantities of high-class wood were forthcoming during the war for gun-stocks and propellor work. As is well known, there was a considerable surplus of walnut left on hand in our markets, and as there has been no recurrence of the former demand for this wood by the cabinet trade of this country, most of these stocks have been re-shipped back to the States. The appreciation of the wood by the American consumer has been fairly active for a long time past, but not so much in regard to their native-grown wood, buyers showing more eagerness to purchase figured material, and this they have found in the timber of Circassian growth, which has been shipped in large quantities from this market.

The decision of the Government Committee to guarantee employment in the building trade, or rather to guarantee a large proportion of wages when work is stopped, is not to be taken unconditionally by the men's unions. Ministers have pointed out lately that the slow pace of building is not due to finance or to red-tape obstructions, but simply to lack of labor. This shortage of men is due, in its turn, to the rigid rules of the men's unions against the admittance to their ranks of ex-soldiers not formerly in the building trade.

The f.o.b. situation is becoming a little clearer as the close of the shipping season approaches. From Sweden it is known that the shippers have very little beyond "scrapping" specifications, which, even if they wished to dispose of them, would be a difficult matter. However, there does not seem to be any disposition to sacrifice on the part of the Swedes, says the "Timber News."

The Finnish exporters have a few specifications which are tolerably respectable for disposal, but the complex situation in the U. K. created by the labor difficulties and congested state of the docks at some of the importing centres has effectually throttled British buyers, who will probably remain content to handle their present stocks.

Large quantities of Canadian spruce have arrived in this country of late, and the flood will continue for some little time longer—possibly all during the winter from the lower ports. Many of these shipments are not unconnected with the operations of the Associated Importers Ltd.

The importers and merchants are likely to commence this winter with quite good stocks, but as there are many indications of a strong demand, there should be no fear of any collapse in prices from the market point of view, provided, and always provided, the importers do not lose their heads.

United States

The great election is now over and the Republican wave has swept the country. Business interests are now looking to the future but it is not expected there will be any sudden revival in trade nor will industrial activity and expansion come over night or in the twinkling of an eye. Some newspapers say that it will be three months and others six months or perhaps longer before any radical alteration in conditions can be hoped for. The general tone of the press favorable to the new administration is that too much cannot be

View of Mills in Sarnia.

BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

"Rush Orders Rushed"

Cleveland-Sarnia Sawmills Co., Limited

SARNIA, ONTARIO

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

anticipated in the way of immediate results from the outcome of the late campaign. It would be a serious mistake to have a very general revival in trade and an inauguration of an era of prosperity before the liquidating and equalizing process has been completed, says one lumber paper. Today many staple lines of industry have reduced their prices below the cost of production. The other lines, because of favorable conditions or by manipulation, maintained the price of the commodities they manufacture or distribute at high peak prices.

The road to prosperity must first be levelled down and the bumps and obstructions which still exist, in the way of robber prices, must be removed.

A very concrete illustration of this fact can be found in the building trade. Forest products have been reduced all the way from 40 to 100 per cent. The material sold by a retail lumberman constitutes only about one-third of the total cost of a modern home. Those who manufacture and distribute bathroom, plumbing, heating and other essential fixtures are asking today approximately the same prices they did last February or March. Skilled and unskilled laborers have not volunteered to work for less wages or longer hours for the same pay. In some instances there has been a marked improvement in their efficiency. The home builder finds that, while the lumbermen would give him very substantial concessions, others from whom he must purchase material or labor are still on the old basis, and accordingly the total reduction from the high peak prices amounts to only 10 or 15 per cent.

The benefits to be derived from the new administration will undoubtedly have to be spread over a long period of time. One of the biggest problems which must be solved is finances. Credit and confidence is a big factor in the business world. During periods of abnormal prosperity people in all lines are willing to take chances, and accordingly comparatively small money suffices to do the business of the country. When everybody gets conservative and cautious, they not only want the money that is due them but insist upon doing business largely on a cash basis.

It is certain that before we can again enter into a long period of prosperity, the iniquitous and vicious system of levying taxes by the government must be radically revised. As it is today, thrift, economy and activity are penalized. Money which is absolutely needed to carry on various enterprises is confiscated by the government, often based on paper instead of actual profits.

The lumber business of the whole country is largely in a stagnant or dormant condition. In the eastern states the stringency in the money market is given as the reason why little building is being done. Retail lumbermen are not inclined to push sales except where they can get cash in return for their material. Most of them are doing their best to get in old accounts and make a good showing the first of the year.

A more stable price basis, it appears, is approaching in the hardwood market. There will be more or less price fluctuation for some time, such as usually precedes the settling down process, but hardwood men do not believe that there will be any consequential change from the present level. Early stabilization of hardwood prices is absolutely essential, for just as long as it remains uncertain buyers are going to stay off the market and business is going to be poor; but just as soon as it becomes clear that the downward trend of the market has been checked there is bound to be an extensive revival in buying.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Demand at Ottawa Slackens But Prices Remain Firm

A slackened demand, with prices remaining firm and the tendency toward the woods labor situation showing an improvement, marked the Ottawa lumber market during the opening period of November The outlook to the end of the year, while not hopeful of heavy or increased business, was considered bright.

The fact that prices did not tend to reach lower levels, or that no weakening in the pine or spruce grades had been shown was considered by the trade as a particularly good omen. On the whole lumbermen did not look for any advance in price of any of the grades until after the beginning of the new year, though a few expressed optimistic views that the values of some of the white pine grades would go higher before the new season's sawmill cut came in.

The presidential elections in the United States and the season of the year was generally remarked by the trade as being two of the most important factors in the slowing up of business as compared with a few months ago.

In regard to the influence of the presidential elections it was referred to that the American yards and buyers had shown a tendency for some weeks past not to make purchases of any, unless necessary, Canadian stocks until after the presidential contest was over. Others of the trade were inclined to the belief that the approach of the usual slow fall and early winter season and beginning of the mills book-balancing period was accountable for the slow business.

Foreign cars for shipments with destinations in the United States were plentiful. Rail transportation facilities were good. Orders were not as plentiful as they had been, and inquiries showed a tendency to drop away. What business was done chiefly centered around the pine and spruce grades. Lath and shingle showed a little or no movement. The call for the domestic trade was chiefly for the middle or lower grades and was largely used for repair or alteration work.

From the woods end came reports that there was being exhibited a greater energy on the part of the woodsmen to go into the woods, but from other quarters it was stated that the effort on behalf of the workers may have come too late to ensure all of them getting the expected employment, owing to some of the companies some weeks ago having to cut down the number of their woods camps, in view of the impending and actual shortage of labor existing at that time.

On the other hand, some reports indicated that some of the companies with camps already manned and ready for operation in the different pine belts were closing them up with a view of lessening production so that the pine market would not be overstocked next spring. Little credence was placed in this view by the bigger lumber operators.

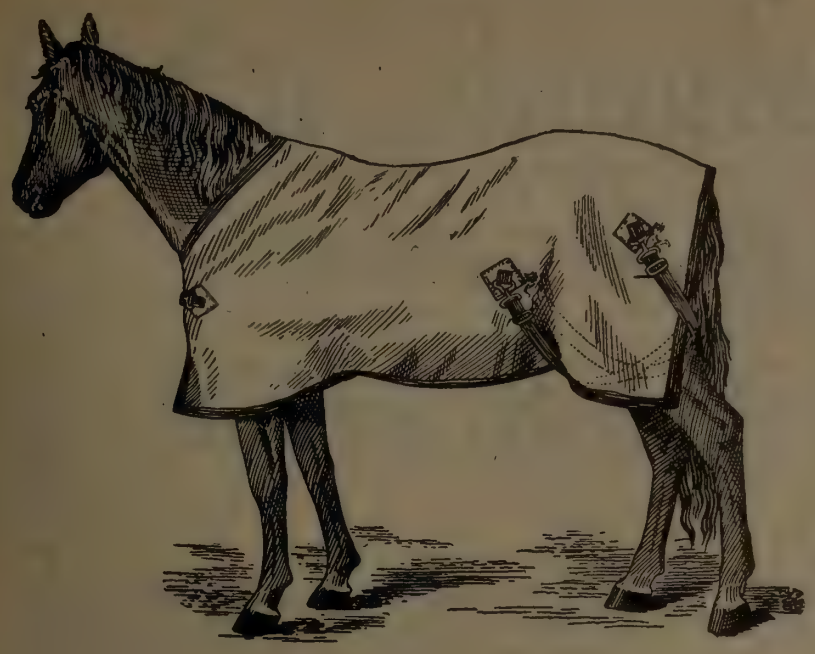
Generally it was pointed out that there had been a shortage of production for the last four years and the likelihood was that there would be a further decrease this year. Most of the Ottawa mills were seriously hampered in this season's sawing operations by the shortage of logs due to low water and other causes, and in the case of the W. C. Edwards Company, a whole month was cut off the sawmill season. The total saw cut for this season for this mill, which has led the Valley for the last three years, will, it was reported, fall even behind that of 1919.

During the early part of the month a reaction was noticed in the level of the Ottawa River which rose sixteen inches in two days. The raise proved a welcome one to the lumbermen and pulp operators who held out hopes that a further raise would be shown before the ice set in, which would provide a more satisfactory outlook for the operation of the pulp and paper mills and power companies during the winter months.

Conditions with the local woodworking factories remained pretty much as they had been during the month of October, the demand for sash and door products remaining fairly brisk.

Export Lumber Trade at Quebec Over for the Season

The export of timber and sawn lumber from the port of Quebec has practically come to a close as far as the present season of navigation is concerned. The total extent of shipments during the past summer is not yet computed, but when the statistical returns are available, it will be found that the amount of business done by the Quebec shippers does not leave very much room for complaint, taking into consideration the condition of the United Kingdom market, high rates of freight and the rate of exchanges. With the exception of three more sailings of the Canadian Pacific Ocean Service passenger lines, the "Empress of Britain," steamer "Victoria" and "Empress of France," which are all under contract to carry parcels of deals, few other ocean steamers are booked to sail from the port of Quebec. The exceptions are the coming here of one more Manchester Line steamer, the "Manchester Hero," due shortly to take on board a half cargo of timber and deals, and two Head Line boats, the "Ramore Head" and "Metmore Head," who will first proceed on to Montreal and on their way to sea will stop over at Quebec to take on half cargo of wood. It must be understood that, while navigation of the St. Lawrence is practicable from Quebec to the sea for months after the channel between Quebec and Montreal is closed by being frozen over. navigation of the St. Lawrence and the close of its season is governed by the port of Montreal, where all the chief agencies of British steamship companies are located, and advise the head offices of respective



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interests in the United Kingdom, and this curtails navigation of the St. Lawrence from the port of Quebec by two months at least.

The Manchester Line steamers "Manchester Division" and "Manchester Brigade," and the Canadian Government Merchant Marine steamer "Canadian Raider," were the last ocean vessels to sail from Quebec with lumber and deals. The two former took on board half cargoes and the latter-named a deck-load of deals. The stability of the freight rates this fall was a disappointment to the Quebec shippers, as they expected an appreciable decrease and which, to a large extent, was responsible for the absence of heavier shipments in comparison to previous years. But the essential feature to be considered is the falling off in demand by the United Kingdom markets, and Quebec shippers spoken to realize that the demand for next year from the United Kingdom for Canadian wood will be very conservative.

One of the factors to account for these conditions is the distribution by sale of the vast quantity of lumber purchased in Canada during the war by the Imperial Government, now being sold in England, and the quantity that still remains in New Brunswick to be shipped. Another factor that interferes with buying in the Canadian market is the rate of exchange. The British purchaser has grown impatient over the prolonged depreciation of the pound Sterling, and quite a number have declared that they will make no further purchases than absolutely needed until the rate of exchange considerably improves. In the meantime, the Quebec timber and lumber manufacturers have under serious consideration the imitation of the trade in other Canadian provinces to curtail their production during the coming winter. Some even go to the length of saying that they will close down their mills altogether, while others declare they will cut down their production by fifty per cent. The primary reasons given are, in the first place, their yards are all well stocked from last year's production, and secondly, on account of the demand of jobbers and labor for increases for their services.

The scarcity of labor is a problem these days caused by the rush of labor into the woods for the cutting of pulpwood for firms who are offering higher wages. Shippers, discussing the situation with the "Canada Lumberman's" correspondent, state that, while they do not expect to see any appreciable change in the United Kingdom market for some time to come, express the hope that, now, the United States presidential election is over, business interests in that country and its timber and lumber markets will revive and that the American concerns will get down to serious business, that will lead to a reaction in the building trade. This will create a demand for Canadian woods that will ameliorate the present dormant conditions of the United Kingdom as regards its wood markets.

The pulpwood trade of the district of Quebec recently received a jolt that came unexpectedly and has been responsible for a decrease in the price of pulpwood. The purchasing power of the American pulp and paper interests having come to the conclusion that they were paying too much money for the pulpwood they were receiving from Canada, quickly began to increase their supply and stock their yards, and when this was accomplished, notified the Quebec shippers that they required no more pulpwood at the prices they were called upon to pay. They gave out that their supply was sufficient to carry on for the present, and would not purchase any more pulpwood this winter unless the figure was considerably reduced. Some of the Quebec dealers, supported by the banks, became alarmed and made a reduction in their rate per cord, while proprietors of this wood in the Baie de St. Paul district got cold feet and made a substantial cut in price. The majority of the Quebec pulpwood dealers were not, however, pleased by the unexpected change in the situation with the knowledge that the American pulp and paper mills would sooner or later require their wood. Some dealers, who keep themselves well informed as to conditions and the stock of pulpwood in possession of their American customers, say they saw the bluff coming and, at the same time, knew that the American mills had not more wood in stock than would keep them going longer than three months.

One Quebec pulpwood dealer and shipper to the United States market expressed himself as follows: "There is undoubtedly a tendency on the part of the mills in the United States to force the price of pulpwood down, and market conditions for pulp and paper are not quite as good as they were. But it must be remembered that pulp and paper mills can still pay the present price for pulpwood, even if they have to accept for the finished product a drop of 25 per cent. under the prices that were prevailing a few months ago. It only requires a little patience, and for the Quebec pulpwood shipper not to get nervous or anxious in the present, and they will find that all will come back and prices will remain."

The firm of Price Bros., Limited, recently reorganized and signed a contract with Lord Beaverbrook to supply the London Daily Express, of which he is the proprietor, with fifteen thousand tons annually for three years. Every day this firm is refusing orders that are offered by American newspapers, likewise foreign publications, to enter into contract agreements for the supply of newsprint. The reorganization of the Price Bros., Limited, will be completed in all details very shortly, when it is expected that a big expansion of the firm's business will be proceeded with, and in the course of time when the necessary machinery can be obtained to be installed in their new Chicoutimi plant, the output will be greatly augmented.

New Process of Kiln Drying

A kiln drying process which will dry one-inch softwood lumber green from the saw, to 10 per cent. moisture content in 24 hours or less has been developed at the U. S. Forest Products Laboratory at Madison. The novel feature of the process consists in forcing superheated steam at high velocity first in one direction and then in the opposite through the pile of lumber in the kiln. This treatment dries the lumber very uniformly and rapidly with a minimum of checking and warping. Drying lumber by this process consumes more steam per thousand feet of lumber than ordinary kiln-drying processes; it somewhat reduces the toughness of the lumber and cannot be used in thicknesses of more than two inches. It is suited to Douglas fir, fir of all kinds, western hemlock, white cedars, sugar pine and both western and southern yellow pine, but not to some softwoods on account of collapse.

The Parent Body and Its Branches

In the system of religious education and development in any community, it has always been contended by the most successful denominational bodies that the Sunday school, the young people's societies, the mission bands, etc., are the greatest feeders to the church. These subordinate organizations form a sort of training ground, a nucleus of interest, a rallying centre and a source of education, and inspiration for growth in membership, strength and character.

In a similar sense it is the district associations and small local bodies which are going to make the membership of the Ontario Retail Lumber Dealers' Association strong in numbers and influential in standing. The bigger issues, such as transportation, insurance, cost of doing business, overhead, deliveries, general order forms, credits, collections, arbitrations, etc., can well be attended to by the bigger body, which meets once a year. There are, however, many local problems and district perplexities which are peculiar to certain localities that need adjustment. It is to these that the District Associations give attention and render judgment. Their sittings are like family gatherings, where the dealer from one town becomes acquainted and has a social chat with the fellow from the adjoining village. They have a unity of interest and a bond of sympathy which is not felt in a larger body. Then district sessions are held three or four times a year when all the members come together and have wholesome, friendly converse around the table. There is no formality and each man is asked to give his views. In the numerous expressions of opinion on trade topics, much wisdom is presented and not a few invaluable pointers gained. When a retailer becomes vitally concerned in his District association, his interest in the trade broadens and increases. He desires to become an aggressive member of the bigger body, the O. R. L. D. A.

When the latter was organized three years ago, there were only five district associations and today there are eight, the latest effort in this direction being among the retail lumbermen in the Niagara peninsula. Comparisons are invidious but the Southwestern Ontario Retail Lumber Dealers' Association, the Orangeville District and the Stratford District are, probably, the livest of any in the province. These men assemble frequently and a continuity of connection and friendship is established. Another matter of importance is that Mr. John B. Reid, president of the Ontario Association, is proving himself a live wire in visiting the different districts and delivering timely addresses, not only on organization work but in explaining several of the weightier matters which come before the Ontario Association. He also points out its work and worth to the industry as a whole.

The idea of the president attending at least once a year the different district meetings and getting more intimately acquainted with the members is a splendid one that will, doubtless, be followed by succeeding presidents. A link of unity and bond of interest is maintained and the relationships which exist between the different subordinates and the provincial organization will become deeper and stronger.

What small societies or guilds are to the aggressive church or community so alert, vigilant district bodies are to the Ontario Retail Lumber Dealers' Association, which will hold its annual meeting in Toronto in February next. It is understood that already several plans are under way for the extension of its operations and the widening of its powers, not only as an institution itself, but in the work which it has done and is doing in placing the retail lumber business on a higher plane and teaching men how to do real business on sound principles and at the same time remain friendly and co-operative in spirit.

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THE HARRIS ABATTOIR COMPANY, LIMITED

TORONTO

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Cutting Shorter Lengths in Pulpwood

(Continued from page 61)

total age 50 years for balsam, 74 years for white spruce, and 104 years for black spruce. It is advisable, therefore, that, in all logging operations, the fullest utilization possible be made of every tree cut, and that every precaution be taken to avoid injury to those left standing, in order that they may produce a second crop in the shortest possible time.

Where logs of only one length, 16 feet, are being cut for pulpwood, there is a loss, due to waste in stumps and tops, of 25 per cent. of the total volume of the tree in balsam, 14 per cent. in white spruce and 20 per cent. in black spruce. These figures are based on actual measurements, where the stump height averages about 18 inches. Where winter cutting is done, stumps cannot be cut much below 18 inches, owing to the depth of the snow, but the waste in tops can be reduced by cutting to smaller top diameters. This would necessitate the cutting of different lengths of logs, say, 10, 12, 14 and 16 feet, the increased cost of which would be more than offset by the greater production per acre. A 3-inch top diameter makes a gain over the 4-inch of one cord for every 223 trees, a gain over the 5-inch diameter of one cord for every 89 trees, and over the 6-inch diameter of one cord for every 53 trees.

The short logs in water will not support a man's weight, and may, therefore, be harder to drive but on the other hand because they dry out more quickly, float higher in the water than the long lengths and are not so liable to form jams.

Cutting shorter log-lengths increases the number of cords which may be cut per acre; it lengthens the cut of any given area; it gives the unmerchantable trees that much more time in which to grow to a size sufficient to enable the area to be cut a second time, and it decreases the fire hazard through the fuller utilization of the tops.

Thinks Pulp Situation Will Ease Up

Angus McLean, vice-president and general manager of Bathurst Lumber Company, Limited, Bathurst, N.B., pulp and lumber producers, declared on his arrival in New York from abroad that Canada will take care of the United States in paper supply because of easy transportation and on account of her proximity to Canada's logical market. England will get her paper and pulp from the Scandinavian countries in greater quantities than heretofore, he said.

Angus McLean, Bathurst, N. B.

"While abroad I discussed the paper situation with Lord Beaverbrook and it is his opinion that pulp will ease up," said Mr. McLean. Lord Beaverbrook did not carry out his intention of buying a paper mill in Canada because of "extreme prices asked for property," according to Mr. McLean.

Preserving the Forest Wealth of Ontario

The great importance of the proper management and conservation of the forests of Northern Ontario was presented in a stirring address delivered before the Rotary Club in Toronto recently by Robson Black, of Ottawa, secretary of the Canadian Forestry Association. He pointed out that the forest wealth exceeded that of the mineral resources and that the task of conservation was primarily one of state leadership.

"When we speak of forest conservation we refer not to a garden of weeping willows, nor even a square mile of tall pines," said Mr. Black, "but a procession of workmen in a wilderness of timber, new traffic for railways, a guaranteed supply of wood materials for all time to come and the annual tax bill of the Canadian citizen paid more liberally from other sources. We have been accustomed to treat the forest as a way-station to agriculture. Fifty years ago this was a fairly innocent self-deception. Today, however, when the development of timber lands holds out a more powerful magnet to new industries, new population and new towns than any other asset within our provincial control, the notion that Ontario's main bodies of timber are growing on agricultural soils is holding back the public from intelligent support of any general scheme of forest management. Taking Canada as a whole, eight acres out of ten were fixed by Providence as a permanent tree farm. Stripped of timber they loom up as a No-man's Land forever.

"We are accustomed to lay the blame for the denuding of forests to the lumberman's axe, but in all the years of Canada's history the axe has cleared not more than one hundred thousand square miles, as against one million square miles on which the fire fiend has had free play."

Mr. Black described how the exhaustion of spruce areas in the Eastern States and Lake States had started an exodus of gigantic American mills across the Canadian border. The newspaper publishing business of America required sufficient supplies for a daily output of forty million copies. One New York newspaper alone stripped fifteen acres of dense Canadian forest for each Sunday edition. Any one of the large Toronto newspapers would devour at least 200 average-sized trees in a single day's run. The newspaper publishing business had no intention of quitting its job as long as any part of the world could feed it every twelvemonth with a pile of four-foot logs piled four feet high, and extending in length for 9,500 miles.

"The vast areas to the north of Ontario's main belt of agricultural soil constitute a natural spruce farm capable, under proper management, of retaining our present pulp and paper and lumber industries for all time to come, and drawing scores of additional industries with a great volume of new population," said Mr. Black, who pictured the great stretches of forest laid as "a one-hundred-million-acre plant, ready-made, with no inheritance tax, manufacturing timber out of air, water, sunshine, and a pinch of mineral salt—a factory requiring few human workmen, very little overhead, except fire insurance, free raw materials, and the manufactured product—the tree trunk—all 'velvet' for the public owner.

"That is what a natural forest looks like in terms of everyday business," said the speaker, "and yet we have put the torch to two-thirds of the entire plant, killed off the greater part of the white pine factory; we have blocked the way to numerous new mills, and year by year are raining blows upon the basic security of our pulp and paper plants and their thousands of employees."

May Reforest Area in Every Township

In an effort to encourage reforestation of waste lands in Ontario, the Department of Agriculture of the Ontario Government is endeavoring to have a demonstration wood plot established in each township throughout the Province.

"If the Township Council," declares the departmental letter of instruction to agricultural representatives, "will purchase an area suitable for this purpose on a well-travelled road and have it properly fenced the Government will undertake to supply and plant trees to reforest such area and look after it in the early years of growth. Such an area of land should not be less than five acres or more than ten acres."

It is made clear in the letter of instruction that all such demonstration wood plots will be vested in the township, and any profit which may ultimately accrue will go to the township.

Several Timber Limits to be Sold

Timber limits aggregating over 200 square miles have been put up for tender by the Ontario Government. The limits are scattered throughout the north country, running from small bits of one or two square miles to limits of 72 square miles. There are two of the latter size, one in the Townships of Kimberley and Cairo in Timiskaming, and another in Thunder Bay, in the district west of the Townships of Hele and Sterling. There is one limit of 30½ square miles in the Townships of Ryan and Palmer, Algoma, Timis- of 15 square miles in the north half of McFadden Township, Timiskaming. The balance are small limits, for the most part adjoining limits of operating companies. In the past these would have been disposed of without tender, but under the new policy of the Department of Lands and Forests they must be tendered upon in the usual way.

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CARRIAGE—Has three head blocks, as shown in cut, usually set 9 and 6 feet apart, will be placed any distance apart to suit purchaser. Knees open 38 in. from saw, and is fitted with Knight or Peel dogs, as desired. Taper movement on each knee. 1 15-16 in. steel set bar with steel pinions and coil spring receder, and friction lever brake for stopping knees where required. Timbers are 5 x 6 in., or heavier if desired, well bolted and braced. Diameter of truck wheel, 12 in. Axles 1¾ in. diameter, and extend clear across carriage, are furnished with self-oiling bearings. Front block is fitted with timber rule, placed as desired; 54 feet of V and flat track furnished with each carriage.

SET WORKS—As shown in cut, is made up of ratchet wheel 12 in. diameter, 4 in. face, with set lever carrying 7 steel pawls of varying lengths; also, same number of check pawls set in quadrant. Both sets of pawls are disengaged from either side of carriage when required to recede knees. This is a positive set, without lost motion.

FEED WORKS—As shown in cut, consists of 16 x 12 in. drum, with spur gear keyed to shaft. Pinion or friction shaft in saw frame engages with this gear. Cable takes two or three turns around drum, and is passed around end sheaves and attached to carriage. We also furnish 26 in. drum with internal gear in place of 16 in. drum when desired.

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EDGINGS

Ontario

Kilgour Bros. Limited, Toronto, were recently granted a federal charter of incorporation to manufacture and deal in boxes, packages, books and other paper products. The Company will operate with a capital not less than $2,500,000.

Midland Woodworkers, Limited, of Midland, have opened an office at 129 Spadina Ave., Toronto, which is in charge of Frank A. Ransom, who will cover Toronto and Hamilton and the intervening towns in the interests of the firm.

The Port Arthur Division of the Provincial Paper Mills, Toronto, has been successful in tendering for a timber berth of 70 square miles in the township of West Heal. It is estimated that the limit contains about 75,000 cords of pulpwood.

Hon. Beniah Bowman, Minister of Lands and Forests for Ontario, stated recently that while several large timber limits were also in tax arrears, no confiscation action would be taken by the Government. The situation differed from that of the mines, in that timber limits were a surer means of revenue.

Canada Barrels & Kegs Limited, Waterloo, Ont., were recently granted a federal charter of incorporation to take over the concern of Charles Mueller Co., Limited, and to manufacture and deal in boxes, barrels, kegs and other wooden and paper containers. Capital $500,000.

The Haugh Lumber Company, Limited, Windsor, Ont., have been granted a provincial charter to conduct a general lumber business as sawmillers and timber merchants. Capital, $40,000. Two of the incorporators are C. W. E. Depew and R. E. Parker, both of Windsor, Ont.

Until the question of finance has been more fully determined Hamilton will make no further attempt to launch an independent housing scheme to overcome the shortage of workmen's houses. This was the decision reached lately at a conference of a joint committee of the Independent Labor party, the Chamber of Commerce, the Hamilton Housing Commission and the Board of Control.

The planing mill and sash and door factory of the Whitby Brick & Clay Products Co., Whitby, was totally destroyed by fire recently. The loss amounts to upwards of $25,000. The management has intimated that the plant will be rebuilt, but it is not definitely known whether construction operations will be undertaken right away or held in abeyance until spring. The new plant will be constructed of hollow tile made by the company itself. If suitable arrangements can be made with the G. T. R., an unused portion of the roundhouse will be equipped as a temporary factory.

A serious fire occurred in Arnprior recently when S. R. Rudd had a shed burned in which was stored a large quantity of white pine lumber estimated at 97,000 ft., door and window frames, lath, etc. In a short time the shed and contents were wiped out, together with 25,000 ft. of lumber piled outside. The white pine was being seasoned preparatory to being made into furniture, in which line Mr. Rudd intended branching as soon as proper arrangements could be made. The cause of the fire is a mystery. Mr. Rudd places his loss at $12,000, partly covered by insurance.

According to information furnished it is understood that the Dominion Shipbuilding Company, Toronto, which has been idle for the past few months, will start up again at the end of November. When the shipyards closed down the company had in hand two unfinished Government boats. In order to complete these and finish and contract the Government has requested the Henry Hope Company of Peterboro', Ont., to complete them. This they have consented to do, and will probably commence work about the end of November. It is hoped that further orders may be forthcoming and the plant be kept running throughout the winter.

Mr. W. F. V. Atkinson, formerly with the Spanish River forces at Sault St. Marie, lately accepted an appointment as forest and hydraulic engineer for the Dryden Pulp & Paper Co., Ltd., of Dryden, Ont. Mr. Atkinson will have charge of all forestry, stream-flow and water-power work for the company, which owns 1,157 square miles of timber limits adjacent to Wabigoon and Eagle Lakes, and has an interest in 2,000 square miles of additional limits in the same district. The company is now developing 2,000 h.p. at Dryden and owns a water-power at Eagle Lake which is partially developed. Construction work is now in progress for the completion of this development to 5,000 h.p. in charge of B. S. McKenzie of Winnipeg as consulting and construction engineer. The company is also erecting a new 40-ton ground-wood mill.

The annual report of the Port Arthur Shipbuilding Company, Limited, formerly the Western Dry Dock Company, Limited, and one of the companies originally mentioned in the British Empire Steel merger, is available. Gross profit from operations after deducting cost of material, labor and manufacturing overhead, was $538,369, and after general and administrative expenses, with other income added in, net income in the year which ended June 30, last, was $483,296. After deducting bond interest, and other charges, net earnings for the year were $301,215. Total assets amounted to $5,982,162. James Whalen, the president, states that work has commenced on a contract for twenty compressed air mine shovels and that other contracts of the same nature are assured. The manufacture of pulp and paper machinery and digesters is contemplated.

Eastern Canada

The Pontiac Lumber & Pulp Co. recently lost their saw mill repair shop and machinery by fire at Makamick, Que.

Price Brothers and Company, Limited, Quebec, P.Q., have been incorporated to manufacture paper, cardboard and other pulp products Capital $60,000,000.

Papeterie du Saguenay, Limited, Chicoutimi, Que., have been incorporated with provincial charter to manufacture and deal in pulp and paper. Capital, $500,000.

Horace P. Webb, who has been a member of the staff of the N. B.

Provincial Forestry Dept. for some time, has resigned his position and gone to Chatham where he has entered the employ of the J. B. Snowball Lumber Co.

Landry Pulpwood Co., Limited, Quebec, P.Q., have been incorporated to conduct a wholesale and retail business, dealing in lumber and all kinds of pulp products. Capital $100,000. A. Landry, Sr., and J. Landry, Jr., both of Lac-au-Saumon, P. Q.

Sir George Perley, Canadian High Commissioner in London, will sail soon for England from Montreal. Sir George is a former well-known lumberman, who, previous to his removal to London, a few years ago, took an active part in the industry.

The timber limits of the Bronson estate at Chelsea on the Gatineau River have been acquired by the British firm of Maguire, Paterson and Palmer, Limited, for a new match factory. Before the outbreak of war the company secured their raw material from Russia, but Bolshevism stopped their supply. Japan and Poland were tried in succession, but results were not satisfactory.

One of the largest dealers in pulpwood, operating in New Brunswick, informed the Canadian Press recently that a big slump in pulpwood prices may be expected in another season. On account of the stringency in the money market and the uncertainty of prices for 1922 delivery, he predicted that operations in pulpwood next year would be greatly curtailed in New Brunswick.

The mill and lumber lands which were owned by the late B. J. Thibodeau, of Boiestown, N. B., have lately been sold by his sons, Lee and Milton Thibodeau, the purchaser being Daniel Lynch, of Boiestown, one of the veteran lumbermen of the Miramichi. The mill is located near Astles' crossing on the Clearwater stream, and the lands are in what is known as the Portage district.

Western Canada

The sawmill of Gibson & Merrick, at Squamish, was recently destroyed by fire. The mill had been in operation three years and had a capacity of 50,000 feet a day.

The damage incurred in the longing railway accident recently at the Robt. Dollar Company camp, Port Coquitlam, B. C., is estimated roughly at $100,000. The train consisted of a "Climax" engine and five loaded cars—all now a mass of junk.

Tenders for railway ties totalling 1,500,000, for use on the Canadian National Railways, were called by the purchasing agent, during September, deliveries to be made over a period of eleven months beginning Nov. 1. Nine hundred thousand of the ties were for use in British Columbia, to be delivered to the Grand Trunk Pacific, and 200,000 in Alberta to the same line.

Paper rugs and carpets, "made in Germany," were brought to Vancouver a few days ago by Mr. A. Christensen, formerly in the employ of the Whalen Pulp & Paper Company, at their Swanson Bay plant. Mr. Christensen has just returned from an extended tour of Norway and Sweden, where he has been studying pulp and paper markets. While in Norway he secured samples of the paper rugs. They varied in thickness from that of a sheet of ordinary newspaper to one-quarter of an inch, and were closely and evenly woven. The prices at which they are sold are very low, one fine sample 4 x 9 feet costing $2.00 in Norway.

W. H. White, head of the Beaver Cove Pulp and Lumber Co., Ltd., announces the completion of his plant at Beaver Cove, Vancouver Island, where a saw mill and shingle mill, as well as a pulp mill, have been erected. Mr. White has carried the project through almost single-handed, his long experience in lumbering and lumber manufacture in the east having been of vast service to him in his ambition, now realized, of establishing a pulp mill on the Pacific Coast. Mr. White was born in Ontario, near Owen Sound, and early in life went to the Michigan pine woods. In 1907 he came to the Pacific Coast making large investments in B. C. timber.

Away on a somewhat extended trip, Mr. W. J. Van Dusen of the export firm of H. R. MacMillan & Co., Ltd., Vancouver, left for the East lately. His destination is Buenos Aires, where he will look into the market for B. C. timber in the Argentine. To reach the South American port Mr. Van Dusen found that by travelling via London, it would cost very little more either in time or money than if he sailed from New York direct for Buenos Aires. The incidental advantage of the London route, which he chose, will give him an opportunity to call on the firm's British connections in the interests of further old country orders. Mr. Van Dusen will be away for some time.

The assets of the Canadian Pacific Lumber Company, comprising the mill and property at Port Moody, timber holdings at Alberni and other places in the province, mill-sites, freehold property, water records, and timber licenses, were recently sold for the sum of $780,000 to the London & Canadian Investment Company, represented by Mr. Eric Hamber, who bid the property in at the price named. The sale was under mortgage authority, and was conducted by J. S. Rankin, auctioneer, acting on behalf of the mortgagees. There were but few people present at the sale, and not many bidders, though at the price realized the property was considered away under value. The plant at Port Moody has been operated under lease during the past summer.

Prices unheard of in the history of lumbering are being paid to the British Columbia government for fir and cedar timber. A sale which probably holds the record for all time, was made recently when timber rights on 225 acres of land at Ramsay Arm, situated on tidewater, at a point 130 miles north of Vancouver, was sold for $36,000. In this case the figuring was done on a stumpage basis of $5.30 per thousand feet for cedar and $4.10 for fir. The net return to the government will be $160 per acre. Added to the high prices the mills are getting the benefit of approximately 15 per cent. exchange on shipments to the United States, where nearly half the British Columbia cut has lately found a market. The volume of business in timber can be guessed from the fact that the government sales of standing timber are now approximately three quarter million dollars weekly.

C. H. Belton of the R. Laidlaw Lumber Co., Sarnia, returned recently after a successful hunting expedition at Fox Lake in the Sudbury district.

If you want anything sawn, write:—

BECK LUMBER CO.

PENETANG - ONTARIO

or **'ASK MR. HORNING"**

PHONE MAIN 2170 - TORONTO

Mills are now sawing

HEMLOCK and PINE

We Can DRESS, MATCH and RESAW

We Want to Purchase

1", 2" and 3"

Spruce and Pine

also

1½" and 1⅝" x 4' No. 1 Spruce Lath.

In quoting advise full specifications as to grades, widths, lengths and dryness.

CHAS. H. RUSSELL CO.

LIMITED

211 McGill Street, MONTREAL, Que.

H. BOURGOUIN

Dominion Express Bldg., 148 St. James St., Montreal

We have ready for shipment at Shawinigan Falls, P.Q.

4ths and Better Spruce

1 x 4 x 10/13	40,000 ft.	1¾ x 7 x "	60,000 "
1 x 5 x "	40,000 "	1¾ x 9 & Up.	100,000 "
1 x 6 x "	40,000 "		
1 x 7 x "	20,000 "		
1 x 8 x "	10,000 "	2 x 4 x 10/13	25,000 ft.
		2 x 5 x "	80,000 "
1¾ x 4 x 10/13	25,000 ft.	2 x 6 x "	80,000 "
1¾ x 5 x 10/13	50,000 "	2 x 7 x "	90,000 "
1¾ x 6 x "	65,000 "	2 x 8 x "	75,000 "

WE ALSO HAVE "B" & "C" GRADE IN 1", 1¾" & 2"

Prompt shipment Satisfactory stock Good service Write or wire for prices

Install a "By-Pass" Exhauster

in your Saw Mill, Planing Mill or Plant

Our "By-Pass" Exhaust systems save your power and give better service. They handle green sawdust or wet, stringy material that usually clogs up an ordinary Blower system. The fan wheel is not overhung. No heating, clogging, or shaking. Three bearings.

Write for information.

We manufacture and install systems complete.

Toronto Blower Company

156 Duke St., Toronto

The Chief Cause of Forest Destruction

Under the head of the "Belching Smoke-Stack," T. Kelly Dickinson, of the firm of Winans, Dickinson & Whitehead, Limited, Montreal, has written a timely and interesting article, which has been appearing in the press. He refers at length to the perpetuation of the great natural resources of Canada, and respecting their conservation, says, "We have heard much, learned little and cared less."

Continuing, Mr. Dickinson remarks:—

An article which appeared in The Canada Lumberman and Woodworker, in February last, entitled, "Wantonly Wasting Many Growing Forests," was most instructive and well worth the consideration of all who are interested in the conservation of our forests.

In respect to European methods of Forestry, it is interesting to note that the Premier of Quebec, immediately upon taking office, declared his intention of sending some members of the Provincial Forestry Department to Scandinavia to study forestry as practised in that country. . . . Nature in a great healer. It is estimated that in the course of the past 200 years fully 80 per cent. of the timber resources of the forest areas of Canada has been destroyed by fire—and Canada today is the White Man's Hope for uninterrupted delivery of the daily newspaper, with one billion cords of coniferous pulpwood species standing erect awaiting the call of the pulp consumers.

Fire Protection in deed and not in need; a comprehensive aid-to-nature plan to enable the trees to propagate their species, in addition to seed planting on parts of cut-over lands, offer the only solution that is practicable, economical and certain of definite and profitable results.

Destruction by fire is the root of the evil of forest depletion. Fire will wipe out in one short week more fine timber than the whole producing machinery of the Dominion could cut down in the course of a ten-year period. That being a fact, is it not the imperative and immediate duty of the provincial governments to take every conceivable precaution? Much advancement has, no doubt, been made in fire protection, but, curiously enough, the Federal Government's own steam locomotives and the provincial government-urged colonists are the greatest source of danger to our forest areas. Locomotives are allowed to belch live coal into inflammable material in the northern parts of Quebec and Ontario, and the would-be farm settler buys the best of timber land, at 50c per acre, cuts the timber, sells and ships it to United States mills, and jumps the claim. In the process of masquerading as a potential farmer, this gentleman only too often cleans up the debris from his lumbering operations by means of more or less regulated bonfires.

Thus we have the two chief causes of forest destruction located, but not cornered, as the effect has still a wide range of freedom for dangerous work.

If there is danger from live coal, let us get rid of live coal. Electricity in this province is cheap enough, in all conscience. The capital expenditure for electric or for oil-burning locomotives would be saved in one twelve-month period. Electric storage locomotives with the necessary generating stations, as used by the New York Central, surely could be installed on those parts of the railway systems which run through the richest of our forest areas.

Let us put the lid on the belching smoke-stack, and if timber areas are the only lands in this province available for the so-called colonist, the colonist should be urged to go elsewhere to farm, without the preliminary back-aching process of stump extraction.

Pembroke Lumber Company Changes Hands

As announced in the last issue of the "Canada Lumberman," the British interests, which own the large match manufacturing business of Maguire, Paterson & Palmer, Limited, have recently decided to extend their operations to the Dominion of Canada, and have procured the incorporation of a company under the name of "Maguire, Paterson & Palmer, (Canada) Limited," having their head office in Montreal, and an authorized capital of five million dollars ($5,000,000.00.) The company have acquired all the properties previously belonging to the Pembroke Lumber Company, who hold upwards of 800 square miles of timber lands, with mill properties located at Pembroke. A large splint manufacturing business will be established at an early date in Pembroke. The Canadian company have now under consideration the location of a match factory.

The lumbering operations presently carried on by the Pembroke Lumber Company will be continued by the new interests under the name of Pembroke Lumber Company, Limited, with which company Mr. E. A. Dunlop has become associated in the capacity of president.

It is intended that other developments will be undertaken in Pembroke by the newly organized companies as the development of their businesses require.

Speaking of the recent transfer a Pembroke paper says:—

The old shareholders, besides Mr. Dunlop, were Dr. J. D. Deacon and Messrs. C. Chapman, L. M. Chapman, John Bromley, Mrs. (Hon.) Peter White, Senator G. V. White, and the Estate of A. T. White. The mill limits and plant were purchased from the late W. R. Thistle in 1880. The business was originally established by the late John Rowan about sixty years ago. New limits have been acquired from time to time and the company now controls much valuable standing timber. Camp operations will proceed as usual this season, with practically the same organization directing affairs as under the old order. In fact, so far as the general public is concerned the business will go on just as formerly.

As to new industrial developments, the erection of a splint factory is assured immediately. In this plant match splints (meaning matches without dipping) will be manufactured, and it is hoped to have this in operation by the middle of January. In all some 75 acres of land are involved in the purchase from the Pembroke Lumber Co., including the old Mackie flat between the river and the C. P. R. track, comprising about thirty acres, and on this the factory will be built. It is proposed to move the large wooden building from the Iron Works property and set it down on a concrete foundation on the new site, and work on this will be started at once, the contract having been awarded to Fraser, Brace & Co., of Montreal. It is intended to get two sections (about 450 feet) moved this fall, and machinery installed to commence work in January with between 300 and 400 hands. Some

E. A. Dunlop, Pembroke, Ont.
President of new company which will operate and extend plant in Pembroke.

of the machinery has already been shipped from England. Next spring the factory will be extended, the ultimate plans being for a building 900 x 140 feet. A large gang of men will be needed at once for moving and building operations.

It is planned to erect next season a shook mill for the manufacture of knocked-down boxes for the company's own use, while other plants are also in prospect, though as yet nothing definite in regard to these has been given out. A match factory will be built in Canada, and it is hoped that this plant will be located in Pembroke. In fact we have the assurance of Mr. D. P. Maguire that other enterprises will be proceeded with in Pembroke by the newly-organized companies as the development of their businesses warrants, and while nothing official has been given out there is every reason to hope that within the next few years the new concern will have a pay-roll of several thousand hands.

Costs High and Production Will Lessen

Vancouver representatives recently returned from an important conference of coast and mountain lumbermen held at the Palliser Hotel, Calgary. Messrs. J. McMillan, F. A. Plant of the Vancouver Lumber Co. and R. H. H. Alexander, secretary of the British Columbia Lumber and Shingle Manufacturers' Association were among those present from the coast.

It was the general feeling that prices were going to be lower. According to one of the Vancouver lumbermen, ever since last June the demand for lumber has been slackening and demand was light at the time of the recent freight increase. The effect of the increase had been a temporary check on buying.

The majority of the mountain mills were closed now, and others would soon close for the same reason. Production was, it was stated, considerably under what was originally anticipated for the year, and demand was below what was normal for the past five years. Owing to the high cost, labor prices being still at a high level, and in the face of no demand, it was impossible for them to continue operating and piling up stocks not knowing when or at what price they could dispose of them.

"HAMILTON" EDGERS

Dependable Accurate Saw Mill Machinery

Used In Scores Of Mills All Over Canada

LEADERSHIP, after all, ascends to the fittest. Economy, service and value are the qualities which count.

The "Hamilton" imprint has been known for years as a sufficient testimonial for these merits.

"Hamilton" Garland Gang Edgers are especially recognized for their worth. They are strong, accurate and easily operated, made in all widths with necessary number of saws to suit requirements.

Let us get together when you are in need of anything for the sawmill.

We manufacture a complete line of sawmill machinery for either band or circular mills.

William Hamilton Co., Limited

Peterboro, Ontario

Agent—J. L. NEILSON & CO. - Winnipeg, Man.

CURRENT LUMBER PRICES—WHOLESALE

TORONTO, ONT.

Prices in Carload Lots, F.O.B. cars Toronto

White Pine:		
1 x 4/7 Good Strips	$135 00	$138 00
1¼ & 1½ x 4/7 Good Strips	135 00	138 00
1 x 8 and up Good Sides	150 00	160 00
2 x 4/7 Good Strips	170.00	175.00
1¼ and 1½ x 8 and wider Good Sides	175 00	176 00
2 x 8 and wider Good Sides	180.00	190.00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	72 00	74 00
1 x 7, 9 and 11 Mill Run	70 00	72 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	82 00	84 00
1 x 12 Mill Run	84 00	86 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	82 00	84 00
2 x 12 Mill Run	84 00	86 00
1 in. Mill Run Shorts	54 00	56 00
1 x 4 and up 6/16 No. 1 Mill Culls	54 00	56 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	44.00	45.00
1 x 10 x 12 6/16 No. 2 Mill Culls	48.00	50.00
1 x 4 and up 6/10 No. 3 Mill Culls	30.00	32.00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	62 00	64 00
2 x 8 Mill Run	64 00	66 00
2 x 10 Mill Run	69 00	70 00
2 x 12 Mill Run	72 00	74 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK (M R)

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	45 00	47 00
1 x 6 in. x 9 to 16 ft.	48 00	50 00
1 x 8 in. x 9 to 16 ft.	48 00	50 00
1 x 10 and 12 in. x 9 to 16 ft.	50 00	52 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	49 00	51 00
2 x 4 to 12 in., 12 and 14 ft.	50 00	52 00
2 x 4 to 12 in., 18 ft.	52 00	54 00
2 x 4 to 12 in., 20 ft.	54 00	56 00
1 in. No. 2, 6 ft. to 16 ft.	43 00	45 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	B. C.
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	B. C.
(Depending upon widths)	B. C.
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	B. C.
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	B. C.
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	B. C.
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	B. C.
1 x 5 & 6 Fir Casing	B. C.
1 x 8 & 10 Fir Base	B. C.
1¼ & 1½ 8, 10 & 12" E. G. Stepping	B. C.
1¼ & 1½, 8, 10 & 12" F. G. Stepping	B. C.
1 x 4 to 12 Clear Fir, D4S.	B. C.
1¼ & 1½ x 4 to 12, Clear Fir, D4S	B. C.
XX Shingles 6 butts 1 to 2". per M.	B. C.
XXX Shingles, 6 butts to 2 in., per M.	B. C.
XXXXX Shingles, 5 butts to 2 in., per M.	B. C.

No definite prices yet prevail on forest products generally.

LATH

	F.O.B. Mill
No. 1 White Pine, 4 ft.	16 00
No. 2 White Pine, 4 ft.	15 00
No. 3 White Pine, 4 ft.	14 00
Mill run White Pine, 32 in.	8 00
Merchantable spruce lath, 4 ft.	9 00-12 00

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$140.00	$ 90.00	$ 60.00
1¼"	145.00	100.00	65.00
1½"	145.00	100.00	65.00
2"	160.00	120.00	70.00
2½" and 3"	185.00	140.00	80.00
4"	185.00	140.00	80.00

ASH, BROWN

4/4	$165.00	$100.00	$ 65.00
6/4	175.00	110.00	70.00
8/4	185.00	110.00	80.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	135.00	$115.00	$ 75.00
5/4 and 6/4	145.00	125.00	85.00
8/4	150.00	125.00	100.00
10/4.. and 12/4	190.00	160.00	120.00
16/4	205.00	175.00	125.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$130.00	$100.00	$ 65.00	$ 50.00
5/4 & 6/4	135.00	105.00	70.00	55.00
8/4	140.00	110.00	75.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$125.00	$100.00	$ 60.00
1¼" & 1½"	140.00	110.00	65.00
2"	145.00	110.00	65.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain 1s & 2s	Plain No. 1 Com.	Quartered 1s & 2s	Quartered No. 1 Com.
1"	$125.00	$ 90.00	$145.00	$115.00
1¼"	135.00	100.00	155.00	125.00
1½"	135.00	100.00	155.00	125.00
2"	165.00	125.00	175.00	130.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$70.00	$55.00
1¼" and 1½"	85.00	70.00
2"	90.00	75.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$174.00	$119.00	$ 64.00
1¼"	184.00	129.00	74.00
1½"	194.00	139.00	74.00
2"	209.00	154.00	89.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$ 95.00	$ 70.00	$ 45.00	$ 25.00
5/4 & 6/4		110.00	100.00	70.00
8/4		115.00	105.00	75.00
12/4		130.00	120.00	90.00
16/4		160.00	150.00	110.00

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$150.00	$ 85.00
5/4 & 6/4	160.00	105.00
8/4	165.00	110.00
10/4	180.00	120.00
12/4	180.00	120.00
16/4	185.00	125.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$225.00	$140.00
5/4 and 6/4	235.00	150.00
8/4	250.00	175.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$188.00	$138.00
5/4 and 6/4	200.00	150.00
8/4	208.00	158.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:		
1-in. x 7-in. and up	$150 00	
1¼-in. and 1½-in., 8-in. & up	190 00	
2-in. x 7-in. and up	200 00	
No. 2 cuts 2 x 8-in. and up.	95 00	
Pine good strips:		
1-in.	125 00	
1¼-in. and 1½-in.	145.00	
2-in.	150 00	
Pine good shorts:		
1-in. x 7-in. and up	135 00	
1-in. x 4-in. to 6-in.	110 00	
1¼-in. and 1½-in.	135 00	
2-in.	140 00	
7-in. to 9-in. A sidings	80 00	
Pine, No. 1 dressing sidings	95 00	
Pine, No. 1 dressing strips	90 00	
Pine, No. 1 dressing shorts	75 00	
Pine, 1-in. x 4-in. s.c. strips	72 00	
Pine, 1-in. x 5-in. s.c. strips	73 00	
Pine, 1-in. x 6-in. s.c. strips	74 00	
Pine, 1-in. x 7-in. s.c. strips	74 00	
Pine, 1 x 8-in., s.c. 12 to 16 ft.	43 00	76 00
Pine, 1-in. x 10-in. M.R.		78 00
Pine, s.c. sidings, 1¼ and 2-in.		75 00
Pine, s.c. strips, 1-in.		65 00
1¼, 1½ and 2-in.		70 00
Pine, s.c. shorts, 1 x 4 to 6 in.		60 00
Pine, s.c. and bet., shorts, 1 x 5		62 00
Pine, s.c. and bet., shorts, 1 x 6		65 00
Pine, s.c. shorts, 6'-11', 1"x10"		68 06
Pine box boards:		
1"x4" and up, 6'-11'		52 00
1"x8", 12'-16'		60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up		55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.		45 00
O. culls r & w p	38 00	40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	50 00	52 00
1"x4" and up, 12'-16'	50 00	52 00
1"x9"-10" and up, 12'-16'	54 00	56 00
1¼" x 7, 8 and 9" and up, 12'-16'	54 00	56 00
1¼ x 10 and up, 12'-16'	54 00	60 00
1½" & 2" x 12" and up, 12'-16'	54 00	60 00
Spruce, 1-in. clear (fine dressing and B)	60 00	63 00
Hemlock, 1-in. cull	35 00	37 00
Hemlock, 1-in. log run	45 00	47 00
Hemlock, 2x4, 6, 8, 10, 12/16'	53 00	58 00
Tamarac	34 00	36 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00
Lath per M:		
No. 1 white pine, 1½-in. x 4 ft.		Open
No. 2 white pine		Open
Mill run white pine		17 00
Spruce, mill run 1½-in.		11 00
Red pine, mill run		14 00
Hemlock, mill run	12 00	13 00
White Cedar Shingles;		
XXXX, 18-in.		12 00
Clear butt, 18-in.		10 00
18-in. xx		7 00
Spruce logs (pulp)	20 00	28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS

(At Mill)

	Per M. Ft.	
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00	$44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00	46 00
3 in. unsorted Quebec, 9 in. wide	50 00	54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft	
According to average and quality 50 ft. cube	1 25	1 30

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00	1 20
According to average and quality, 30 to 35 feet	90	1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	35 00	40 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	130 00
1¼ and 1½ in. and up wide	180 00
2 in. and up wide	180 00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	125 00
5/4 & 6/4 and up No. 1 and better	150 00
8/4 x 8 and up No. 1 and better	150 00

No. 1 CUTS

1 in., 8 in. and up wide	115 00
1¼ in., 8 in. and up wide	125 00
1½ in., 8 in. and up wide	125 00
2 in., 8 in. and up wide	130 00
2½ in. and 3 in., 8 in. and up wide	175 00
4 in., 8 in. and up wide	185 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$80 00	90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00	95 00
2½ to 3 in., 10/16 ft.	90 00	100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00	82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00	85 00
2½, 1½ and 3 in.	85 00	95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00	74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00	75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00	62 00

MILL CULLS

Mill Run Culls	
1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long. Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $13.00 per M. pieces.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$45	$44	$44	$45
2 x 6	46	44	44	45
2 x 8	47	45	45	46
2 x 10	48	46	46	47
2 x 12	49	47	47	48

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 78

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RUBBER COATS—OIL CLOTH-
ING — FLAGS

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PETERBOROUGH, ONT.

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Big Rapids — — Michigan

Do Your Band Wheel Grinding in One Quarter the Time

The GeBott Band Wheel Grinder here shown takes but one hour to set and accomplish the work in one quarter the time taken by an emery wheel grinder.

The machine swings in a rotating frame and can be adjusted to grind either wheel in a few moments. No belts or line shafting to bother with.

It is the only appliance that will grind a Clark mill without going into the pit to grind the lower wheel. Both wheels can be ground from above on any mill where there is enough opening over lower wheel to accommodate the head (about 8 inches.)

May we submit further information.

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Proctor Veneer Dryer

Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without check or splits. Send for catalog and list of users

PROCTOR AND SCHWARTZ, INC.,
FORMERLY PHILA. TEXTILE MACH. CO.
PHILADELPHIA, PA.

"Proctor" DRYERS

CURRENT LUMBER PRICES—Continued

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac add $3.00.

FIR, HEMLOCK, SPRUCE AND LARCH

Owing to the unsettled conditions of the market at present the following prices can only be regarded as nominal.

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E..	$44.75
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E ..	45.75
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E ...	43.75
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E ...	46.75
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E ...	48.75
2 x 10, 8 ft. to 16 ft., S1S1E	46.75
2 x 10, ft., S1S1E	46.75
2 x 10, 18/22, S1S1E	47.75
2 x 10, 24/32, S1S1E	49.75
2 x 12, 8 ft. to 16 ft. S1S1E	46.25
2 x 12; 10, 18, 20	48.25
2 x 12; 24, 26, 28, 30, 32	50.25

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	41.50
2 x 4 in., 8, 12 and 14 ft.	42.50
2 x 4 in., 16 ft.	43.50
2 x 4 in. 18 and 20 ft.	44.50
2 x 4 in., 22 to 32 ft.	46.50
2 x 10 in., 8, 12 and 14 ft.	43.75
2 x 10 in., 16 ft.	44.75
2 x 10 in., 18 and 20 ft.	45.75
2 x 10 in., 22 to 32 ft.	47.75
2 x 12 in., 8 to 14 ft.	45.25
2 x 12 in., 16 ft.	46.25
2 x 12 in., 18 and 20 ft.	47.25
2 x 12 in., 22 to 32 ft.	49.25
3 x 3 and 3 x 4 in., 8 to 14 ft.	46.75
3 x 3 and 3 x 4 in., 16 ft.	47.75
3 x 3 and 3 x 4, 18 and 20 ft.	48.75
3 x 3 and 3 x 4, 22 to 32 ft.	50.75
6 x 6, 6 x 8, 8 x 8, 6 x 16 ft.	49.00
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	49.50
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	50.50
Shingles, XXX B. C. Cedar, straight cars on S1c rate	5.40

Coast prices on Common listed, all current quotations f.o.b. 50c rate.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	250 00
Uppers, 5/4 to 8/4	250 00
Uppers, 10/4 to 12/4	275 00
Selects, 4/4	225 00
Selects, 5/4 to 8/4	225 00
Selects, 10/4 to 12/4	225 00
Fine Common 4/4	175 00
Fine Common 5/4	185 00
Fine Common 6/4	185 00
Fine Common 8/4	185 00
No. 1 Cuts 4/4	135 00
No. 2 Cuts 5/4	145 00
No. 1 Cuts 6/4	145 00
No. 1 Cuts 8/4	150 00
No. 2 Cuts 4/4	95 00
No. 2 Cuts 5/4	115 00
No. 2 Cuts 6/4	120 00
No. 2 Cuts 8/4	125 00
No. 3 Cuts 5/4	85 00
No. 3 Cuts 6/4	85 00
No. 3 Cuts 8/4	85 00
Dressing 5/4	110 00
Dressing 5/4 x 10	110 00
Dressing 5/4 x 12	115 00
No. 1 Moulding 5/4	160 00
No. 1 Moulding 6/4	160 00
No. 1 Moulding 8/4	160 00
No. 2 Moulding 5/4	140 00
No. 2 Moulding 6/4	140 00
No. 2 Moulding 8/4	140 00
No. 1 Barn 1 x 12	95 00
No. 1 Barn 1 x 6 and 8	88 00
No. 1 Barn 1 x 10	90 00
No. 2 Barn 1 x 6 and 8	81 00
No. 2 Barn 1 x 10	84 00
No. 3 Barn 1 x 6 and 8	69 00
No. 3 Barn 1 x 10	72 00
Box 1 x 6 and up	63 00
Box 1 x 10	65 00
Box 1 x 12	66 00
Box 1 x 13 and up	67 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	97-102	74-79	56-58
5/. to 8/4	113-115	81-83	58-63
10/4 to 16/4	123-125	93-95	65-67

RED BIRCH

4/4	129-131	93-95	59-61
5/4 to 8/4	132-140	102-104	68-70

SAP BIRCH

4/4	120-125	88-92	54-56
5/4 and up	125-130	91-93	58-65

SOFT ELM

4/4	109-113	79-81	41-45
5, 6 & 8/4	117-122	87-89	49-51

BASSWOOD

4/4	109-114	89-91	41-43
Thicker	113-121	92-99	49-52

PLAIN OAK

4/4	125-130	90-95	45-47
5/4 to 8/4	135-140	105-115	53-57

ASH, WHITE AND BROWN

4/4	122-126	92-96	48-50
5/4 to 8/4	138-143	100-102	54-67
10/4 and up	157-162	115-118	57-60

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

Owing to the unsettled conditions of the market at present the following prices can only be regarded as nominal.

White pine uppers, 1 in.	216 00
White pine uppers, 1¼, 2 in.	220 00
White pine uppers, 2½, 3 in.	246 00
White pine uppers, 4 in.	256 00
Selects, 1 in.	196 00
Selects, 1¼, 2 in.	200 00
Selects, 2½, 3 in.	235 00
Selects, 4 in.	245 00
Fine common, 1 in., 30 per cent. 12 in. and up	175 00
Fine Common, 1 x 8 and up	172 00
Fine common, 1¼ to 2 in.	175 00-180 00
Fine common, 2½ and 3 in.	225 00
Fine common, 4 in.	235 00
1 in. shaky clear	95 00
1¼ in. to 2 in. shaky clear	100 00
1 in. No. 2 dressing	95 00
1¼ in. to 2 in. No. 2 dressing	95 00
No. 1 Cuts, 1 in.	105 00
No. 1 Cuts 1¼ to 2 in.	110 00
No. 1 Cuts, 2½ and 3 in.	130 00
No. 2 Cuts, 1 in.	75 00
No. 2 Cuts, 1¼ to 2 in.	80 00-85 00
Barn Boards, No. 1, 1 x 12	100 00
No. 1, 1 x 10	90 00
No. 1, 1 x 8	88 00
No. 2, 1 x 12	85 00
No. 2, 1 x 8	81 50
No. 2, 1 x 10	83 00
No. 3, 1 x 12	79 00
No. 3, 1 x 10	67 50
No. 3, 1 x 8	66 00

No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.	110 00
1 x 10 in.	110 00
No. 1, 1 x 4 to 7 in.	95 00
No. 1, 1 x 8 and 9 in.	98 00
No. 1, 1 x 10 in.	98 00
No. 2, 1 x 4 & 5 in.	58 00
No. 2, 1 x 6 & 7 in.	62 00
No. 2, 1 x 8 & 9 in.	64 00
No. 2, 1 x 10 in.	69 00
No. 2 1 x 12 in.	71 00
Spruce, 12 in. difension	66 00
Spruce, 10 in. dimension	64 00
Spruce, 9 in. dimension	63 00
Spruce, 8 in. dimension	62 00
2 x 10 in. random lengths, 8 ft. and up	57 00
2 x 12 in., random lengths	58 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7	49 99
3 x 4 and 4 x 4 in.	51 00
2 x 8 in.	55 00
All other random lengths, 7-in. and under, 8 ft. and up ...51 00	53 00
5-inch and up merchantable boards, 8 ft. and up, p 1s	51 00
1 x 2	50 00
1 x 3	48 00
1½ in. spruce lath	10 00
1½ in. spruce lath	9 50

New Brunswick Cedar Shingles

Extras	7 50
Clears	7 00
Second Clear	5 50
Clear Whites	5 00
Extra 1s (Clear whites in)	4 50
Extra 1s (Clear whites out) ... 3 50	4 00
Red Cedar Extras, 16-in. 5 butts to 2-in.	7 00
Red Cedar Eurekas, 18-inch, 5-butts to 2-in.	10 00
Red Cedar Perfections, 5 butts to 2¼	11 00
Washington 16-in. 5 butts to 2 in. extra red cedar	6 50

St. Francis Basin Hardwoods
Tennessee Aromatic Red Cedar

For Fall Shipment "Dry Stock"

Viz

100,000'	4/4"	No. 1 Common & Selects	Sap Gum		
50,000	4/4	No. 2 Common	Sap Gum		
50,000	6/4	No. 2 Common	Sap Gum		
50,000	4/4	No. 1 Common & Selects	Red Gum—Pl.		
75,000	4/4	No. 2 Common	Red Gum—Pl.		
35,000	5/4	No. 1 Common & Selects	Red Gum—Pl.		
25,000	6/4	No. 1 Common & Selects	Red Gum—Pl.		
50,000	6/4	No. 2 Common	Red Gum—Pl.		
75,000	4/4	No. 1 Common & Selects		Oak—Pl.	
50,000	4/4	No. 2 Common		Oak—Pl.	
50,000	4/4	Sound Wormy		Oak	
30,000	4/4	2" to 5½"	Quartered W. Oak Strips		
50,000	5/4	No. 1 Common & Better		Ash	
50,000	8/4	No. 1 Common & Better		Ash	
30,000	10/4	No. 1 Common & Better		Ash	

We also have a good supply of other items in Hardwood.
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Note: CEDAR, car load and less. Also mixed with Hardwoods.

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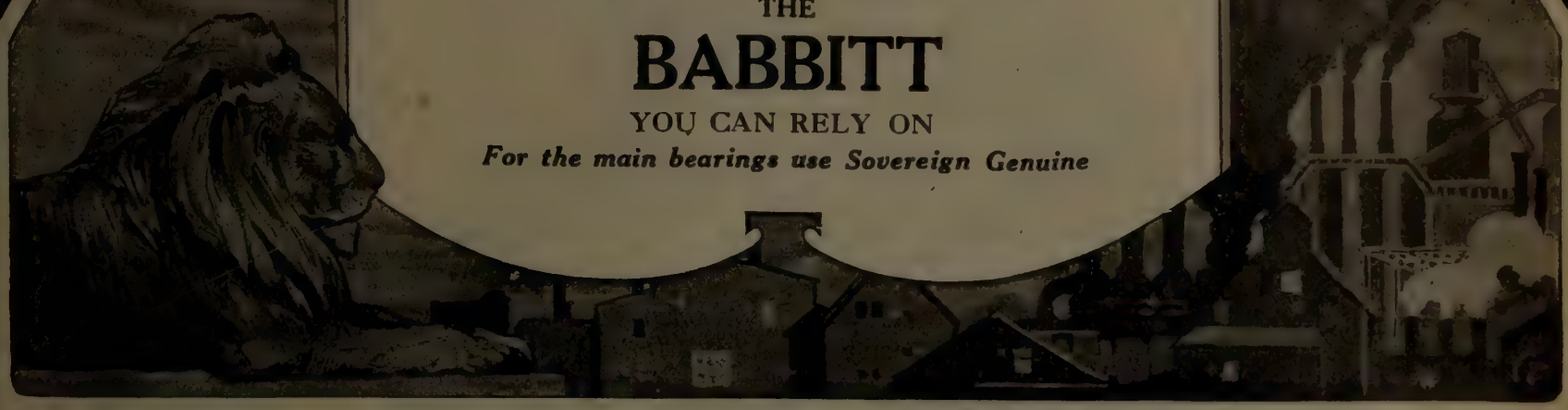

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COAL OR WOOD—In Two Sizes

Ovens, Widths	Depth	Height	Fire Boxes, Wood
24-in.	26-in.	16-in.	28-in
30-in.	26-in.	16-in.	28-in.

CAMP HEATER

No.	Length of wood	Diameter of Steel Body	Weight
30	30	18	109
38	38	23	150
44	44	23	160
50	50	23	175

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Pork and Beans,
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Mincemeat,
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We know you serve Molasses to your Lumberjacks. Have you ever tried our "OPEN-KETTLE" blend? We have a way of blending several kind of syrups and molasses into one, giving the right taste.

You probably know that Blended Tea has a better flavor than unblended. You will find that same applies to MOLASSES. Of course not all Blended Tea tastes alike and not all Blended Molasses would appeal to you.

Read what Dr. Milton Hersey (Industrial Chemist) has to say:

"We have tested and analyzed a sample of your "Open-Kettle blend fancy Molasses" and find it made of a good quality of syrups and molasses, free from any impurities. It has a high food value. Our tests indicate it is well adapted for eating and table purposes."

We suggest that you give us a trial order for a carload of our "OPEN-KETTLE" Blend at $1.00 per Im. Gal. x F.O.B. Cars Montreal.

Samples will be mailed on request.

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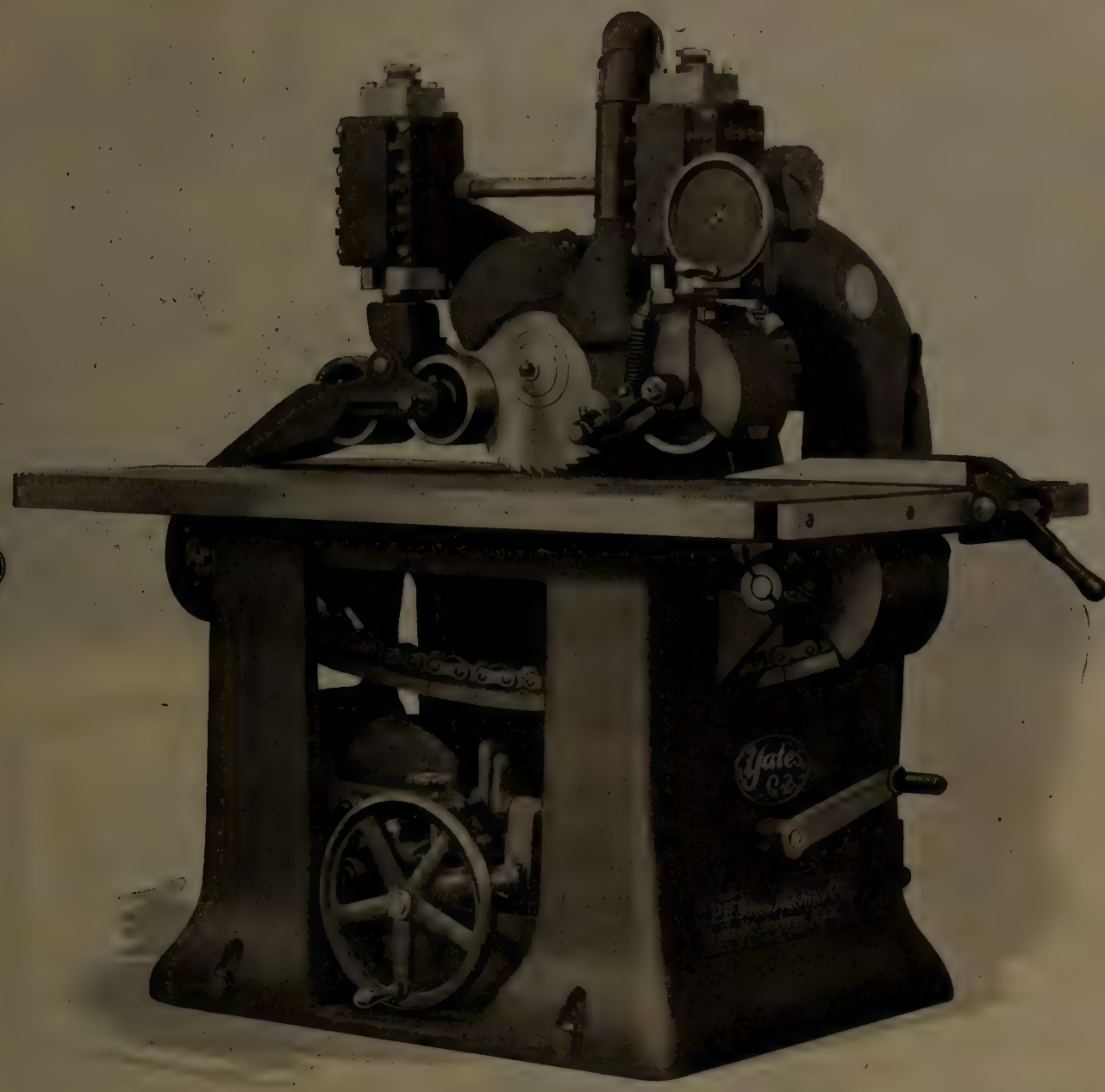

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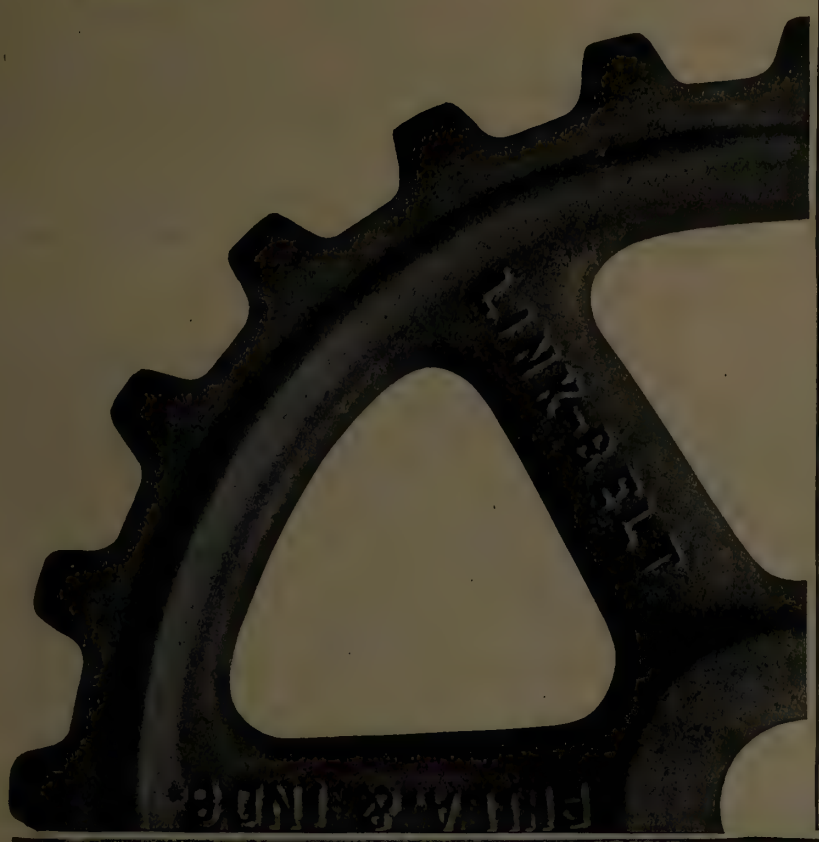
The life of the chain is prolonged because the wheels do not rapidly wear away from the proper pitch diameter.



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The reason for this great success is that the ≻FLINT-RIM≺ wheels have smooth, hard bearing surfaces for contact with the links, and are carefully fitted for the chains, thus giving an ideal condition to start with, and maintaining it so persistently that both the wheels and chain are practically insured against undue wear.

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This is not a theory—it is a positive fact

This photo shows one of our little Gasoline Skidders and Loaders in actual use in Ontario timber. It will be seen that this machine is all we claim for it, **light, compact, easy to move about,** yet **powerful enough for the work.**

Perhaps you have had the idea that the "High Lead" system of skidding is useful only in the tall timbers of the Pacific Coast, where it is possible to get a spar tree as high as 200 feet or more. But this photo shows the "High-Lead" system in actual use with a spar tree of only 25 or 30 feet in height. From this spar tree the hooks are carried out by **one** man to the log, which may be 200 or 300 feet distant, or even farther away. The hooks are then made fast in the end of the log or logs, if two or more small ones are to be brought in. The Gasoline Skidder then hauls the log in to the spar tree, the forward end of the log being kept off the ground by the pull of the cable. The man usually walks alongside to assist in clearing obstructions. At the spar tree the hooks are changed to the centre of the log, which is then lifted clear of the ground and loaded on the skidway.

This machine does the work of several men, and at much less cost.

Marsh Engineering Works, Limited Established 1846 **Belleville, Ont.**

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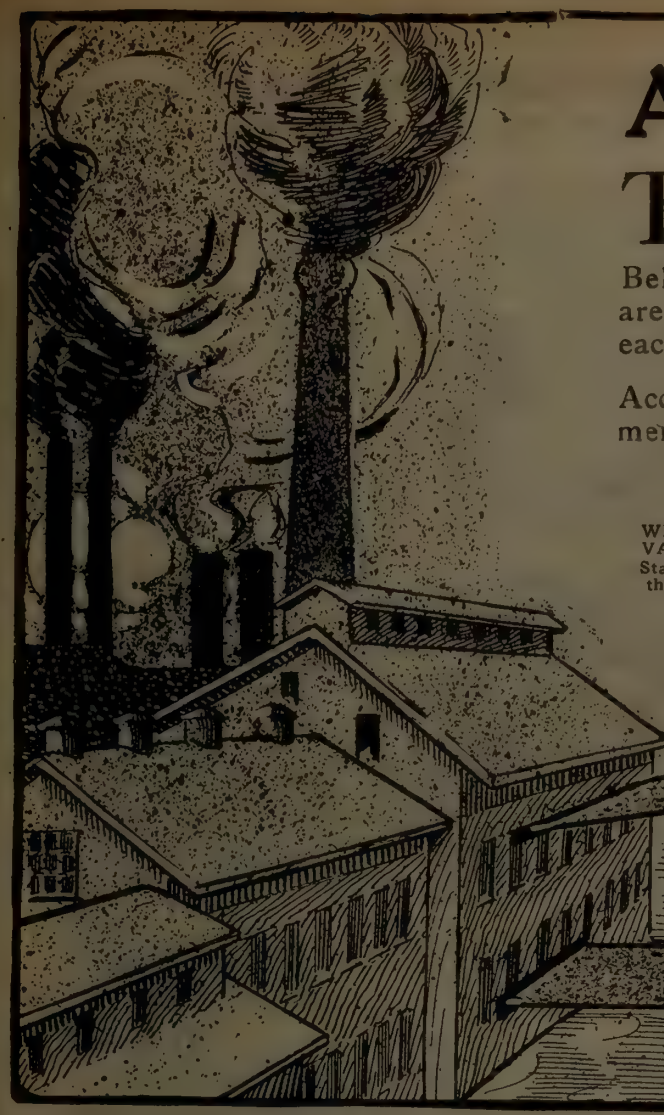

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J.L. GOODHUE & CO. Limited.

DANVILLE — QUEBEC.

Illustrating portable unit of Mathews Conveyor for unloading cars.

Photo by courtesy of Windsor Lumber Co., Ltd., Windsor, Ont.

Illustrating permanent installation of Mathews Lumber Conveyor, between mill and shipping and distributing platform.

Photo by courtesy of Vancouver Cedar Mills, Roche Point, B.C.

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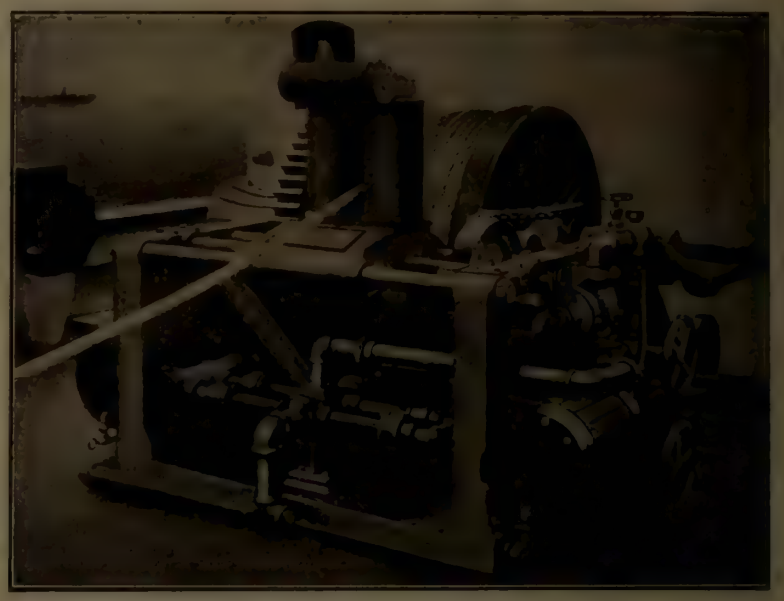

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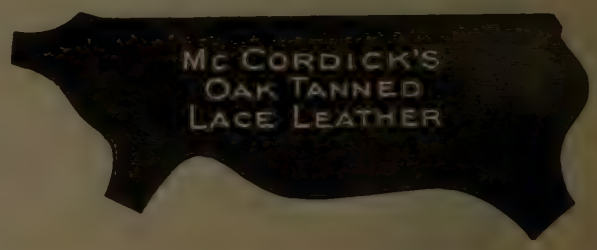

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Write us for folders about the Duplex 4-Wheel Drive. Talk to the Duplex dealer near you. He will give you only facts

DUPLEX BUILT FOR BUSINESS

The Duplex Limited

High Speed; Full Electrical Equipment; Pneumatic Tires; Capacity 3000 to 5000 pounds at 5 to 25 Miles Per Hour on High

HERE is a photograph of the Duplex Limited that carried 3060 pounds from Los Angeles to El Centro via San Diego at an **average speed of 34 miles per hour.** No stops during the run. No relief driver. Ran through rain from Santa Ana to Oceanside. **Speed limit observed in all towns in transit.**

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It fits in exactly with the universal effort **to stabilize schedules;** to obtain **quicker delivery;** and to secure **greater economy.**

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One of the Oldest and Most Successful Truck Companies in America

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This picture shows a large Berlin Planer with six cutters in the C.P.R. Angus shops. The usual working conditions prevailed when this photo was taken, and the floor was not specially swept for the occasion. Shows what Sturtevant can do.

Prevents Fire

In the Planing Mil

Shavings—shavings—shavings—bush
els of them—knee deep on the floor, i
the machinery, on the rafters and beam
—shavings everywhere.

A spark—a match—combustion—ther
are many ways that fire can start, an
then—the story of a disastrous planin
mill fire appearing on the front page o
the daily papers.

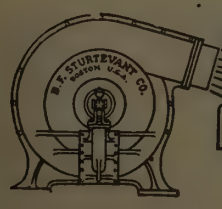
Wise mill men are using

Sturtevant
(REG. U. S. PAT. OFF.)

Planing-Mill Exhauster

The shavings are taken right from th
edge of the cutting tool, and drawn by
powerful draft away to some disposa
centre.

This system is used in many large Plan
ing Mills in Canada, where the fire risk
has been reduced to a minimum.



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REG. U.S. PAT. OFF.
PUTS AIR TO WORK

Blows Your Troubles Away

It is the dust, the shavings and accumulation of dirt, etc., in and around the machinery in a planing mill, that add much to the troubles of the mill owner in his plant.

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(TRADE MARK)

PLANING MILL SYSTEM

leaves the air free from dust and powder, making working conditions better for the workmen.

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Original "Dunbar" Machines

We are the original and the only makers of "Dunbar" Shingle Machines, Lath Machines, Clapboard Machines, Steam and Gasoline Logging Engines. Each is the best for its particular work. Are you using the best?

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From our many years of experience we evolved this "Dunbar" Original Lath Machine. Every improvement that could be suggested, every time-tested idea for the betterment of product and for greater speed, has been incorporated in this machine. We believe it has no equal, and there are a great number of mill men throughout Canada who share this belief with us. Carefully constructed of high grade materials and designed to work steadily under the hardest conditions.

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Canada's Banner Province

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Ontario's woodworking industries, using 34 different kinds of wood, provide a ready market for the lumberman. Eighty-two per cent. of lumber used in Ontario's industries purchased within the Province.

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Our experience puts us in a position to give you expert advice as to what particular type and size of locomotive is best suited to your needs.

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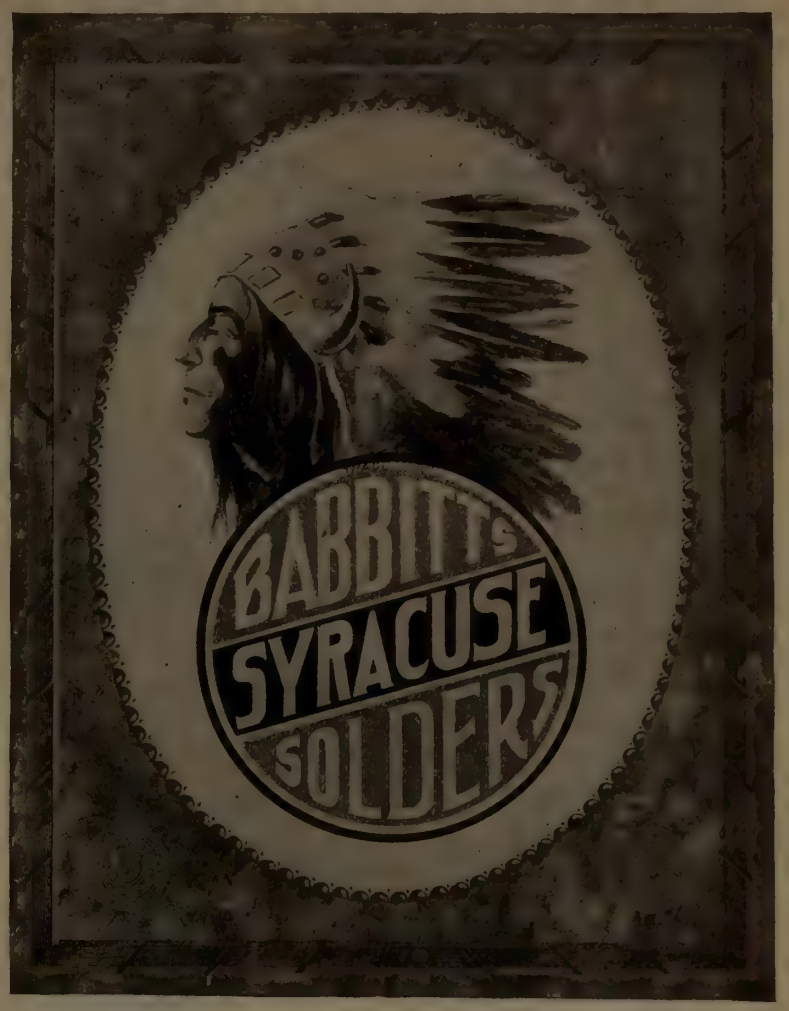

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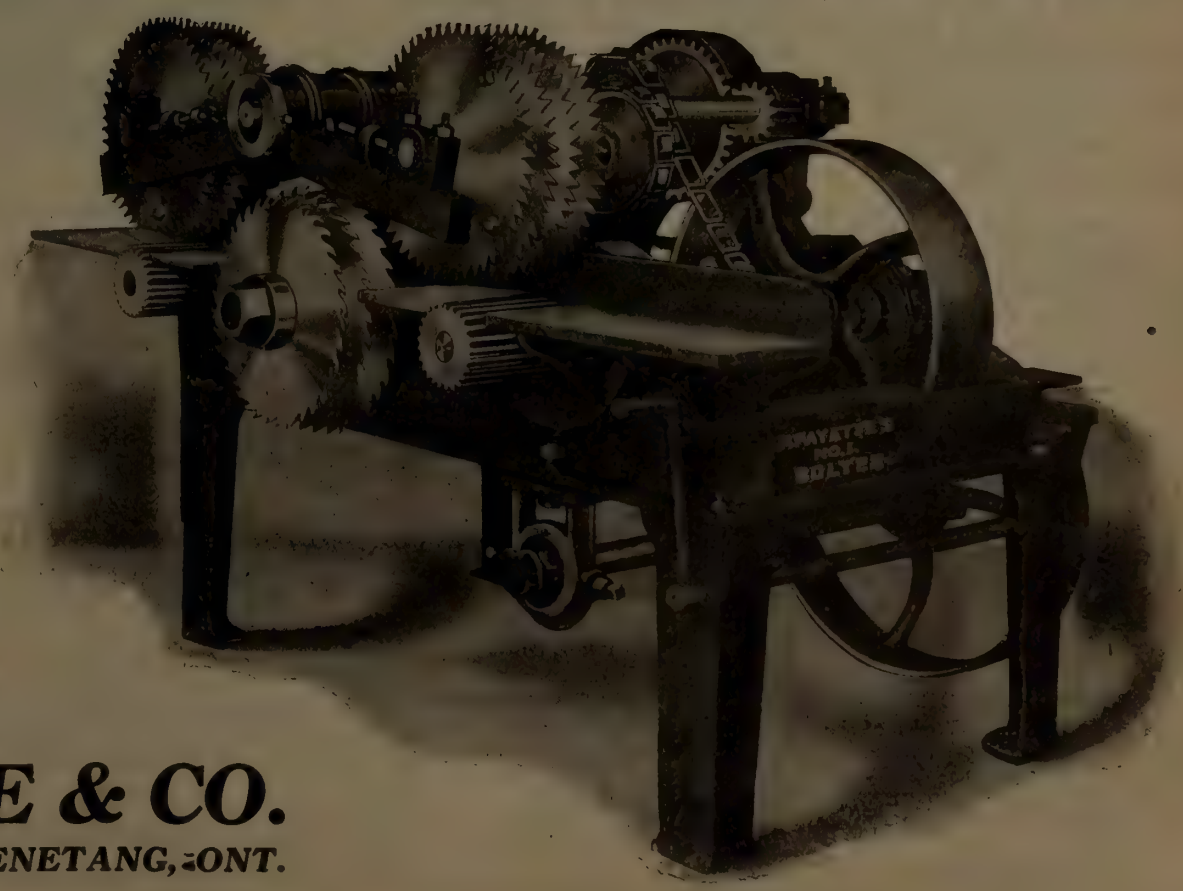

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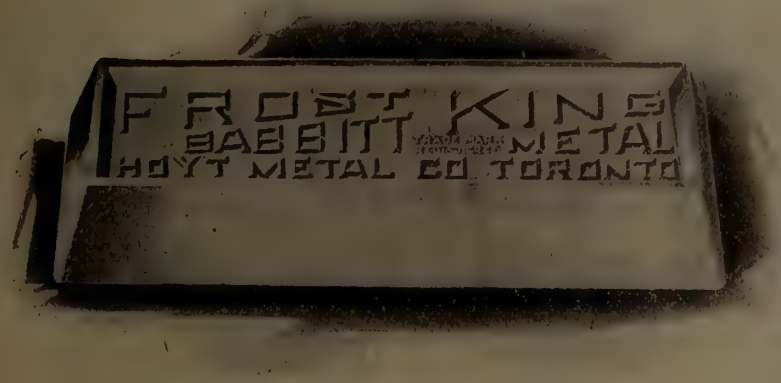

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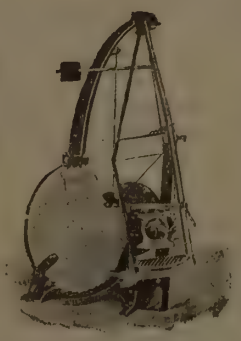

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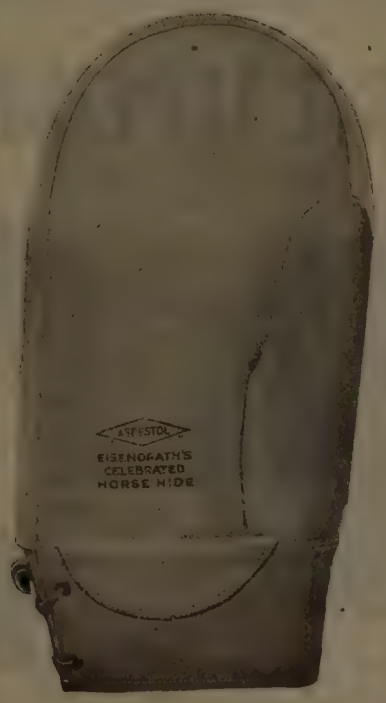

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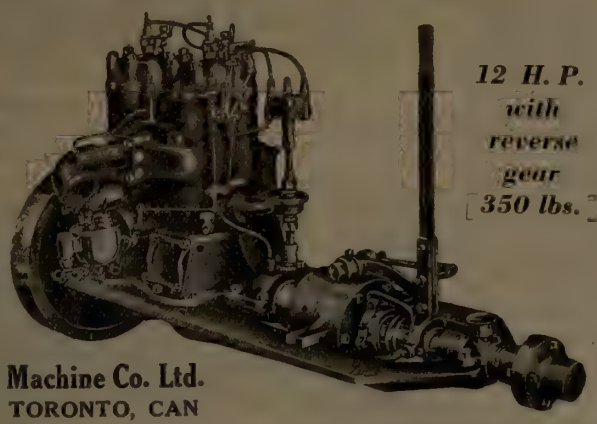

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River Ouelle Pulp and Lumber Co.
Rose, McLaurin Limited
Russell, Chas. H.
Selander, Anton
Shearer Company, Jas.
Shives Lumber Co. Ltd.
Snowball Co., J. B.
Spencer Limited. C. A.
Stearns & Co., F. H.
Taft-Davis Lumber Co.
Terry & Gordon

STEAM SHOVELS
Hopkins & Co., Ltd., F. H.

STEEL CHAIN
Canadian Link-Belt Company, Ltd.
Jeffrey Manufacturing Company
Waterous Engine Works Company

STEEL PLATE CONSTRUCTION
Marsh Engineering Works, Limited

STEAM PLANT ACCESSORIES
Waterous Engine Works Company

STEEL BARRELS
Smart-Turner Machine Co.

STEEL DRUMS
Smart-Turner Machine Co.

STOVES
Burns & Company, John

TARPAULINS
Turner & Sons, J. J.
Woods Manufacturing Company, Ltd.

TANKS
Canadian Chicago Bridge & Iron Co.
Hogan, F. J.
Hopkins & Co., Ltd., F. H.

TENTS
Turner & Sons, J. J.
Woods Mfg. Company

TENTS, CLOTHING
Grant, Holden & Graham, Limited

TIES
Auger & Company
Austin & Nicholson
Canadian Tie & Lumber Co.
Cedar Products Ltd.
Gloucester Lumber & Trading Co.
Harris Tie & Timber Company, Ltd.
Long Lumber Company
McLennan Lumber Company
Miller, W. H. Co.
Price Bros. & Co.
Snowball Co., J. B.
Terry & Gordon

TIMBER BROKERS
Bradley, R. R
Cant & Kemp
Farnworth & Jardine
Smith & Tyrer, Limited
Wright, Graham & Co.

TIMBER CRUISERS AND ESTIMATORS
Sewall, James W.

TIMBER LANDS
Department of Lands & Forests, Ont.

TIME RECORDERS
International Business Machines Co.

TOWING MACHINES
Corbet Foundry & Machine Co.
Payette Company, P.

TRACTORS
Hopkins & Company, Ltd., F. H.
Monarch Tractors

TRAILERS
Seagrave, Loughead Company

TRAINING COURSES
Chicago Technical College.

TRANSMISSION MACHINERY
Canadian Link-Belt Company, Ltd.
Engineering & Machine Works of Canada
General Supply Co. of Canada, Ltd.
Hamilton Company, Wm.
Jeffrey Manufacturing Company
Waterous Engine Works Company

TRIMMERS
Green Company, C. Walter
Waterous Engine Works Company

TUGS
West & Peachey

TRUCKS AND CONVEYORS
Beveridge Paper Company

TURBINES
Engineering & Machine Works of Canada
Hamilton Company, William

VALVES
Bay City Foundry & Machine Co.

VENEERS
Bury & Co., Robt.

VENEER DRYERS
Coe Manufacturing Company
Proctor & Schwartz Inc.

VENEER MACHINERY
Coe Machinery Company
Garlock-Walker Machinery Co.
Proctor & Schwartz Inc.

VETERINARY REMEDIES
Dr. Bell Veterinary Wonder Co.
Johnson, A. H.

WATER WHEELS
Engineering & Machine Works of Canada
Hamilton Company, William

WELDING
Barton Electric Welding Co.
Hogan, F. J.
St. John Welders & Engineers

WHEEL GRINDERS
GeBott Mfg. Co.

WIRE
Laidlaw Bale Tie Company
Canada Wire & Iron Goods Co.

WIRE CLOTH
Canada Wire & Iron Goods Co.

WIRE ROPE
Canada Wire & Cable Co.
Canada Wire & Iron Goods Co.
Dominion Wire Rope Co.

WOODWORKING MACHINERY
Canada Machinery Corporation
General Supply Co. of Canada, Ltd.
Hall & Brown Wood Working Machine Company
Jeffrey Manufacturing Company
Long Manufacturing Company, E.
Mershon & Company, W. B.
Waterous Engine Works Company
Yates Machine Company, P. B.

WOOD PRESERVATIVES
Beveridge Paper Company
International Chemical Company

WOOD PULP
Austin & Nicholson
New Ontario Colonization Co.
River Ouelle Pulp and Lumber Co.

The Home of "CONDOR" Belting

Made of special woven duck and the best grade of rubber procurable.

Manufactured on giant presses weighing 550,000 pounds each, giving the greatest friction of any belt on the market.

The General Supply Company of Canada, Limited

OTTAWA MONTREAL TORONTO WINNIPEG VANCOUVER

Large Stocks Carried in Canada

Rubber Goods FOR LUMBERMEN

Belting Our long experience in the making of Rubber Belts enables us to specialize on this line. "P.M.S.," "Special Drive" and "Lion" are our leading brands for power transmission.

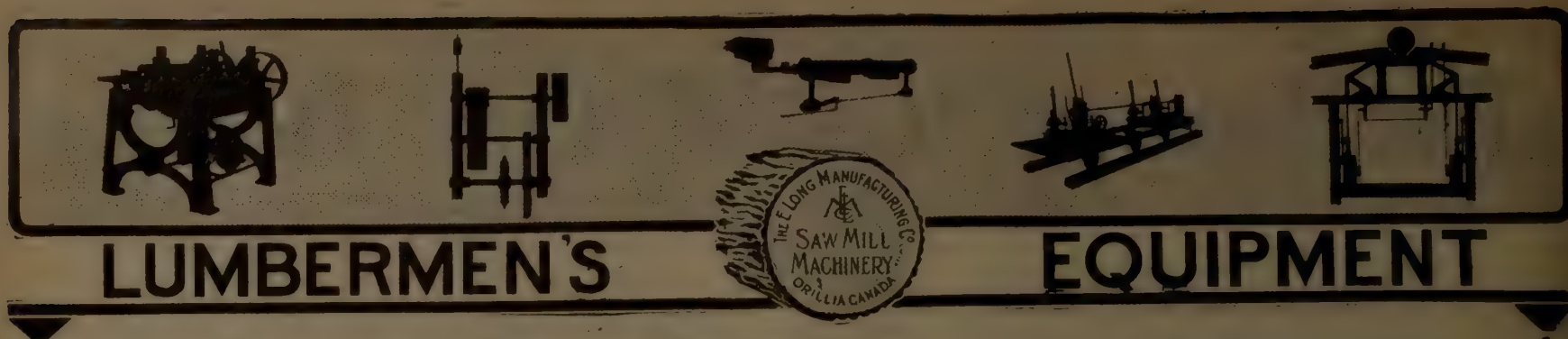
Packings "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable.

Hose for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions.

Fire Hose One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion.

Gutta Percha & Rubber, Limited

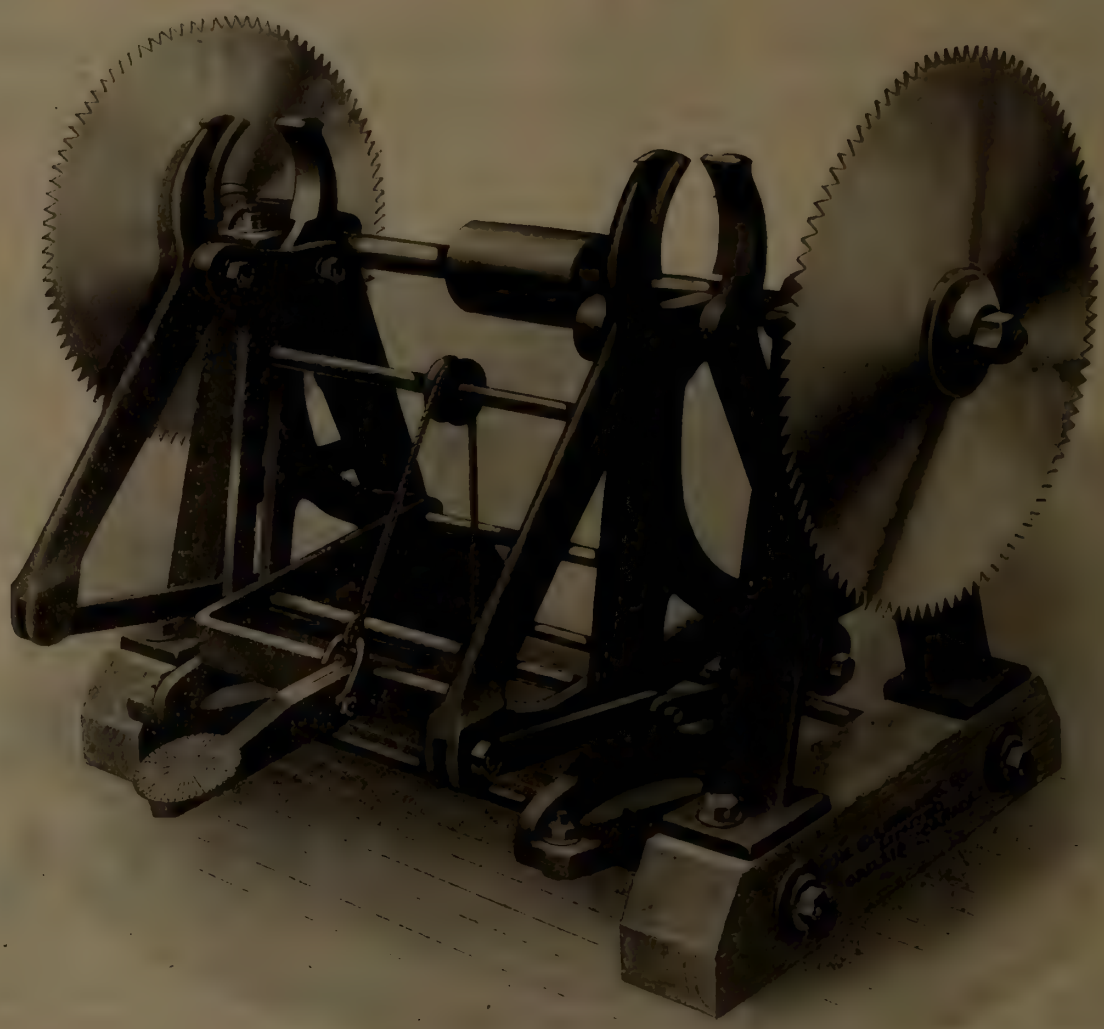
TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
EDMONTON CALGARY LETHBRIDGE VANCOUVER VICTORIA



LUMBERMEN'S EQUIPMENT

Combined Lath Binder and Trimmer

Built in two Sizes



The jaws of this binder are made to accommodate 50 lath and with the great leverage obtained by the foot tread a compact, neat bundle is made with little effort. After binding, the bundle is trimmed by simply tilting the frame away from the operator, without removing the bundle from the jaws. This saves two handlings of the bundle and consequently proves a great time saver.

Bundles bound and trimmed in this machine make a very neat appearance when trimmed, as the bundles hold their shape and the ends are all even. The standard machine is spaced to trim 48-inch material, but the machine can be made to trim 32-inch material, if required. Diameter of saws 26 inches.

This machine can also be furnished as a binder only, if desired.

The E. Long Manufacturing Co., Limited

Orillia Canada

Robt. Hamilton & Co., Vancouver
Gorman, Clancy & Grindley Ltd., Calgary & Edmonton
A. R. Williams Machinery Co. of Winnipeg Ltd.
Williams & Wilson Ltd., Montreal

Waterous Boilers

Are Best for Sawmill Use

To get the full steam value out of the fuel you burn install Waterous Return Tubular Boilers. It will pay you for these reasons:—

They are economical of fuel. They carry plenty of steam in reserve for use in emergencies. They can be used with hard and dirty water. They are easily cleaned and readily taken care of.

Furthermore, We Design and supply the fittings for various styles of boiler settings that are suited to best handle the fuels used in the sawmill, giving great efficiency and perfect combustion.

We build and carry in stocks Return Tubular Boilers up to 72" x 18 ft. If we cannot supply you at once from our yards we can turn out your order in reasonable time. Ask us for prices on the next boiler you buy.

BOILERS IN STOCK

1—54 x 14—Horizontal.
1—54 x 14— "
2—60 x 14— "
4—60 x 16— "
14—72 x 18— "
2—40 H. P. Locomotive.

The Waterous Engine Works Co.

Limited

Brantford, Canada

Molson's Bank Bldg., Vancouver, B.C. Winnipeg, Man.

Pink's Lumbering Tools

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thomas Pink Company, Limited

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO

Not altogether what we say, but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

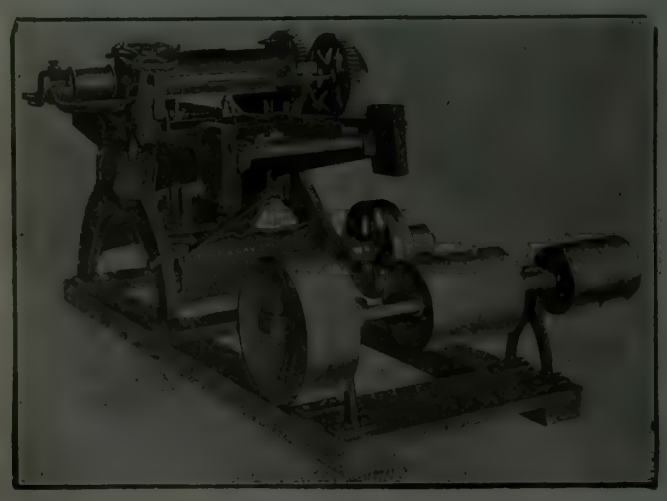
West & Peachey - Simcoe, Ont.

Montreal Toronto Winnipeg

The J. C. McLaren Belting Co.

Limited

General Mill Supplies **MONTREAL**



The LITTLE GIANT Planer, Matcher and Moulder

is without an equal for general use in medium and small planing mills, sawmills, and in carpenter and cabinet shops

A thirty year record of reliability and dependability stands back of these planers. Thirty years' experience—and the highest quality material, workmanship, and design—is an integral part of every machine we manufacture. It is a guarantee of quality and economy.

Write for our catalog of saw mill machinery and keep it on file. It will be the means of your making and saving money.

Fisher & Davis Mfg. Co., 934 N. First St., St. Louis, Mo.

Vol. 40 Toronto, December 1, 1920 No. 23

Canada Lumberman

Wood Worker

New **RAILS** Relaying

12 to 80 pounds per yard

LOGGING CARS

Jno. J. Gartshore

58 Front St. West, Toronto

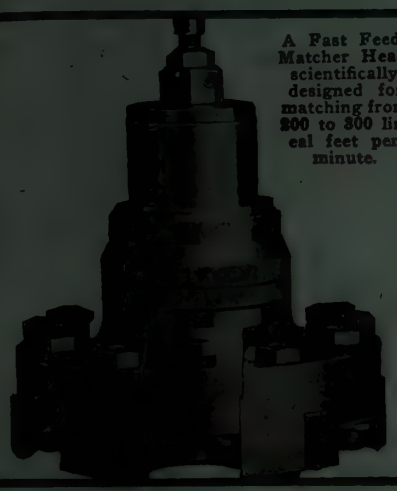
EDGAR D. HARDY JAS. E. REYNOLDS

E. D. HARDY & CO.

INSURANCE

Specialists in LUMBER and WOODWORKING Plants

HEAD OFFICE: OTTAWA, ONT.



A Fast Feed Matcher Head scientifically designed for matching from 200 to 300 lineal feet per minute.

The SHIMER Fast Feed Expansion Matcher Head

With 12 High Speed Bits

The head is built heavy where the strain is and is devoid of all angles or openings, which lessen the wind resistance and cannot block with shavings.
These advantages, combined with the Shimer expansion feature, make a combination that is hard to equal.
The straight knives are long, assuring length of service, while the circular knives can be set back, and the straight knives jointed; in this manner the whole width of the straight knives can be jointed at the one setting.
The circular cutter is then brought to its proper location.

The Cheapest and Best Head on the Market. WRITE FOR PRICES

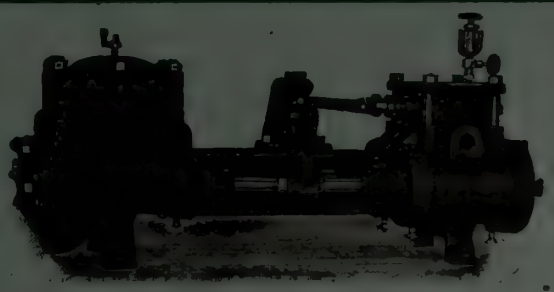
Shimer Cutter Head Co. of Canada, Ltd., Galt., Ontario

ASBESTOS

We manufacture practically every article that can be made of Asbestos—including

Asbestos { Packings, Boiler Gaskets, Pipe and Boiler Coverings

Atlas Asbestos Co., Limited, Montreal



SMART TURNER Steam and Power Pumps

The Pumps for Long, Hard Service

The Smart-Turner Machine Company, Limited

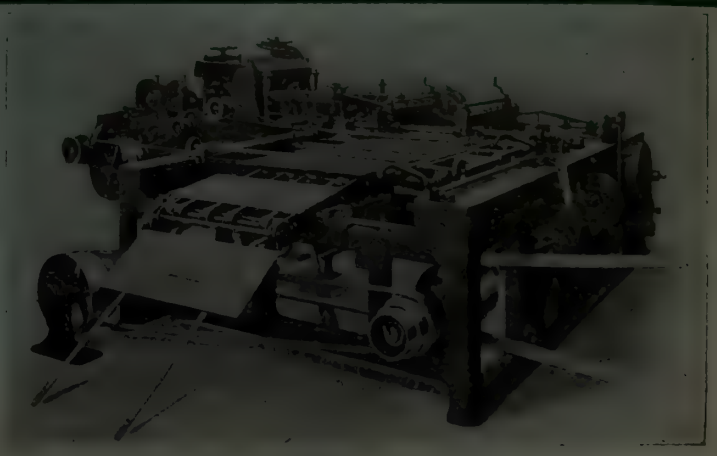
HAMILTON CANADA

BOLINDER'S Automatic Box Board Machine

A machine that converts narrow lumber into high grade box shooks at a minimum cost.
The machine takes rough boards and Planes, Dovetails, Glues, Joints, and makes up finished Box Sides and Ends to exact dimensions required.
The entire operation is performed automatically from the time the boards are fed into the machine until the finished box side or end is delivered.
Capacity up to 12,000 S. Ft. finished shooks per 10 hours, with only two men at the machine.

Swedish Steel and Importing Co., Limited

SHAUGHNESSY BUILDING, MONTREAL



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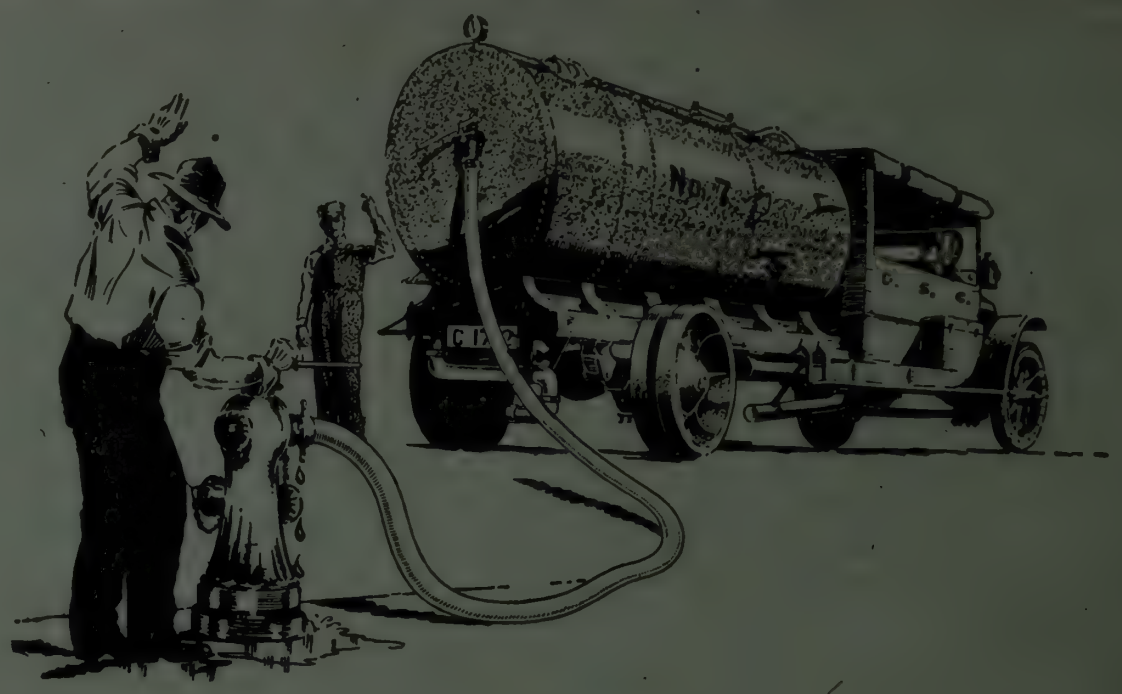

New Standards of Economy Set by Goodyear Industrial Hose

The outside covering on Water Hose, unless tough and sturdy, quickly disintegrates under the constant dragging over sharp objects, particularly in outside construction work. The hose blisters and bursts.

Goodyear has overcome this with a rubber cover of exceptional toughness and strength, a cover which gives longer life—at a correspondingly low cost. The good inner tube and strong fabric are in keeping with this superior cover.

For every industrial use—Water, Air Drill, Pneumatic Tool, Steam, Fire Hose—Goodyear has designed a *special* type of hose, built only after an exhaustive study of modern conditions in industrial work. Goodyear has broken new trails.

If your business is hampered by the excessive cost and unreliability of old-fashioned hose, get the Goodyear data and the Goodyear hose plan. Let a trained Goodyear man advise with you. No obligation on your part. Phone, wire, or write the nearest branch or Goodyear Mechanical Goods Service Station.

The Goodyear Tire & Rubber Co. of Canada, Limited

Branches—Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver.

GOODYEAR

MADE IN CANADA

INDUSTRIAL HOSE

SPRUCE AND JACK PINE

Our stocks include all sizes in 1", 2" and 3".

WHITE PINE LATH

1½ x ⅜ x 4 ' Mill Run
1½ x ⅜ x 32" Mill Run

TAMARACK

1x3&up	Mill Run	11000′
2x4&up	"	12000′
3x3	"	38000′
3x3&up	"	14400′
3x5&up	"	6900′

Bartram & Ball Limited

511 St. Catherine St. W. - Montreal, Que.

Our Remanufacturing Plant at Levis is Now in Operation

We can now resaw and dress about eight cars per day. We will increase our milling capacity each month to take care of the business offered us. We solicit your orders for resawing and dressing.

STOCK AT LEVIS

1,200,000′	2 x 4	8 to 16′	Merchantable Spruce	350,000′	3 x 6	"	"	"
200,000′	2 x 6	"	"	"	300,000′	3 x 8	"	"	"
100,000′	2 x 7	"	"	"	380,000′	3 x 9	"	"	"
150,000′	2 x 8	"	"	"	290,000′	3 x 10	"	"	"
200,000′	2 x 9 &up	"	"	"	300,000′	3 x 11	"	"	"
300,000′	3 x 4	"	"	"	400,000′	1 x 12	12 to 16′	"	"
100,000′	3 x 5	"	"	"	200,000′	2 x 12	"	"	"

We have 3,500,000 ft. B. C. fir timbers in stock and can resaw these to your specification on short notice. We also carry flooring, ceiling and finish in fir and Hardwood and Cedar shingles.

Knox Brothers, Limited

513 DRUMMOND BLDG., MONTREAL

Mill P. O. Address: Box 27, Lauzon, Que. **Mill Telegraph Address: Levis, Que.**

Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

Immediate Attention Given All Inquiries.

Have for Sale a large quantity of well-selected Lignum Vitae Logs at very attractive prices

We are in the market for

Canadian Ash, Bass, Birch, Maple, Pine, Spruce

The McLennan Lumber Co., Ltd.

OFFICE & YARD—21 DORCHESTER ST W. P.O. BOX 1854 PHONE—MAIN 8656

MONTREAL QUEBEC

For Prompt Delivery of

Hemlock, Spruce, Lath, Pulpwood and Hardwoods

The Year Round----In Any Quantity Dressed and Ripped to Your Orders

We specialize in Hemlock and Spruce Timbers. Let us know your requirements. We can assure you of immediate shipment through our splendid transportation facilities. Rail and water delivery.

Fassett Lumber Company, Limited

FASSETT QUEBEC

Geo. Gordon & Co.

Limited

CACHE BAY - ONTARIO

Manufacturers of

White, and Norway Pine Lumber Lath and Dimension Timber

Write us for Prices.

Gloucester Lumber & Trading Co.

BATHURST, N. B.

Manufacturers and Wholesalers

— of —

Pine and Spruce

SAWN LUMBER

Lath and Shingles

TERRY & GORDON
LIMITED

Wholesalers and Exporters
of

Canadian Forest Products

B. C. Shingles Always in Transit

Vancouver Office—
513 Metropolitan
Building.
F. W. Gordon,
Mgr.

Cable Address "Terigord"
Head Office: 704 Confederation Life Building
TORONTO, ONT.

Export Agents—
SPENCER, LOCK
& CO.,
27 Clements Lane,
London, E.C. 4

HOCKEN LUMBER CO., Limited

Manufacturers and Wholesalers of

Red and White Pine Hemlock and Spruce

Write for Prices

630 Confederation Life Building - Toronto

PHONE MAIN 3153

Confidence is the Basis of Trade

The reason we enjoy the confidence of our customers is because we ship what we sell and we do everything in our power to make every shipment entirely satisfactory and fully up to your expectations.

BUT—we are not infallible.

Now this is where the confidence comes in.—You know when you place an order with us that we are going to ship you properly graded and well manufactured lumber, and if through, say an error in judgment on the part of one of our inspectors a small percentage of a lower grade gets in, we are just as anxious to know about it as you are, and adjust to your entire satisfaction; also see that the same mistake does not happen a second time.

Try us on your next order

UNION LUMBER COMPANY LIMITED

701 DOMINION BANK BUILDING

TORONTO CANADA

The Finest the Market Affords

Our mills are located at advantageous points for the delivery of

Spruce, Pine, Hemlock, and Hardwood

Lumber, Lath, Shingles

We have the reputation of filling and delivering orders promptly.

Try us for good service and quality lumber

The Fesserton Timber Company, Limited

15 Toronto Street MAIN 795-6 **TORONTO**

Western Office - . Vancouver, B.C.

DUNFIELD & CO., Limited

Exporters of Nova Scotia and New Brunswick

Spruce, Pine, Hemlock and Hardwood

in 1 in., 2 in., 3 in., 4 in.

Spruce Laths and Railway Ties

Head Office: **8 Prince St., Halifax, N.S.** ***Branch Office:*** **8 Market Square, St. John, N.B.**

U. K. Brokers: Duncan, Ewing & Co., K21 Exchange Bldg., Liverpool. Telegraphic Address: Dunfield, Halifax. Codes: ABC 5th Ed. Western Union

C. E. HILL, Sales Agent, Room No. 667, 200 Devonshire Street, Boston, Mass.

The Louise Lumber Company, Ltd.

Manufacturers and Wholesale Dealers in

HARD AND SOFTWOOD LUMBER

Our Specialty is Quebec Spruce for Export and Local Markets

Head Office, 68 St. Peter Street

QUEBEC, P.Q.

Large Stocks of 1", 2" and 3" Always on Hand

Does this Interest you?

SUPPOSE your stock has reached a low ebb—where your need for more stock becomes urgent.

Isn't it worth a great deal to have your order shipped just twenty-four hours after it is received?

When necessity requires such action, that is just the sort of service we can give you. Our big service yard at Logansport, Indiana, where we carry 4,000,000 feet of quality dry stock, makes such service possible.

Your order in our hands always means just this—Satisfaction for you.

John I. Shafer Hardwood Co.

650 Farmers Trust Bldg., South Bend, Ind.

Mason-Kimball Lumber Co.

212 McGill Street Montreal, Que., Canada

Wholesale only

SPECIALIZING IN

B. C. Lumber, Timbers and Shingles, Hardwoods Yellow Pine, Pine--Red and White, Spruce

Phone, wire or write us for quotations

MAIN 8713, 3566

When you want

HARDWOODS of QUALITY

Write Wire Phone

Jimmy Donovan

THE HARDWOOD SPECIALIST

at 2 Tyrrel Avenue, Toronto, Ont.

Canadian Representative

C. L. Ritter Lumber Co. Hillcrest 6097

Farris Lumber Co.

Milling in Transit

A Well Equipped Mill

C.P., G.T., & C.N. Railway Connections

Special Mill Work Prompt Service

J. R. Eaton & Sons, Limited

ORILLIA, ONT.

Merchantable Spruce
FOR SALE

150 M ft. 1" x 6" 10 ft & up.
35 M ft. 2" x 3" "
30 M ft. 2" x 12" "
18 M ft. 3" x 3" "
35 M ft. 3" x 9" "

Ready for shipment.. Export orders can get prompt shipment. For prices apply

Standard Export Lumber Co., Ltd.
406 Board of Trade Building MONTREAL

Watson & Todd Limited
OTTAWA

WHITE PINE
RED PINE

Registered Trade Mark

Export Trade Our Specialty

Registered Trade Mark

We are always in the market to buy Soft Elm, Maple, Birch and other Hardwoods. Also Spruce, Pine, Poplar or Balm for crating.

Established Twenty Years

Liberal Prices Fair Inspection
Prompt Payment

Advances to reliable parties if needed, send us list of anything you have to sell.

The Manufacturers Lumber
Company Limited
Stratford - Ont.

Standing Timber
FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

We have sold quite a number of timber parcels but still have some good bargains left in Townships of McDougall, Foley, McKellar, Monteith, Carling, Christie, Allen, Secord, Falconbridge and Street.

The Parry Sound Lumber Co.
26 Ernest Ave. Limited
Toronto, Canada

Dry Stock for Immediate Shipment

125 M. ft. 2 x 4-10/16' M.R. Jack Pine.
90 M. ft. 2 x 5-10/16' M.R. Jack Pine.
80 M. ft. 2 x 6-10/16' M.R. Jack Pine.
20 M. ft. 2 x 7-10/16' M.R. Jack Pine.
50 M. ft. 2 x 8-10/16' M.R. Jack Pine.
16 M. ft. 2 x 10-10/16' M.R. Jack Pine.
12 M. ft. 3 x 8-10/16' M.R. Jack Pine.
40 M. ft. 4 x 4-10/16' M.R. Jack Pine.

Mills now sawing, can cut bills to order.
Millmen:—What have you to offer in stocks of Hemlock and White Pine for delivery in the spring and summer.

ARTHUR N. DUDLEY
Manufacturer and Wholesaler
108-109 Stair Building, TORONTO, ONT.
TELEPHONE MAIN 6368

Campbell, Welsh & Paynes

Wholesale Lumber

BANK OF HAMILTON BUILDING
TORONTO, CANADA

Phone 521 Box 816

P. L. CANFIELD

WHOLESALE LUMBER

Woodstock - Ontario

Complete Stocks

Haliburton Hemlock and Spruce

IN TRANSIT

Western Stock Always on Rails

"YOUR ENQUIRIES SOLICITED."

ROSE-McLAURIN LIMITED

WHOLESALE LUMBER

Douglas Fir Lumber, Timber and Doors

Cedar Lumber and Shingles

We Invite Your Enquiries

Representing
THURSTON FLAVELLE LTD.
CEDAR LUMBER AND SHINGLES
In Quebec and Maritime Provinces

SALES OFFICE
2 Toronto St.,
TORONTO
HUGH A. ROSE, Manager.
Phone Main 6752

AUSTIN & NICHOLSON

CHAPLEAU, ONTARIO

Largest Producers of Railroad Ties *In the Dominion*

Pine and Spruce—Lumber—Lath—Piling

Railroad Ties—Pulpwood

FIRST CLASS PLANING-MILL EQUIPMENT

Facilities for delivering Pulpwood to Michipicoten Harbour, Lake Superior

Splendid facilities for Dressing and Matching in straight car lots, one or more widths

Mills at NICHOLSON, ONTARIO, Main Line C.P.R.

WANTED!

Jack Pine - Spruce - White Pine

MERCHANTABLE

-- AND CULLS --

We ship promptly. If you want to move your lumber write us.

LARKIN LUMBER COMPANY

447 Confederation Life Building

TORONTO, Ont.

Stratford Special No. 1 Marine Oakum

is guaranteed to meet specifications of

U. S NAVY DEPARTMENT
U. S. SHIPPING BOARD
NATIONAL BUREAU OF STANDARDS
CANADIAN GOVERNMENT

and receives the highest classification of the American Bureau of Shipping and of Lloyds Register of Shipping.

Canadian remittances accepted at par.

STRATFORD SERVICE and QUALITY

are worth more than the price asked.

GEO. STRATFORD OAKUM CO.
Jersey City, N. J.

WOOD-MOSAIC CO., Inc.

MAIN OFFICE: NEW ALBANY, IND.

BAND MILLS: New Albany, Indiana, Louisville, Kentucky, Jackson, Tennessee, Cincinnati, Ohio.

QUARTERED WHITE OAK
80,000' 5/8" No. 1 Com. & Btr.
275,000' 3/4" No. 1 Com. & Btr.
100,000' 4/4" FAS
200,000' 4/4" No. 1 Common
250,000' 4/4" No. 2 Common

QUARTERED RED OAK
85,000' 4/4" FAS
30,000' 5/4" FAS
300,000' 4/4" No. 1 Common
35,000' 5/4" No. 1 Common

PLAIN RED OAK
80,000' 4/4" FAS
20,000' 6/4" No. 1 Com. & Btr.
20,000' 8/4" No.1 Com. & Btr. Red and White.
300,000' 4/4" No. 1 Common
75,000' 5/4" No. 1 Common

PLAIN RED OAK
18,000' 6/4" No. 1 Common
15,000' 8/4" No. 1 Common
200,000' 4/4" No. 2 Com. Red and White

POPLAR
10,000' 3/8" FAS S.N.D.
30,000' 5/8" No. 1 Common
100,000' 4/4" No. 2B Common
100,000' 8/4" No. 2B Common

HICKORY
30,000' 6/4" Log Run
14,000' 7/4" Log Run
10,000' 8/4" Log Run

ASH
100,000' 4/4" No. 2 Com. & Btr.
8,000' 6/4" No. 2 Com. & Btr.
30,000 8/4" No. 2 Com. & Btr.

We carry a complete line of all Hardwoods.
Also Walnut Veneers and Sawed Quartered White Oak Veneers.

F. N. WALDIE, President. R. S. WALDIE, Vice-President. W. E. HARPER, Secretary.

The Victoria Harbor Lumber Co., Ltd.

Manufacturers of

Lumber and Lath

Mills at Victoria Harbor, Ont.

HEAD OFFICE,
12-14 Wellington Street East, TORONTO, ONT.

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Flooring, Cedar
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Car Load 1/4" 3/16" and 1/8" Three Ply Cottonwood (Waterproof Glue
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Car Load 4/4, 5/4, 6/4, 8/4, 12/4, and 16/4 FAS Black Walnut
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Car Load 1 1/8" Quarter Sawn B. C. Clear Spruce
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THREE PLY FIR PANELS

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Stock on Hand in Kitchener

7,000 ft.	4/4 Sap Gum, No. 1 Com. and Selects.	50,000 "	6/4 No. 2 Com. & Sd. Wormy Chestnut.
9,000 "	8/4 Qtd. Red Gum, No. 1 Com. and Btr.	12,000 "	5/4 FAS Chestnut.
5,000 "	5/4 Plain Oak, FAS.	10,275 "	5/4 No. 1 Com. Chestnut.
30,000 "	6/4 Plain Oak, No. 1 Com.		Odd lots of No. 1 Com. Chestnut 4/4, 6/4 and 8/4.
30,000 "	6/4 Plain Oak, FAS.	1,847 ft.	3/4 No. 1 Com. and Btr. Qtd. White Oak.
30,000 "	8/4 Plain Oak, FAS.	69 "	4/4 FAS Qtd. White Oak.
50,000 "	8/4 Plain Oak, No. 1 Com.	2,065 "	4/4 No. 2 Com. Qtd. Wht. Oak.
12,000 "	8/4 Plain Oak, Sd. Sq. Edge.	1,000 "	3/4 No. 1 Com. and Btr. Plain White Oak.
1,200 "	4/4 Plain Oak, No. 1 Com.	2,624 "	3/4 FAS Sap Gum, 13/17".
15,000 "	4/4 Tenn. Red Cedar Boards, No. 1 Com. and Btr.	2,152 "	3/4 Select Sap Gum, 3/12.
35,000 "	4/4 Qtd. White Oak, FAS.	5,573 "	3/4 Select Sap Gum, 12" & up.
35,000 "	4/4 Qtd. White Oak, No. 1 C.	470 "	5/4 Select Sap Gum.
7,000 "	4/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	12/4 No. 1 C. and B. Hard Maple.
23,000 "	5/4 No. 2 Com. & Sd. Wormy Chestnut.	15,000 "	4/4 No. 2 Basswood.

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Stock Widths 4/4 5/4 6/4 8/4 by 4", 6", 8", 10", 12"

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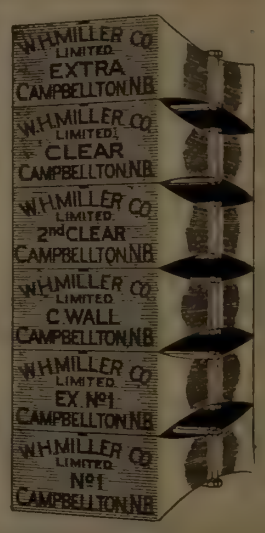
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Transcont. Div. Can. Nat. Rys.

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BROWN ASH

		Clear	No. 1	No. 2
1	in.	40,900	....	50,000	17,000
1¼	in.	58,500	7,300	36,200	15,300
1½	in.	36,500	....	35,000	7,500
2	in.	7,500	....	20,000	2,000

WHITE ASH

		1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1	in.	15,000	....	110,000	110,000
1¼	in.	117,000	4,500	140,000	40,000
1½	in.	22,900	1,200	39,000	65,000
2	in.	56,300	500	80,000	86,000
2½	in.	25,500	....	34,000	32,500
3	in.	87,500	....	75,500	33,500
4	in.	7,000	....	15,000	5,500

BASSWOOD

		1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1	in.	115,700	3,000	340,000	240,000
1¼	in.	151,300	14,000	235,500	70,800
1½	in.	94,600	....	41,800	15,000
2	in.	68,900	....	16,000	4,500
2½	in.	90,000	....	13,900	15,000
4	in.	1,300	....	450	....

BEECH

		1 & 2	No. 1 Com.	No. 2 Com.
⅛	in.	.....	.....	.....
¼	in.	2,000	.....	.....
1	in.	25,000	254,700	13,000
1¼	in.	33,200	10,600	12,000
1½	in.	80,800	7,500	8,400
2	in.	6,000	6,000	.....
2½	in.	.....	.....	.....
3	in.	1,100	5,000	5,500
4	in.	225	1,200	475

CHERRY

		1 & 2	No. 1 Com.	No. 2 Com.
1	in.	187,500	182,200	90,500
1¼	in.	5,500	4,600	4,500
1½	in.	32,000	21,700	57,300
2	in.	.....	16,200	52,900
2½	in.	5,500	2,700	2,200
3	in.	28,700	3,500	2,300
4	in.	5,900	.....	500

CHESTNUT

		1 & 2	Strips Clear	Com. No. 1	S.W.& Com. No. 2
¾	in.	500	....	30,000	30,000
1	in.	25,900	1,500	90,300	280,500
1¼	in.	161,800	2,800	88,200	273,200
1½	in.	116,500	....	68,000	....
2	in.	59,200	....	39,300	126,200
2½	in.	4,000	....	1,150	500
3	in.	2,100	....	1,300	500
4	in.	1,500	....	300	....

CYPRESS

		1 & 2	Select	No. 1 Shop
1	in.	.....	2,000	500
1¼	in.	.....	8,800	.....
1½	in.	17,100	5,200	18,000
2	in.	24,000	24,200	4,600
2½	in.	8,000	3,200	.....
3	in.	69,400	23,100	12,000
4	in.	10,300	.....	.....

SOFT ELM

		1 & 2	No. 1 Com.	No. 2 Com.
1	in.	4,700	11,000	3,800
1¼	in.	41,500	38,200	6,800
1½	in.	12,500	13,300	5,400
2	in.	6,000	1,000	....
2½	in.	6,000	1,200	300
3	in.	39,280	8,500	8,000
4	in.	7,100	6,200	6,000

PLAIN RED GUM

		1 & 2	No. 1 Com.	No. 2 Com.
1	in.	30,300	31,000	15,500
1¼	in.	.....	.....	7,700
1½	in.	8,000	10,300	9,500
2	in.	4,500	3,800	7,500

QUARTERED SAP GUM

		1 & 2	No. 1 Com.	No. 2 Com.
4/4		.....	2,500	12,000
5/4		14,000	.....	.....
8/4		2,000	400	.....
10/4		350	29,000	3,000

QUARTERED RED GUM

		1 & 2	No. 1 Com.	No. 2 Com.
4/4		9,000	20,000	15,100
5/4		8,100	9,800	.....
6/4		3,900	4,500	4,600
8/4		19,100	11,500	3,600

SAP GUM

		1 & 2	No. 1 Com.	No. 2 Com.
1	in.	6,400	16,000	200
1¼	in.	.....	800	.....
1½	in.	2,400	6,000	13,500
2	in.	4,490	12,700	10,400
2½	in.	.....	1,500	1,200

HICKORY

		1 & 2	No. 1 Com.	No. 2 Com.
1	in.	3,200	8,400	11,600
1¼	in.	1,100	2,500	2,050
1½	in.	6,600	11,300	25,000
2	in.	2,400	17,200	16,200
2½	in.	7,000	13,000	4,700
3	in.	3,500	7,580	7,200
4	in.	300	.....	275

FIGURED RED GUM

		1 & 2 Com.	No. 1 Com.
1	in.	7,800	700

PLAIN RED OAK

		1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜	in.	24,200	.....	.....	.....
¾	in.	7,000	.....	40,400	12,200
⅝	in.	.....	.....	87,000	53,600
1	in.	185,200	550	133,000	116,400
1¼	in.	90,700	2,400	15,000	2,200
1½	in.	168,900	4,300	55,200	40,000
2	in.	138,100	.....	16,800	55,000
2½	in.	70,100	.....	14,000	3,100
3	in.	31,800	.....	18,500	7,000
4	in.	16,600	.....	8,900	....

PLAIN WHITE OAK

		1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
⅜	in.	1,000	.....	.....	.....
½	in.	.....	.....	.....	.....
⅝	in.	21,150	.....	1,000	16,900
¾	in.	17,900	.....	100,000	31,000
1	in.	50,300	1,200	89,000	54,200
1¼	in.	55,300	.....	6,000	2,000

		1 & 2	No. 1 Com.	No. 2 Com.	No. 3 Com.
1½	in.	104,500	63,000	9,000	400
2	in.	94,000	114,000	60,000	22,500
2½	in.	166,800	49,500	3,000	.....
3	in.	106,800	65,800	14,400	10,000
3½	in.	4,500	5,000	1,500	.....
4	in.	77,000	18,500	2,000	3,000

QUARTERED RED OAK

		1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
¾	in.	700	.....	9,700	400
1	in.	24,200	3,400	3,500	400
1¼	in.	3,000	.....	3,000	500
1½	in.	350	.....	500	100
2	in.	1,000	.....	7,100	.....

Also Large Stock of BEECH, BIRCH, MAPLE and POPLAR

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10,000 ft. 8/4" No. 2 Common & Better Soft Elm.
10,000 ft. 12/4" No. 2 Common & Better Soft Elm.
60,000 ft. 8/4" No. 2 Common & Better Birch.
35,000 ft. 10/4" No. 2 Common & Better Birch.
40,000 ft. 12/4" No. 2 Common & Better Birch.
25,000 ft. 16/4" No. 2 Common & Better Birch.
40,000 ft. 4/4" No. 2 Common Basswood.
9,000 ft. 4/4 Ash.

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Northern Ontario Jack Pine & Spruce—Merchantable & Dry Sound Wormy 4 x 4—2 x 4—2 x 6—2 x 8 & 3 x 6 & wider—No. 2 in 1 x 3 & up & 2 x 4 & up. Also

1 x 4 & wider early 1920 Cut Mill Cull White Pine.

J. Pine & Spruce Piling for loading first sleighing—30 to 50 ft. 7" or 8" tops.

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Phone: Harrison 8610-8611

Yards: Cairo, Ill.

Mr. Lumberman: Don't you think that it is now time to buy some lumber? On account of lack of buying, mills are shutting down everywhere and there is no question in any one's mind but that the consequence will be a shortage of lumber and sky-rocketing of prices next year. Most of the woods are down to producing cost and now is the time for all good merchants to put in their stock.

The Chicago Tribune quotes:

> Senator William M. Calder, Chairman of the Senate Committee on reconstruction, during a meeting of the committee here in Chicago, as making the following statement:
>
> > "Labor will not go to its pre-war level, prices for materials will not be much reduced and transportation charges will remain higher than before the war. With these facts established, building costs cannot be expected to reach a much lower level than the present for some time. There will be some reduction, of course, but it will not bring the price down to the pre-war figure."

Cypress is a high grade and stable wood and it does not depreciate in your yard—it is worth the money.

WE ARE THE CYPRESS SPECIALISTS

When in the market for "CYPRESS" remember "GREGERTSENS"

If You want the Best Value in Lumber Obtainable in the Mountains, Your Choice Should be

Golden Spruce

GOLDEN AIR-DRIED SPRUCE is unequalled for your requirements in Boards, Shiplap, Shelving, Flooring and Siding, and you can rely upon getting DEPENDABLE GRADES.

EASTERN RETAIL DEALERS will find 1 x 8 GOLDEN EXTRA SELECT SPRUCE BOARDS an exceptionally good seller. Can be worked to any pattern desired. Supplied either 3/4 or 25/32" thickness. Try some.

We also manufacture Fir and Cedar.
Spruce, Fir and Cedar Lath.

Just another reminder—Our stock always comes to you bright, clean, and newly milled, being run through the planing mill at time of shipment.

With a daily nine-hour cutting capacity of 180,000 feet, and a stock of 10 to 20 million feet at all times, we are in position to give prompt shipment. Urgent orders given special attention.

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Columbia River Lumber Co., Ltd., Golden, B. C.

affiliated with and represented jointly by salesmen of

Canadian Western Lumber Co., Ltd., Fraser Mills, B. C.

Eastern Sales Office—TORONTO—L. D. Barclay and E. C. Parsons

ALBERTA
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MANITOBA
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Dominion Lumber Sales Limited

Sole selling agents for two Saw Mills
also two Shingle Mills

Fir Timbers a Specialty. Heavy construction material in any size and long lengths, rough or sized to requirements.

Long Fir Joisting Rough or Sized

No. 1 or No. 2 common Fir Cedar or Spruce Boards, rough or dressed to B.C. Standard or Eastern Requirements. ∴

Cars of Cedar, Fir, Shiplap and Boards always in transit

CARS IN TRANSIT

Cars of Dimensions, Boards, Shiplap in Fir and Cedar Always in Transit, also 3X B.C. Cedar Shingles of Good Quality

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Head Office: 209 Winch Building, Vancouver, B.C.

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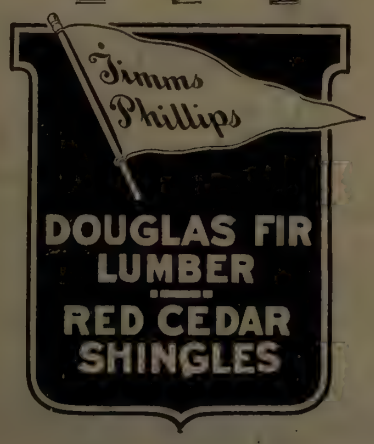
MANUFACTURERS OF

DOUGLAS FIR, HEMLOCK, SPRUCE *and* CEDAR LUMBER

RAIL SHIPMENTS TO ALL PARTS OF CANADA AND UNITED STATES

OFFICE AND MILLS - - VICTORIA, B. C.



Fall Stocks

We have a definite Service to give you in your demands for B.C. Lumber and Red Cedar Shingles for your Fall trade.

We render a personal Service on any "hurry up" orders whether for Coast or Mountain Stocks.

Our representatives are on the ground to personally select your grades and sizes. That assures you of "getting what you want."

"Organized to Serve"

Timms, Phillips & Co., Ltd.

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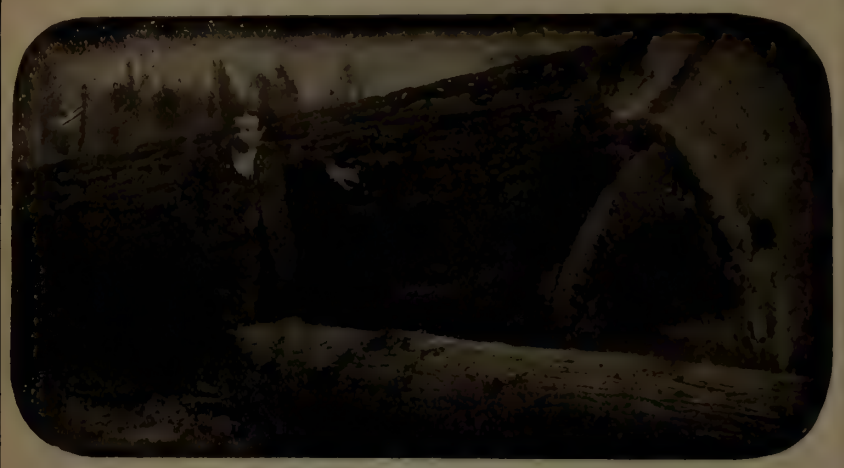
Dry Western Hemlock Boards and Shiplap

Also 4/4 K. D. Hemlock Clears, Rough

IMMEDIATE SHIPMENT

R. P. Shannon Lumber Company

408 Pacific Building - - - VANCOUVER, B. C.



Our NEW TIMBER MILL

(Capacity 100,000 Feet Ten Hours.) NOW IN OPERATION

We solicit your enquiries for

Heavy Construction Material and Yard Stock

ANY SIZE TIMBERS UP TO 100 FT.

Give us an opportunity to prove to you that we have earned a reputation for Quality and Service.

Timberland Lumber Co., Limited

Head Office: Westminster Trust Bldg., NEW WESTMINSTER, B. C.
Mills at South Westminster, on B.C.E.R.
Shipments by C.P.R., C.N.R., G.N.R., N.P.R., and C.M. & St. P. Ry.

British Columbia Forest Products

Fir Western Hemlock Spruce

With modern equipment and shipping facilities we are in a position to handle your orders in a satisfactory manner.

Our stock undergoes careful supervision to ensure QUALITY LUMBER.

Daily Capacity 135,000 ft.

Canadian Puget Sound Lumber & Timber Co.

VICTORIA——————————B.C.

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MANUFACTURERS OF

British Columbia Red Cedar Exclusively

Cedar Bevel Siding, Finish, V-Joint and Mouldings

Our Shingles are all Packed by the "Thousand"

Straight or mixed cars with XXX and XXXXX Shingles. Stocks carried at Lindsay, Ont., for quick shipment

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TIMBERS
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BOARDS
SHIPLAP
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CEDAR
BEVEL SIDING
SHIPLAP
BOARDS
FINISH

"Arrow Brand"

Red Cedar Shingles

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Timbers
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Fir
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A large stock of well made lumber guarantees your requirements.

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Dealers in Lumber, Lath, Cross Arms Mouldings, Doors Sash, Shingles

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CLEAR FIR TIMBERS

OUR SPECIALTIES:

Long Fir Timber Planking Decking

Cutting orders for 2" in long lengths either Common or Clear (obtained as side cut).

Planer capacity 6" x 30". We do not operate dry kiln, but can arrange to air-dry in our yard to requirements.

Our Mill is on Canadian Pacific Railway with Rail Connection (Five Miles) to Tidewater on Alberni Canal. Navigable for all Vessels

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Our new planing mill recently completed.

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We solicit correspondence and inquiries from

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For fir yard stock, B. C. or Hemlock Shiplap and Boards, timbers any size and length up to 90 feet.

We also specialize in mixed cars of high-grade fir uppers and mouldings and are also manufacturers of fir doors.

Robertson & Hackett Sawmills, Ltd.

Established 1888

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Pacific Coast Timber Products

FINISH, FLOORING, CEILING, ROUGH CLEARS TIMBERS, DIMENSION, SHIPLAP, BOARDS, *RED CEDAR SHINGLES*

Dependable Grades ***Efficient Service***

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SHINGLES

B. C. LUMBER and TIMBERS

Wire us for quick action

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British Columbia Lumber and Shingles

Prompt Shipment Dependable Grades Personal Service

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FIR COMMON LUMBER

Hemlock Boards
Cedar Boards
Federal XXX Shingles

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Long Fir Piling
Coast and Mountain Stocks

FEDERAL LUMBER CO., LTD.

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DRESSING IN TRANSIT

Our new and efficient facilities make it possible to do your milling in transit quickly and at low cost. Prompt service is assured by three railway lines.

We are always glad to quote you very attractive prices and show you the quality of our work.

Ask Lumbermen who know and they will tell you to

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Manufacturers of

Long Fir Timbers

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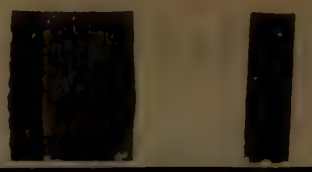


THE LEWIS AND CLARKE EXPEDITION

took cognizance of WESTERN HEMLOCK. The first description of the tree was published in 1814 in the journal of this epoch-making expedition, which passed the winter of 1805 near the mouth of the Columbia River. These explorers spoke of WESTERN HEMLOCK as a tree, "four to six feet in diameter, straight, round, and regularly tapering."

BRITISH COLUMBIA WESTERN HEMLOCK

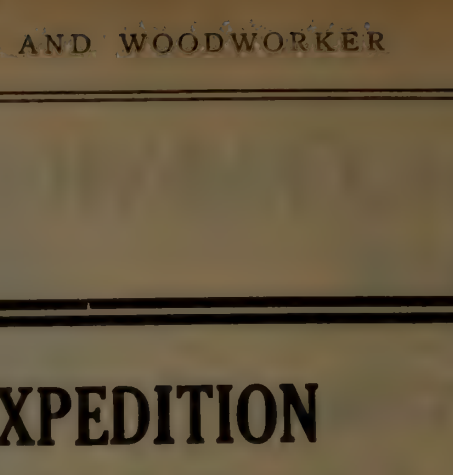
A very good description of the looks of the tree as it stands in the forest. Modern seekers after "inward truths" find that BRITISH COLUMBIA Western Hemlock is one of the world's richest commercial possibilities.

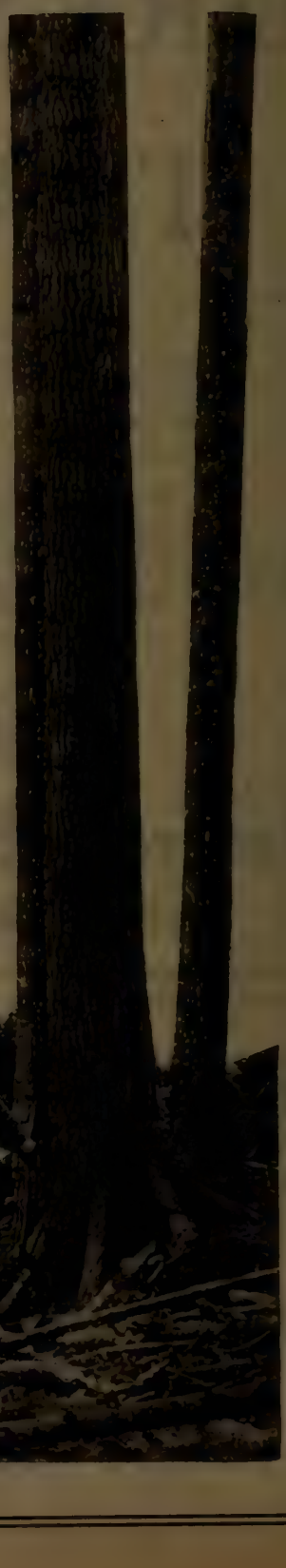
Some lumber dealers have neglected to utilize its vast possibilities because of a lack of information regarding its merits or because of confusion of it with other species not to be compared with BRITISH COLUMBIA Western Hemlock.

The day has arrived when lumber dealers and users cannot fail to see in this superior product an opportunity to erect better and more beautiful buildings. Government tests prove beyond a doubt that Western Hemlock is as strong as any structural timber and stronger than most of them; it absorbs preservatives when required for strenuous duty, in a manner that insures long life of the wood; and for fine interior finishes it is unsurpassed.

If you have never handled BRITISH COLUMBIA Western Hemlock, it is time that you did some "discovering" on your own account for your own good.

We'll be glad to send you BRITISH COLUMBIA Western Hemlock in mixed carloads along with our other BIG CHIEF Brand Specialties, British Columbia Red Cedar Shingles; and Cedar and Fir lumber in all sizes known to high-class manufacture.





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ROBERT COX AND COMPANY

OTTAWA

White Pine, Red Pine and Birch

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ALWAYS ON HAND

A large quantity of every description

Send us your enquiries

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76 St. Peter Street - QUEBEC

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GALL LUMBER CO.

Limited

HARDWOOD LUMBER

Office, Yards and
Dry Kilns
TORONTO, CANADA

Basswood

1 in., 1¼ in., 1½ in., 2 in.,
Dry Basswood

Dry Birch Stock

All thicknesses and grades in

Maple, Birch, Elm, Basswood and **Brown Ash**

Spruce, Hemlock and Pine

Can saw to order at MacDonald's Siding

Let us quote on your requirements

HART & McDONAGH

Robinette Chambers, Cor. Bay and Temperance Sts.
TORONTO, ONT.
Phone Adelaide 44

DRY HARDWOODS FOR PROMPT SHIPMENT

1	Car	8/4"	R Elm	No. 2 C & B, 25% No. 2.
1	"	6/4"	R "	No. 2 C & B, 25% No. 2.
1	"	14/4"	S "	No. 1 C & B
2	"	12/4"	S "	No. 2 C & B 10% No. 2.
3	"	8/4"	S "	No. 2 C & B, 20% No. 2.
5	"	4/4"	S "	No. 2 C & B, or any grade
2	"	4/4"	S "	No. 2 & 3 Common
1	"	6/4, 8/4"	S "	No. 2 & 3 Common
2	"	8/4/	Red & White Oak (Canadian)
2	"	4/4"	Red & White Oak (Canadian)
½	"	4/4"	Red & White Oak (Canadian) No. 2 & 3 Com.
2	"	6/4"	Basswood No. 2 C & B, 15% No. 2.
1	"	4/4"	Basswood No. 1 C & B
2	"	4/4"	Basswood No. 2 & 3 Common
½	"	14/4"	H. Maple No. 1 C & B
3	"	12/4"	H. Maple No. 1 C & B
3	"	10/4"	H. Maple No. 2 C & B, 15% No. 2.
10	"	8/4"	H. Maple No. 2 C & B, 10% No. 2
15	"	4/4"	Hardwood Crating.

Subject to prior sale. We solicit your enquiries.

PEDWELL HARDWOOD LUMBER CO.

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J. Burstall & Co.

Purchasers and Shippers of all kinds of Timber and Lumber

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WE HAVE IT

Get our prices on 4/4, 5/4, 6/4, 8/4 and 10/4

White Pine

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Norway and Lath

At Victoria Harbour

We also have at other points

Hemlock and Spruce

in the various thicknesses

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SPRUCE AND PINE

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DRY LUMBER
for Immediate Shipment

WHITE PINE

1 car of: 1¼" x 12"—10/16' Mill Run, Box out.
1 car of: 3" x 7/10"—10/16' 3rds.
1 car of: 1½" x 6"—10/16' Dressing.
1 car of; 1" x 4" & up 1½/5' Good Short Shorts.
4 cars of: 1¼" x 7" & up 12/16' Box & No. 3 Barn.
2 cars of: 1½" x 7" & up 12/16' Box & No. 3 Barn.
2 cars of: 2" x 7" & up 12/16' Box & No. 3 Barn.
A few cars of 6", 8" and 10"—12/16' Outs Mill Run.

RED PINE

3" x 8" —10/18' Common & Dressing
2" x 4/12"—10/18' Clear & Clear face.

1920 SAWING, WHITE PINE

4THS AND BETTER IN 3 IN.

A full line of 3" in MILL CULLS, suitable for Boxes, Crossing Planks and Platforms.

For personal service, close prices and prompt shipments

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J. C. BARTRAM
JACKSON BLDG., - OTTAWA

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HARDWOOD LUMBER DEALERS

Carry a Larger Stock and Greater Variety of Hardwoods Than Any Other Market in the World.

Atlantic Lumber Company
HARDWOODS
WEST VIRGINIA SOFT RED AND WHITE OAK
Our Specialty: West Virginia and Pennsylvania Cherry
1055 Seneca Street

Taylor & Crate
Hardwoods of All Kinds
A stock of 18,000,000 to 20,000,000 feet of hardwoods carried at all times at our two big Buffalo Yards
Established 50 Years — Rail or Cargo Shipments

Standard Hardwood Lumber Co.
Hardwoods
Prompt Shipment { From Buffalo Yards or from Mill direct to you
8 Million Feet Dry Stock on Hand — 1333 Clinton St.

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HARDWOODS
We Specialize in Brown Ash and Elm
Car or Cargo Shipments — Cor. Niagara and Arthur Sts.

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Hardwoods of All Kinds
Our Specialties—QUARTERED WHITE OAK
SAP AND RED GUM
Established 25 Years — 940 Elk Street

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SPECIALTIES
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Hardwoods of All Kinds

Buffalo Hardwood Lumber Co.
J. B. WALL, Pres. M. M. WALL, Treas. T. H. WALL, V.-Pres.
940 Seneca St.
We Specialize in—
WHITE ASH AND OAK
We also handle a complete stock of Quartered Oak, Maple, Poplar, Red Cedar, etc.

G. Elias & Bro., Inc.
Established 1881
All Kinds of Hardwood Lumber
And in addition we carry a full line of
White Pine, Yellow Pine, Spruce, Hemlock and Fir Timber, Lumber, Millwork and Boxes—Maple and Oak Flooring
CAREFUL ATTENTION TO MIXED CAR ORDERS

Blakeslee, Perrin & Darling
A Complete Stock of Seasoned Hardwoods
including Ash, Basswood, Birch, Cherry, Chestnut, Cypress, Elm, Gum, Hickory, Maple, Plain and Quartered Oak, Poplar and Walnut.
1100 Seneca Street

TRANSIT

1 car shipped November 3rd, XX B. C. Cedar Shingles.

1 car shipped November 11th, 180 M XXX Cedar Shingles, 70M XX Cedar Shingles.

1 car in transit about week, XXX B. C. Cedar Shingles.

C.P. 147508, in transit about week, 1x6 No. 1 Common Cedar Drop Siding, Finished ¾x5¼ face. About 20% No. 2 included in car.

C.P. 116132, shipped October 28th, All 2x4 No. 1 Common Fir Dimension, S1S1E 1⅝". 506/8, 447/10, 1030/12, 625/14, 346/16, 193/18, 71/20—26716

C.C.&St.L. 21464 shipped November 2nd, No. 1 Cedar Shiplap, 4176 1 x 8, 9050 1 x 8, 9398 1 x 10, Lengths 8/26.

R. G. CHESBRO

Lumber Manufacturer's Agent
PHONE MAIN 5345
Bank of Hamilton Bldg., TORONTO

Keewatin Lumber Co., Ltd.

Get Our Quotations For

2 x 4 AND WIDER IN RED PINE AND SPRUCE DIMENSIONS.

Dry White Pine Common Boards

Also BOX and CRATING STOCK in PINE, SPRUCE and POPLAR

We Manufacture White and Red Pine, Spruce and Poplar Lumber, Boxes, Shooks, Lath and Ties.

Saw Mills, Planing Mills and Box Factories at Keewatin and Kenora, Ont.

General Office: KEEWATIN, ONT.

BLAIR BROS., Ltd.

Quebec Province Spruce and Red Pine

1919 Cut—1", 2" and 3"

Ottawa Valley White Pine and Spruce

1919 and 1920 Cut—Mill Run—1" to 2" x 4/12 x 12/16

Box and Mill Cull White and Red Pine

1", 2" and 3" x 4 up x 6/16

Lath

1920 Cut, White Pine and Spruce, 4' x 1½" x ⅜"—50 to pack

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JAMES C. McCUAIG & CO.

Room 302, Jackson Building

OTTAWA — ONTARIO

Dealers in Lumber, Lath Pulpwood, Spruce and Pine Logs

WE WANT TO SELL

At Attractive Prices

ONE CAR 3" BIRCH
TWO CARS 2" BIRCH
ONE CAR 1" No. 3 COMMON BIRCH
TWO CARS 1" NO. 2 COMMON BIRCH
TWO CARS 1" NO. 1 COM. & BETTER

Immediate Shipment

Russell Harris Lumber Company

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The Harris Tie & Timber Co., Ltd.
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Railway Ties, Cedar Poles and Posts, Lumber, Lath, Shingles, Pulpwood

197 SPARKS STREET **OTTAWA, CANADA**

HARDWOOD LUMBER

THIRTEEN BAND MILLS
SIX PLANING MILLS
ELEVEN FLOORING UNITS

ANNUAL CAPACITY:
130,000,000 feet.

We manufacture our lumber for the mutual benefit of ourselves and those who purchase it from us.

We desire to see all of our customers prosperous. This is neither exclusive selfishness, nor unadulterated altruism. It arises from our belief that in the course of proper dealings between buyer and seller, neither is enriched at the expense of the other, nor is one necessarily impoverished if the other is enriched.

Our belief is that our dealings should result equally to the benefit and profit of our customers and ourselves, at the same time.

We make this thought vital in our business, by inculcating into our Sales Department, and into the mind of every salesman, a thorough comprehension of our policy founded on the Principle of Service. We say to them:

Co-operation, not competition, finds its place in this policy. Do not deal with our patrons in the spirit of competition for this leads you to seek to get the most for the least. Serve them in a spirit of co-operation, by seeking to ascertain their needs, and then endeavor to render the most perfect, satisfying service possible in filling the need.

We believe that in final analysis we prosper, only as those we serve prosper.

Our interest and that of our patrons are so similar and so intimately united and inter-related that nothing can be ultimately helpful to us which is not also beneficial to them.

W. M. Ritter Lumber Company, Columbus, Ohio

Canadian Representative: JOHN HALL, 160 Huron Street, Post Office Box 32, Toronto

WILLIAM BARRATT

WHOLESALE LUMBER

Hemlock, Spruce,
White Pine, B.C. Products,
Hardwoods, Shingles, Lath

316 Bloor St. Phone College 7686 Toronto, Ont.

250M feet 5/8 x 3" wider 6/18', Merch. Spruce.
Average length 12 feet.

EXCELSIOR LUMBER CO.

Address 33 Richmond St., Toronto Phone M. 3551

HAVE FOR SALE 1919 CUT LUMBER

378M' 3 x 8 x 10/16' Merchantable spruce
150M' 3 x 4 x 5—10/16' Merchantable spruce
50M' 1 x 4 10/16' Merchantable spruce
24M' 3 x 7 & up—6/16' Culls white pine
48M' 1 x 10—12/16' Mill Run White Pine
100M' 1 x 8— 12/16' Mill Run White Pine
70M' 1 x 6— 12/16' Mill Run White Pine
35M' 1 x 7 & up—10/12" in Culls White Pine
250M' 3 x 11—14/16', Culls White Pine
14M' 3 x 12—14/16'M, Culls White Pine

This stock is thoroughly dry and well manufactured in every way. Must move it at once. Price and quality right.

W.C. Edwards & Co. Limited

Lumber Merchants & Manufacturers

OTTAWA -:- CANADA

White and Red Pine, Spruce, Hemlock, Lath, Shingles, Boxes,
Box Shooks, Factory Material

Shall be glad to quote on your requirements. **Planing Mill, Ottawa and Rockland**

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CODES—A.B.C. AND LIEBERS.

Price Brothers & Co Limited

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CARDBOARD : SPRUCE LUMBER
SULPHITE : LATHS and TIES
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SAW MILLS
on North and South Shores of
the St. Lawrence and
The Saguenay

LEIGH LUMBER CO.

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DRY LUMBER FOR SALE

5000′ 12/4 Elm No. 2 Com. & Btr.
12000′ 4/4 Elm No. 3 Com. & Btr.
20000′ 4/4 Ash No. 3 Com. & Btr.
11000′ 4/4 Basswood No. 3 Com. & Btr.

16000′ 8/4 White oak No. 2 Com. & Btr.
8000′ 4/4 White oak No. 3 Com. & Btr.
15000′ 8/4 Elm No. 2 Com. & Btr.
60000′ 6/4 Basswood No. 2 Com. & Btr.
60000′ 4/4 Basswood No. 3 Com. & Btr.
150000′ 2 inch Hemlock Log Run 40% 16 feet
20000′ 1 inch Hemlock Log Run

HARDWOOD FOR SALE

We will sell by contract three to four hundred thousand feet of

Birch, Maple, Elm, Beech, Brown Ash, Basswood

Mill run, to be sawed to order, next winter and loaded at Johnville, Que., on C. P. R. Will sell green if required.

WILL BUY ON COMMISSION FOR A GOOD COMPANY

Pulpwood, Cedar Poles and Posts

COMMUNICATE WITH

P. H. GIRARDIN & CO. Lumber Merchants JOHNVILLE, P.Q.

STOCKS WANTED

in

Spruce, Jack Pine, Hemlock, Cedar Posts

LET US KNOW WHAT YOU HAVE TO OFFER

McCORMACK & STEWART

Bank of Toronto Building - HAMILTON, Canada

John Harrison & Sons Co.

Saw and Planing Mills Limited

OWEN SOUND, ONT.

Now manufacturing large quantities of Oak and White Cedar Timbers, Plank, etc., as well as Posts, Ties, side and end matched Hardwood Flooring, Sash, Doors, etc.

Try Us Once—Satisfaction Guaranteed

W. S. Loggie Co., Ltd.

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The National Lumber Journal for Forty Years

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Not Fringe But Brass Tacks

If the investigation so far conducted by Messrs. Justices Riddell and Latchford has "only touched the fringe of the timber question," as has been declared by the Premier of Ontario, and that further "startling and sensational revelations" are forthcoming, it is time that greater progress was made.

The inquiry, which was auspiciously begun, has now been dragging along for months and is being carried on in altogether too leisurely a fashion. While public interest is awakened, all the facts should be got at more expeditiously, and if there are any more civil suits to recover large amounts unlawfully withheld from the province, such actions should be taken without delay. It is important that the cleaning-up process be completed and all licenses for berths, which have been "worked" solely for the interest of the holders, promptly cancelled.

The next session of the Ontario Legislature is close at hand and, no doubt, the Commission will have some recommendations to make. Its final report should be brought down in time so that ample consideration may be given to the inauguration of new methods in the department and a more business-like administration in tabulating the annual cuts of limit holders, the disposition of timber berths, the collection of revenues, etc.

Any suspicion of deceit, favoritism or patronage against the Department of Crown Lands in Ontario or the lumber operators of the province, must be removed. If, out of gratitude or expediency, richly wooded limits have been handed over to political camp-followers, the inside history of such transactions must be disclosed.

What the public demands is the whole truth and nothing but the truth, and if, as intimated in the interim report of the Commission, juggling, crookedness and deception have prevailed, then to what extent and who are the guilty parties?

Everything in connection with the business of the Crown Lands Department must be conducted above board. Too much leeway has characterized past administrations, and there have been faults,—grievous ones,—on both sides, not only with those in authority, but on the part of those favored.

All lumbermen who have the highest interest and welfare of the industry at heart will welcome radical measures to disperse any cloud or shadow hanging over the great body of operators, and in seeing that no one, convicted of shameful practices, escapes.

Abuses must be cleaned up and wrongs righted. Every step taken in the direction of safeguarding the great natural endowment of Ontario against waste, plunder and profiteering will be warmly supported.

If any lumbermen who have been granted concessions are guilty of stratagem or trickery or otherwise taking advantage of a slack and inadequate system, they should be held accountable for every penny that rightfully belongs to the province, and the sooner complete revelations are presented, the better for all concerned.

Then all cullers, who have made false returns or failed in any way to observe the requirements of the law, should be brought to justice. Ontario does not want dishonest public servants in any capacity and demands a full measure of integrity, efficiency and devotion to duty.

In the returns made by cullers, which the Commission asserts "contain a mass of perjury and forgery," it is stated that before 1906 there were officers of the Government whose duty it was to check the work of these men by tests supplied from time to time. It appears that this system was changed years ago. Since then the department has had no check by its own officials upon the honesty or efficiency of cullers.

Why was this regulation changed? It would seem that this is one of the evidences of the laxity characterizing the administration of Crown Lands in Ontario.

Again, why was the provision calling for the awarding of all timber limits to the highest bidder, ignored and the pernicious permit system instituted

There are many other "whys" being asked by the public, and if "only the fringe has been touched" it is certainly time that the authorities "got down to brass tacks."

Canada Too Kind in "Business Tips"

While much is heard regarding the splendid resources, beautiful scenery, fertile land and magnificent future of Canada, and the hospitality, loyalty and devotion of Canadians have been referred to in glowing terms, all these count for naught unless a new national spirit, loftier conception and more aggressiveness are awakened in the ranks of the people. It is all very well to be kind and thoughtful of others and to render a good turn wherever possible but when it comes to impairing one's own interest and storing up future trouble; if not loss, the whole matter assumes a different aspect.

Canada possesses all that has been attributed to it and more, but its people need a new vision—one that they should seek by every legitimate means to realize. Self-adulation, artistic word pictures and fine-spun theories accomplish little. Without loyalty and public spirit, without pride in one's surroundings and thorough appreciation of what is best at home, no hamlet, community or nation ever attained a permanent place in domestic, national or world affairs.

The residents of the Dominion need more cohesion, more resolution, more esteem of themselves and more independence. While one does not believe in bluster and egotism they are preferable to inactivity and complacency. A stirring note along this line was lately sounded by F. C. T. O'Hara, of Ottawa, Deputy Minister of Trade and Commerce for Canada. In his annual report he points out many weaknesses of our present commercial system, our leniency and even generosity toward our neighbors, and tells Canadians in plain, everyday language to "get busy and do things." "We have the men, we have the material, we have the transportation lines and the water routes, and there is no reason why business, which is legitimately ours, should be handed over to the United States or any other country," he declares.

Mr. O'Hara believes in building up Canada's foreign trade through Canadian channels and not through those of a foreign power, nor should dependence be placed by Canadian firms upon outside connections. He asserts that every possible effort should be made to "ship Canadian goods through Canadian channels from Canadian seaports to foreign markets to which the goods are destined." The great increase of Canada's merchant marine should go a long way toward assisting in this object. Canadian export trade should be independent of and assist in building up the seaports of the Dominion and direct overseas connections.

The employee or servant of any form, who is afraid to take responsibility and is always referring every question, big and little, to the boss or the man higher up, the fellow who cannot come to a decision of his own and adhere to it when he believes that he is right, who has no initiative or cannot see the next duty ahead, never gets very far in the pathway of promotion or progress, and the same principle applies in connection with a people or a country. As long as we depend upon foreign ships, foreign commission houses and export firms, we will never expand into a country that will by virtue of its power and prestige, command attention and admiration for aggressiveness, initiative and enterprise.

No one blames the other fellow for getting all the business that he can or even building it up at the expense of the smaller chap. So long as the Dominion is content to be "a hewer of wood and a drawer of water" to firms on the other side of the line, and fails to appreciate or develop its unrivalled resources, its own transportation facilities, splendid harbors and merchant marine, it will become stunted in growth and dwarfed in ideas and ideals.

All this and more is summed up in the ringing words of Mr. O'Hara, which should leave a deep impression in the minds of every business-man and manufacturer and result in them getting a new grip on things..

> "Canada imports every day goods made under foreign flags from Canadian raw material. The Canadian purchaser pays the wages and the profits of the foreign manufacturer, also the transportation costs of both raw material and finished goods. In resources and variety of raw materials, in sites and power for factories, in transportation and situation with regard to the world's markets, Canada is unrivalled."

Being just and generous are attributes worthy of emulation, but he who gives away tips to those who take no more than a passing interest in his welfare, is certainly weak and shortsighted. A nation which hands over business, consignments or commissions to other persons or firms at a time when the trade balance is running heavily against it, should, phrenologically speaking, have its head examined.

Editorial Short Lengths

The Government of the Australian Commonwealth has entered upon an extensive programme of construction of homes for returned soldiers. Timber limits have been purchased by the Government, at a cost of several million dollars, primarily for this purpose, according to recent advices received from Australia, and the plan may ultimately develop into a national housing scheme of considerable magnitude. The shortage of houses in Australia, it is stated, is becoming more acute every day.

Their fragrance, excellent working qualities and resistance to decay and to insect pests, make cedars among our most valued woods, says a recent article in "American Forestry." There is the eastern red cedar or juniper, the western red cedar or shingle cedar, the northern and southern white cedars, the yellow cedars or cypresses, the incense cedar, the true cypresses, the atlas cedar and the famous cedar of Lebanon—all members of this big tree family.

Many trees that are not true cedars are thus called because of their resemblance to the woods that smell like cedar. Such is the "Michigan cedar" which is in reality an elm. So called Spanish and cigar box cedar is not a coniferous wood but belongs to the mahogany family.

Cedar is used for cigar boxes because the aroma of the wood is supposed to add to the bouquet of a cigar. The trade custom requires that cigar boxes at least appear to be made of cedar.

Cedar is used in various forms for repelling insects. The chips from pencil factories are distilled for their oil or ground up and sold for use in protecting rugs and woolen garments from moths. The resistance to moths of chests made from Tennessee red cedar and Spanish cedar is widely advertised. But the resistance to insect pests is due not so much to the cedar odor as to the fact that such chests are well made with tight covers and are thus physically exclusive.

The Wholesale Lumber Dealers' Association, Toronto, has made wonderful progress in the last two years and its membership is today double of what it was at the inception. The monthly meetings have been growing in interest and importance and in this respect the November gathering surpassed all previous efforts. Many new features have been introduced of late which tend to impart to the sessions a touch of social interest as well as business association.

The proceedings were enlivened by a genuine, old-fashioned sing song and everyone of the seventy lumber representatives present was made known to everyone else. It was the duty of each guest to rise and publicly introduce the man next to him, stating his name and the firm with which he was associated. In this way everyone got acquainted and a spirit of friendship and bon homme prevailed.

Another feature of the evening was that lumber travellers were all invited to the gathering and met with the wholesalers around the festive board which provided an occasion for the interchange of thought and experience. The speeches were breezy and forceful and no business was allowed to drag. An excellent address, brimful of strong points, was delivered on "Personal Element in Business."

There is no organization which wants to hear shop talk in season and out of season. A little variety is the spice of life, and the regular sessions of the Wholesale Lumber Dealers' Association are not devoted entirely to the consideration of lumber problems, railway transportation troubles, trade relations, credit information, etc., but general information is imparted by representative authorities on closely allied lines, such as finance, insurance, the metric system, legal nature of contracts, salesmanship, etc.

A number of other addresses along other lines will be presented in the near future, which should make the gatherings more edifying and entertaining than even they have been in the past. Other plans are in view to maintain the work and keep up the interest throughout the coming season.

West Looks for Early Renewal of Activity

Sends Out the Sound Advice to Order Now if You Wish Prompt Filling of Specifications and Good Deliveries—Close-up View of Conditions

Winnipeg and Toronto despatches published in coast daily papers as to the situation created for the lumber trade through the recent freight rate advances, are to a considerable extent misleading and incorrect, says the Vancouver representative of the "Canada Lumberman." For one thing, to say that the increased freight rates have "practically shut the British Columbia lumber mills out of the eastern market," which the Toronto "World" is quoted as saying recently, is quite too strong a comment—and not at all justified by the facts. With the further comment attributed to the same paper, that "Southern pine was beating British Columbia fir in the Toronto market now," little if any exception can be taken. It might very well be accurate to make that statement at the present season. For one thing the Southern pine in many cases is not paying a total freight rate, even taking account of the rate increase on American roads, very much greater than the 35 per cent. advance Canadian roads have been given. With that as a start, the old rate from the Coast to Toronto is quite a help towards a profit for the Southern pine mills.

There is another consideration, which is covered in the same item from the Toronto paper, which says "The Toronto lumber market is in a very quiet state just now owing to the slowing up of the building trade." As the same experience in accentuated form is general in nearly every section of the United States, where Southern pine finds a market ordinarily, it is quite to be expected that the Southern mills would be formidable bidders for any stray orders being placed by eastern Canadian dealers. It almost amounts to a case where the "dumping clauses of the Customs Act should be invoked on behalf of the Coast mills.

Reopening Depends on Market Revival.

One Winnipeg despatch to a Vancouver paper undertakes to speak for the Coast lumber manufacturers. It says: "British Columbia millmen say that they will cut no logs this winter on account of low prices and absence of demand in prairie yards." It would be far better to let the British Columbia lumbermen speak for themselves. Had they been asked, undoubtedly the answer from both Coast and Mountain manufacturers would have been somewhat different. They would have agreed in saying that, because there was a sufficient stock of both logs and lumber already cut to meet all present demands, it was the general intention to close down operations in the woods and in the mills to a very large extent, and that re-opening would depend on revival of the market. On the further assertion made in the same despatch from "The lumber industry is unquestionably at a crisis just now, Winnipeg dealers assert," the same criticism would apply. The Winnipeg dealers are not sufficiently well posted to tell whether there is a crisis in the industry. They only represent the buying market in the area in which they work. "Lumber lists have gone to pieces completely in this section," is a further statement in the Winnipeg yarn, and it is offset in the next breath by the assertion that "Dealers want heavy stuff at a maximum of thirty-five dollars, but millmen say that forty-five is the lowest they will cut for." That may make a "crisis" for the Winnipeg dealers who have not been able to get any mill to give them lumber at their own price. But it is no indication of any panic in the lumber industry. Far from it, the lumber industry, so far as British Columbia is concerned, is on a strictly sound basis, even if for some months there has been no great activity in the market and if prices have as a consequence gone down to a point at which the manufacturers refuse to sell and prefer instead to pile it out in their yards until the market gets back to an even keel.

Eastern Inquiries Are More Active.

So far as market is concerned, Coast organizations are finding some interest in the eastern Canadian market, where inquiries are becoming more active, and a fair amount of orders, considering the season have been secured. These are almost invariably for such specifications as can be secured nowhere else than in British Columbia, and which could never be competed for by the Southern pine producers. And it may be said that for all such orders, fairly good prices have been paid. Such specifications have a recognized value and the people who want the stock are well posted on that value and when they need the material are ready to pay the price. There is nothing very exceptional in the prairie market, which never is active at this season. The only feature to comment on is that the dull winter season follows an abnormally dull fall trade with the prairies.

Several different explanations have been put forward. Naturally the first is that the prairie market is waiting till lumber hits the bottom and prices are firm, whether at a higher basis than now or not, would not matter. Some there are, who say that the belief is held in certain quarters on the prairie that the bottom has not yet been struck. The answer to that is the firm attitude of coast and mounain mills in curtailing output and holding stock in their yard rather than bid for business. Those who are in touch with the wheat market, of which Winnipeg is the western centre, think that one big factor is the stand many grain-growers have taken on the present price of wheat and their decision to hold their grain till the price is better than it now is. It is a matter of common knowledge that both the wheat market and the live stock market are lower than for some seasons past.

Then there is another somewhat different explanation of the slow buying from the prairies, which has to do with liquidation. It is stated that many who are selling their grain, are practically forced to do so, as banks, implement men and others want a clean-up which has been postponed from season to season in many cases.

Order Now for Early Deliveries.

Another point of a financial nature is worth taking into consideration in any study of market conditions in the west. The banks assemble all available liquid capital and concentrate it for the purpose of handling the western wheat crop every fall. If that crop moves slowly—and it has from one cause and another—then it is longer before the money is freed and returned to other channels. Some people, who have had the chance to observe matters on the prairies at close quarters, are pessimistic enough to think that lumber buying there will not be at all liberal until another crop is assured, which would postpone the revival of the prairie market until well into next midsummer. However, the majority look to some activity right after the new year, with acceleration as the season advances, and even expect that with production reduced this winter, deliveries and shipments will not be as rapid as buyers will want a few months hence. The sound advice commonly given is "Order now," if you wish prompt filling of specifications and early deliveries.

With the mills of the Pacific Coast states shut down to a larger extent than those in the Coast section of B. C., the manufacturers here do not look for much business with U. S. points. The situation is vastly different from this time last year, when the lumber buyers from a hundred different concerns in all parts of the eastern and middle-western states were scouring this province trying to buy up all the lumber they could, and paying premium prices. If there were to be one such broker's representative show his head, not a coast mill in B. C. would miss the chance to join in the chase. He would be swamped with offers of lumber, and he would have to pay no premium.

General Shutting Down of Logging.

Prices to-day obtainable are about forty per cent. less than the figures commonly secured last winter and spring. There is this difference, that many mills will not accept the present price basis. It is a good indication of the curtailment of the mill output when the logging industry has practically decided on a general shutdown. It is given as practically assured that there will be no camps operating by Christmas. Normal strength of logging camp employees on the coast is placed at near 5,000. To-day there are nearly if not quite 3,000 of these men now out of the woods, and the remainder will gradually be reduced. Most camps will remain closed until February at least. Even those operations which have been carried on to cut spruce for the pulp mills are closing, for the pulp companies now have logs enough to run for six months and do not want to buy any more.

It is somewhat difficult to give an accurate estimate of the curtailment of lumber mill activities. Possibly not more than 30 per cent. of the coast mills have closed completely as yet. But many are only running half to three-quarters capacity, and with hardly an exception there is no night shift operating. There will be further curtailment right along, and if the export orders not yet completed were cleaned up, the coast mills would be shut down almost as completely as the mountain mills. In the Mountain district, the mills in most cases only run during the summer season any way. But this year they closed much earlier than usual. Most of them have fairly heavy yard stocks, and few of them plan big operations in the woods this winter. Most of them, like the coast mills, can log in the open season.

Western Ontario Dealers Discuss Outlook

Trade is Adopting Conservative Attitude but Takes Hopeful View of Future—Indications Point to Increased Demand and Active Building in Spring

A hummer in every respect was the special meeting of the Southwestern Ontario Retail Lumber Dealers' Association, which was held at Chatham recently and attended by thirty-five representative dealers from all over the district, the members coming from St. Thomas, London, Windsor, Sarnia, Glencoe, Dresden, Ridgetown, Alvinston, Walkerville, Leamington, Comber, Blenheim and other points.

In the last issue of the "Canada Lumberman" a summary was given of what took place at the important conference, and it was announced that a more complete reference would be made to the deliberations. The points brought out in the discussion were timely and helpful and will be read with interest.

It is the intention of the S. W. R. L. D. A. to meet more frequently in the future, the suggestion being made that the members should come together once every two months, and that a subsidiary district might be organized by the London, St. Thomas and Aylmer men, who could possibly gather, at least, once a month to discuss purely local problems.

The Southwestern Ontario Retail Lumber Dealers' Association was the first body of its kind organized in the province some eight or nine years ago, and embraces in its ranks practically all the retail lumbermen of that portion of Ontario.

J. C. Scofield, of Windsor, said that any commodity being sold to-day for less than it can be produced was not in his opinion a bad buy. From what he could learn it would not be a gamble to pick up such stock. In the opinion of a number of leading authorities across the line, 1921 would be a banner building year and retailers should not allow their stock to get so low as to be caught napping. Railway companies were now buying freely supplies for new equipment, and the recent advances in freight rates had enabled them to do it. "My experience," added Mr. Scofield, "is that when railway people start purchasing it means good times ahead and when they cancel, why look out!" Yellow pine was being offered at very low prices at present and just now B. C. fir could not compete. The freight rate on B. C. fir averaged from $26 to $31 while, on yellow pine, it was about $16. With $25 logs, the cost of the freight and the expense of operation, B. C. manufacturers could not at present contend with the southern product. Mr. Scofield said that, generally speaking, the large mills were holding what stock they had in yellow pine and it was the small mills which were making the special offers.

No One Overstocked in White Pine.

C. H. Belton, of Sarnia, stated that he had returned from a hunting trip near Sudbury and a Midland company were conducting a very expensive operation there on a large scale, paying high wages, and unless the firm realized a good price for the white pine which they were taking out, they stood to take a severe loss. His opinion was that no one was overstocked in white pine which had been holding up well. He knew of one Ontario firm which had lately received an order for twenty carloads by cable from the Old Country and, while this could not be regarded as a large consignment, still it was looked upon as an optimistic sign in regard to the trend of the market. Wholesale firms to-day were selling their lumber at a close margin. Mr. Belton could not see where lumber was going to come down very much if any in price. The lumber operators of Ontario were being closely checked up by the Government of the province in their log scales. which influence would be a factor in keeping up prices as they would not get off with such lenient measurements as in the past. Mr. Belton added that he did not expect that lumber would get back to where it was in price and was not apprehensive of future values. White pine was holding its own and with a reasonable demand would be scarce.

J. C. Wallace, of London, said that he did not think that jack pine or B. C. fir would take the place of white pine for window frames or door frames. There was a prejudice in London against the former woods for outside work. There would be always a demand for white pine for frames. Mr. Wallace referred to the growing costs of producing lumber. Labor was inefficient and restless—much more so than in the old days. The sources of supply were constantly being further and further removed, the hauls and driving were harder, and it was more difficult to get in supplies, all adding to the increased cost of operation. The law of supply and demand would regulate quotations in the future as in the past and as to the price of lumber all would depend on demand for the coming season. From present prospects there would be much building activity in London during 1921 and business should be good there for the retail lumberman.

People Beginning to Ask Questions.

W. A. Hadley, of Chatham, said that the automobile business affected the lumber trade. The firms making motor vehicles were very quiet at present, being loaded up with cars and well stocked with lumber. Furniture factories and phonograph plants were also running on low production and were not using much lumber. White pine, in his opinion, could not hold up in price much longer if the manufacturers could not get the sale. If other woods came down so would white pine. He did not think from what he could learn that the automobile business would improve much for the next six months. Retail lumbermen would have to get down to a proper basis of doing business. Many industrial concerns were closing down or reorganizing their plants and were hiring back their men for less money, which would bring down the cost of production. Prices of food stuffs were tumbling, especially sugar. In his opinion, people were not going to pay the prices that had been asked for general products and were beginning to ask questions. If prices in other lines came down so much the better for the lumberman.

President Sanders touched upon the decrease in building lately across the line and, in the matter of lumber, he remarked that the big fellow was holding on to his stock but the little fellow had to turn it over and pocket the loss. Unless a man had lots of capital he was not locking it up in stocks to any extent.

E. C. Russell, of Walkerville, in discussing the use of white pine, said he had very little of it in his yard. For door and window frames he was using Sitka spruce and cypress to a large extent and with satisfaction to himself and his customers.

Retailer Gets the Blame and Abuse.

John B. Reid, of Toronto, president of the Ontario Retail Lumbermen's Association, was invited to speak on the general situation, which he did at considerable length. He said that in the matter of lumber prices the customer got after the poor retailer and did not get after the manufacturer or the wholesaler. It was the poor retailer who got all the blame and abuse for high prices of forest products, made the least money and took the smallest profits. Mr. Reid thought a plan might be worked out by the provincial government of handling the timber as a state operation, engaging firms to do the logging and sawing at a fixed reasonable rate, and then having the product distributed direct through the retailer, who would market it at a normal profit. This would shut out the wholesaler or middleman who did not touch the stock and usually got the long end of the deal. Such a project might look as if the millenium was at hand and he had no doubt that some such reform could be worked out by the authorities.

Continuing, Mr. Reid advised the retail dealer to take a holiday now and then and not always have his nose to the grindstone. He would be further ahead in the long run by getting away from his

Some of the well groomed horses belonging to Camp No. 7 of the Eastern Lands Department, Canadian National Railways, near Foleyet, Ont.

business occasionally. His firm in Toronto had been the first to close up on Saturday afternoons and, at the end of five years, was ahead of when they kept going the full day on Saturday. All the other Toronto yards had followed suit and would not revert to the old plan under any consideration. All dealers were working to lower their stocks. He did not think it advisable to hold anything out of which they could get cost. Far better to dispose of what they had in hand and replace at lower values and the difference represented a profit,—the figure at what stock could be sold for and what it could be laid in again or replaced. Mr. Reid outlined the features of the proposed uniform order blank and terms of sale which was being prepared by the association. It would prevent cancellations on both sides and was calculated to make a man take and keep the goods that he had ordered, its use would tend to eliminate law suits and misunderstandings.

Operation of the Sales Tax

Touching upon the sales tax, Mr. Reid explained that on material manufatcured in a retailer's own plant the tax was two per cent., and on all other goods there was no levy. The tax on the manufactured commodity must be shown distinctly on the invoice. On all sales made by a manufacturer to a wholesaler one per cent. had to be collected. If sales were made by a lumber manufacturer direct to a retailer, without passing through any other hands, the levy was two per cent. on the transaction.

In regard to the statement some firms were not collecting the tax on what they manufactured on their premises but were telling customers that they themselves were assuming the tax, this was not legal. Such a course, if pursued, would doubtless lead the offender into trouble, as it was contrary to law.

In regard to latest rulings on the sales tax Mr. Reid read the following, recently sent out by the Department of Inland Revenue, Ottawa:

1. Where a manufacturer of lumber sells to a wholesaler or jobber the tax is 1 per cent.
2. Where a manufacturer sells to a retailer, either in the rough or dressed, the tax to be 2 per cent., but if to be dressed or otherwise further processed by the retailer, 1 per cent.
3. Where a wholesaler sells to another wholesaler, jobber or retailer the tax to be 1 per cent.
4. Where a retailer operates machinery for the further processing of lumber, excluding ripping, re-sawing and butting which is not regarded as manufacturing, he is regarded as a manufacturer to this extent and on the value of all such worked material must pay a tax of 2 per cent. Only 1 per cent. of this need be charged and shown on the invoice if the retailer so wishes, but he must turn over to the Government 2 per cent., thus absorbing the other 1 per cent. But where a retailer sells any portion of his stock in exactly the same condition as he received it, whether sold to a contractor or a consumer, there is no tax.
5. Where a manufacturer sells direct to a railway company or a similar organization, which buys lumber not for the purpose of barter or sale but for his own use in construction purposes, the tax to be 2 per cent.
6. Where a wholesaler sells to a railway company, tax to be 1 per cent.

Note.—All invoices covering taxable sales must show at least 1 per cent., but any tax over 1 per cent. may be absorbed by the seller and paid by him along with that collected from his customer to the Government.

Have Confidence in the Other Fellow

W. A. Hadley gave a short but impressive talk on "How can we improve the South Western Ontario Retail Lumber Dealers Association?" First, he would emphasize they must have faith in the other fellow. They must know how to figure costs and see that they get a fair return on their investment and business. The man, who was not doing this, was not honest with himself nor with his competitors. In gatherings of the nature such as the one being held men got to know one another, to recognize the benefits of co-operation and unity of interests, and, with confidence in the other fellow, good results were bound to follow. Mr. Hadley thought that meetings should be held more frequently and, at least, once every two months there should be a general session. Local men should also get together in the different centres and consider their problems, which would often result in clearing away misunderstandings and suspicion.

J. C. Scofield of Windsor spoke ably on "Millwork and Costs." He said much depended on this matter of factory costs and with men asking eighty-five to ninety cents an hour, what was going to be done? Most firms were all at sea when it came to factory costs, and as there was a wide divergence of opinion, he would like to get some definite ideas from those present on the subject. He spoke of reduction in wages that had taken place in factories across the border, particularly in the automobile line, where men were glad to get their jobs back at a much lower wages. During the war men had been very arbitrary in their demands and the question now arose, with changed conditions, are we going to be as arbitrary with our men as they were with us? Prices on all commodities were coming down and what were those who ran planing mills and factories in the wood products line going to do? There was keen competition from the catalogue and mail order houses in doors, sash, fromes, mouldings, etc., and how were these to be combatted? Factory costs showed a great deal of discrepancy in every establishment and the estimates of superintendents of plants varied greatly, all the way from fifty to one hundred per cent. The labor question and rate of wages was a live one and along with curtailment of production, should be discussed.

Will Combat Mail Order Concerns

T. C. Warwick, of Blenheim, referred to the mail order houses and instanced a case of where material was ordered from one of these firms, but had not been delivered. In the mail order concerns money had to be sent before the supplies were shipped and there was no telling when the customer would get delivery. Some complained of one point and some another, and Mr. Warwick remarked that those in his district who had done business with such organizations were far from satisfied. He had recommended to one customer who had to buy stuff from him (Warwick) owing to non delivery by a mail order house that he (the customer) should stand the firm a suit over the matter. "I thought that it would be a good advertisement for me," naively added Mr. Warwick amid laughter.

Mr. Scofield said that one Hamilton mail order house had sent out catalogues broadcast and, on his making inqiry, he found that this firm had no factory but got their supplies from whom they could get to make them—from one place and another. He thought they could overcome this proposition and easily show that they (the retail lumbermen) could meet any figures such as those named in the catalogues. No man, who had ordered a house from such concerns, ever bought a second one. One experience was enough.

After some further discussion a committee of Messrs. Wallace, Bogart, Scofield and Russell was appointed to arrange for meeting such competition and report to the members of the association.

In regard to persons who hawk around a bill and ask for competitive prices, W. A. Hadley, of Chatham, stated that when his firm were requested to send quotations out of the district they quoted, in every instance, their prices at Chatham plus the freight and forwarded a copy to the retailer in the district, showing exactly what they had done. This was sound trade ethics.

F. H. Laird, of Dresden, said that he never interfered with business in the other fellows territory and merely looked after the work in his own district.

In regard to labor it was stated that the wages of rough labor on the yards was on the average fifty cents an hour in Windsor and Walkerville. In Chatham the figure was somewhat less.

Getting Too Chummy with Wholesalers

"Can a retailer become too chummy with a wholesaler?" was the next topic taken up and was to have been dealt with by Col. Green, of St. Thomas. As he was absent on a hunting trip, consideration of the question was led off by D. J. McEachren of Alvinston. He thought that it was possible for a retailer to get too intimate with a wholesaler and instanced a case when, in the west, where he had been "stung." The feeling existed that the wholesaler was getting too much to-day out of the retailer. The former bought his lumber in large blocks, often did not see it and never handled it whereas the retailer purchased in small quantities and took all summer to sell his stock and all winter to make the collections for it.

President Reid, of Toronto, told of the work of the retail association of Ontario in seeing that wholesalers lived up to their contracts in the matter of deliveries. He referred especially to the activity of the Secretary in Toronto, who impartially investigated all reports. The result was that the wholesaler had to play fair and, if he did not, the trade knew how to treat him and his representatives. Mr. Reid stated that he had nothing against the wholesaler if he observed the rule of the game openly and honestly. He thought that a retailer should not get too intimate with any one in business. All travelers should be treated courteously and respectfully and as business men, but "cut out all the social stuff," admonished the speaker. "First get chummy and right with yourself and never mind the wholesaler."

Mr. Reid thought they should all give their sons a chance in business and encourage young blood in the lumber line. There was every reason why the boys of to-day should be afforded an opportunity to make good, and they would do so. He strongly advised his hearers to look closely after collections. In the past too much atten-

tion had been paid to the sales end and too little to getting in the money. This condition of things should be reversed.

"Do not allow any one to persuade you to buy something that you do not want, even at any price. Lean on your bank as much as possible and as little on the wholesaler as you can," he observed The speaker took up several other matters and referred to the good work of the Trade Relations Committee and the disputes which they had settled by arbitrations, thus avoiding lawsuits. He thought that certain fees should be allowed the members of the arbitration committee for their services and the time spent from their offices and business. He intended to bring this matter up at the next annual meeting of the Ontario Association in Toronto. A resolution was passed endorsing the work of the Trade Relations Committee.

In the matter of wages of mill and yard hands, teamsters and others, it was thought that, when the scale went down, notifications should be sent to others in the district so that there would be uniformity. One firm would not then be making offers to other men and the men constantly holding up the bosses for more money, the same as had been done in numerous centres during the war. Then employees travelled from one yard to another, accepting the highest bids and arousing discontentment and unrest.

A hearty vote of thanks was tendered to President Reid, of Toronto, for his kindness in attending the gathering, being moved by W. A. Hadley, of Chatham, and seconded by J. C. Scofield, of Windsor.

Canada Must Use and Not Abuse Its Forests

"We Have Reached Point where if we do Not Take Some Steps for Future of Wood Supply, we will be in Difficulties in Few Years," Declares Speaker

A stirring and thoughtful address was delivered recently before the Canadian Club, Montreal, by Ellwood Wilson, chief Forester for the Laurentide Co., Grand Mere, Que., on the "Conservation of Canadian Forests." He emphasized the proper utilization of the vast natural resources of the Dominion and said that public interest was needed so that the great wooded areas might be safeguarded.

Mr. Wilson said he wanted it clearly understood that he was not in favor of closing up forest areas. In New York state a million acres had been closed up so firmly that no one could even cut a stick there. The result was, trees were rotting.

The forests were more fundamental than agriculture, forestry being really the mother of agriculture, and he reminded his audience that our forefathers had been much interested in forests and spent most of their time in them. Later, people had emerged from the forests and tilled the soil. Wood is being needed in greater quantities than ever, despite steel and cement constructions, and since paper had been made from wood the latter had become of still greater importance. Without paper there could be no civilization, and without wood there could be no paper. There was talk of making paper out of corn stalks and various other articles, but it could hardly be said that such materials could replace wood for paper for they could not be gathered in such handy packages as wood.

"We do not want the spirit of 'Woodman spare that tree,' to prevail, said Mr. Wilson. "Some trees are wanted for their beauty, but the forest exists for the purpose of being cut. We want to cut them as fast as we can utilize them, providing however, that we see to their replacement. The forest is like a crop. The great difficulty has been that we have not in Canada, or in the United States, treated our forests as a crop, but as if they were mines from which we could help ourselves, but the sad thing is that we thought those mines inexhaustible."

Forest Resources Will Last Fifty Years

Mr. Wilson said that there was far from anything like an accurate knowledge of the extent of Canadian forestry resources, surveys not having been made, and maps consequently lacking, but from what was known approximately, as far as can be gathered, it would appear the resources would last for fifty years on the present basis of consumption, but, he added, the increase in consumption has been at the rate of 10 per cent. per year, "and so we can see that it is high time something was done for perpetuating and replacing of this great natural resource."

It was known now that there is a northern limit to the growth of trees, and that limit had been approached very closely. Mr. Wilson struck an optomistic note when he said that the aeroplane meant that surveys would now be possble, one aeroplane doing more in that direction in one day than four parties of ten men each could do in one month under the old system, and there is now no longer an excuse for ignorance.

All the governments, federal and provincial, are responsible for obtaining proper figures. Unfortunately it happened that governments had been more concerned in Canada, though less than in the United States with getting revenue from forests than with doing the work of protection and surveys, as for example. Quebec which obtained a revenue of three millions a year from its forests spent only $250,000 a year, just enough to cover administration, and a certain amount of forestry protection against fires. This was not the fault of the Government. The fault was with the people, who are responsible as individuals for the interest which a government will take in the protection of forests and in natural resources generally.

"If you do not take any interest in this question, but are simply satisfied to think of it in a sentimental way or wish to blame some one else, you are not getting anywhere. It is for all citizens to see that all natural resources are properly administered."

Interest Should Be More Than Academic

Much progress has been made in the last ten years by the Gouin administration, more than had ever been hoped for. The situation in New Brunswick is splendid, added Mr. Wilson, while the province of Ontario lies very far behind. The province of British Columbia is right up in the van. The Dominion Government is still engaged in administering forest lands and doing very little else. The great difficulty with forestry services had been that they were tied to administration work instead of doing something constructive, and the only thing was to use influence with governments to see to it that proper care is taken of natural resources.

Mr. Wilson said that timber and lumber companies have also responsibility in handing down the natural resources to the next generation and he would say of pulp and paper companies that they accepted their responsibilities and thought beyond the interests of present stockholders of companies. These companies are the salvation of the forestry resources of Canada today, and have acted in a broad-minded and liberal way to see that the forestry resources are properly utilized, and some have started large forest nurseries. Two companies plant one and a half trees for every one tree they cut down, three other companies have followed suit. There was one handicap encountered. While companies were up to the minute in scientific management in the forests. There was an old superstition that men brought up in the woods are the only ones who can handle the operations there. This was an idea that would die away, and forestry work would be done under the direction of competent engineers. Here again, said Mr. Wilson, the aeroplane is to play a great part, and remove the disabilities that great distances bring.

The present crisis as to forestry resources had been experienced in Europe. There is a disinclination in the United States, but less so in Canada, he was glad to say, in following the experience of Europe.

"We have reached the point where if we do not take some steps for the future of the wood supply of this country, we will be in great difficulties in a few years," emphasized Mr. Wilson. He had just returned from attending a meeting of the American Association of paper men, and found that the situation there was such that mills in the East will have to close in fifteen years, because of lack of wood.

Should Not Give Away Raw Materials

"They are looking to Canada to supply that wood, and we cannot give it to them. We want it ourselves. (Applause). We will give them all the manufactured material they want, but cannot give them the raw material, and I hope that the governments will not change their attitude in this regard."

Talking of fire loss, Mr. Wilson estimated that one-third of forest areas have been destroyed in this way. There is now good protection in Quebec and New Brunswick, and in some sections of Quebec covered by the forest protective associations the loss has been reduced to one one-hundredth part of one per cent. of loss, but there is still need of going forward. One of the great offenders, said Mr. Wilson, is the Canadian National Railway system. Not coming under the jurisdiction of the Dominion Board of Railway Commissioners they were not affected by the regulations of the board as to fire pro-

tection, and the forestry men have more difficulty with the C. N. R. than with any other agency. It was a strange thing that while one branch of the Government is anxious about conservation another branch of the Government is burning up the forests. It was true, added Mr. Wilson, that some sections of the Government system tried everything to co-operate to prevent forest fires, but all did not and as an instance he said that one locomotive last year had started 46 fires in one day. The only way to remedy such a situation was to arouse public opinion.

As to danger to forests from insect pests, Mr. Wilson said this matter was rapidly being studied, and it was hoped that before long there would be means to combat this evil.

Progressive Eastern Lumberman

J. G. Chalifour, Quebec, P. Q.

J. George Chalifour, of Quebec, who deals extensively in wholesale lumber and pulpwoods, is "to the manor born," as our good friend, Wm. Shakespeare, would phrase it. He is the son of a lumberman who spent all his life in this line. After attending school the Commercial Academy in Quebec and latterly St. Dunstan's College, Charlottetown, he went to work for his father, O. Chalifour. Shortly after the son became identified with the business. he had the misfortune to lose his father, and the retail lumber enterprise has since been conducted under the name of O. Chalifour, Inc. The subject of this reference worked for the firm four years, after which he started in business for himself at the age of twenty-one. This was four years ago. He was about the youngest man to launch in the wholesale lumber line without any outside help or association that the province of Quebec has ever known.

Mr. Chalifour has built up a large connection in spruce, cedar and birch, spruce timber, piling, spars, knees and shingles. He devotes his attention particularly to spruce and pine lumber and cedar shingles, although he disposes of quite a lot of Coast stock.

Mr. Chalifour also handles spruce pulpwood, which he ships mostly to the United States. He owns limits in the district of Lake Beauport, about twelve miles from Quebec city, where he has been operating for the last three years. Apart from his own business, he is interested in the firm of O. Chalifour, Inc., of which he is vice-president.

Lumber Retailers Assessed Too High

Writing the "Canada Lumberman" on the business assessment act of Ontario regarding the levying of taxes for local municipal purposes, a leading retail lumber dealer of Ontario says: The present assessment act dealing with planing mills and lumber yards is that your assessment for a planing mill is 60 per cent. of amount of assessment on land and building and 50 per cent. on a retail lumber yard.

We understand that when this was framed the percentage business assessment was a substitute for the tax on stock. As this applies in all lines it results in an unfairness to the lumber dealers as lumber takes a lot of space to store and is at a higher rate than other lines of retail merchandise which carry a 35 per cent. rate.

A jeweller, for instance, could carry twenty thousand dollars' worth of stock in a room 10 x 12, where a planing mill would require a large building and yardage space to accommodate stock of an equal value.

It is the hope of the writer that when the present provincial parliament amends the assessment act that the Ontario Retail Lumber Dealers' Association will present their case to the authorities for consideration.

Hon. H. C. Nixon, provincial secretary of Ontario, in discussing the business assessment tax, has given some information along that line, which should prove of interest to those engaged in the lumber business. It is as follows:—

"The business assessment of a coal, wood or lumber dealer is 50 per cent. of the assessed value of the premises occupied by him, but in cities of 100,000 the business assessment of coal dealers is only 30 per cent. of the assessed value. The business assessment of a wholesale merchant is 75 per cent., and of a manufacturer 60 per cent."

Bids for English River Concession

The Department of Lands and Forests of the Ontario Government is advertising for tenders for the English river pulpwood and timber limits. The tenders will be received up to December 18. The successful tenderer must be prepared to establish a saw mill at Kenora and have it in operation in 1921. A 50-ton pulp mill must also be established at Kenora to be increased eventually to a 200-ton mill. All the forest products in the area of the English River limits are to be sold and the timber must be manufactured into paper, lumber, ties, etc., at Kenora. Commenting upon the advertisement for tenders a Fort Frances paper says:

In view of the fact that this limit comprises some 3,000 square miles of timber, by far the most valuable in Northwestern Ontario, one would naturally suppose that care would be taken so as to obtain the maximum price for this timber asset for the province. The terms on which bidders are asked to prepare tenders reveal a situation that must bring consternation to the people of the province.

The man who would hope to intelligently place a bid on this timber is required to inspect it, arrange for the securing of a site for a saw mill at Kenora, negotiate for booming grounds, and privileges, for the saw mill, before Dec. 18th, or a period of less than 30 days. Allowing one week to get a cruising outfit into the limits which is difficult at this time of the year, one week to return and make report on timber leaves a very few days to inspect 3,000 square miles of timber. So utterly absurd as to be ridiculous, to say nothing of the time that is necessary to make arrangements for the mill, booming rights, financing, etc. On the other hand the Backus interests have already an established saw mill at Kenora. They have, we are informed, had cruisers on this limit for months past and thus have an enormous advantage over any outside industrial concern that would hope to enter this field.

Charged With Stealing Sunken Logs

Believing that the accused had not revealed criminal intent to steal wood from the E. B. Eddy Co., Magistrate Millar of Hull, Que., suspended sentence in the case of Charles Gaudreau of Tetreauville. Gaudeau was accused by the company of having stolen logs belonging to them, from "on or in the Ottawa River." The accused had nearly 50 cords of wood piled on his premises and this was ordered seized.

In giving his evidence, Mr. Gaudeau declared that he had dug up the logs from the bottom of the river. He did not think he was committing a breach of the law in taking the sunken wood. Gaudeau's contention was that the wood being "water-logged" was of no value to any company, and deemed he had the right to salvage it and take it for his personal use.

However, the logs bore the brand of the E. B. Eddy Co., Ltd., and the court pointed that the law forbade taking such logs from "in or on the river." In view of the frank evidence of the accused and the apparent lack of criminal intent to steal, Magistrate Millar concluded that he would find the accused technically guilty, but would suspend sentence.

Southern Hardwoods for Railway Ties

Owing to the unprecedented levels to which prices of railroad cross-ties have risen in the United States, the Pennsylvania Railroad has decided to investigate the adaptability of the hard woods of Central and South America for this purpose. Inquiries have been started along several lines, not only to ascertain how much more cheaply ties, or the material for ties, can be purchased in those countries, but also to investigate the question of the longer life of ties made from the Southern hard woods, as compared with those made from the North American native woods heretofore chiefly used. Under normal conditions the Pennsylvania Railroad system uses from five million to six million cross-ties annually. White oak, the most desirable North American wood for this purpose, is becoming rapidly scarcer. The other available woods in Uncle Sam's domain have a short life as ties, unless creosoted, which adds materially to their cost. The average net cost of railroad ties ready for placing in the roadbed has risen it is said in the United States fully 100 per cent. since the beginning of the war.

In the face of the threatened wood and paper famine of the not far distant future the American Forestry Association is taking the lead in a united campaign to adopt a national policy of forest preservation, which will be outlined in a measure to be presented to Congress at the forthcoming session.

"Your local trade is going to have just exactly as much respect for your business as you demonstrate that you have by the way you keep your place of business looking. No one on earth ever respected a drab, dreary, ill-kept lumber yard—not even the owner.

"On the Square" in Selling Shingles

By K. M. Brown, Toronto, Ontario.

K. M. Brown, Toronto

With considerable interest have I noted the discussion regarding the "square" packing of red cedar shingles, which appeared in the October 15th and Nov. 1st issues of the "Canada Lumberman." As a representative of a large company whose entire output of cedar shingles is packed by the square I have an individual interest in trying to acquaint those who constitute "the trade" with the merits of the new sales unit and the reasons for its adoption.

The majority of dealers will recall that there was once a time when they placed orders for red cedar shingles without being certain of just what they were going to get. Each and every mill had its own brands, its own grades and its own methods of making shingles. Absolute lack of uniformity in the manufacture, grading and packing of shingles brought on a condition bordering on chaos. The dealer might order the same grade as he had previously bought, yet there might be a decided variance in the quality of the respective shipments.

About this time a group of shingle manufacturers possessed of vision awoke to the realization that the troubles of their business were occasioned by lack of intelligent organization. The Rite-Grade Association was formed and the grades of red cedar shingles were standardized. The trademark of this association was installed as an inspection mark upon each bundle of shingles. The association instituted a national advertising campaign which was of inestimable benefit to the shingle producer and the retail dealer.

Gradually order replaced chaos. These men had replaced an uncertain commodity with one that was dependable and their guarantee of quality stood behind every bundle. They had rendered a great service to the industry.

Known Quantity and Known Quality

In December of last year, this same Association, with a membership considerably enlarged, decided to guarantee to the trade the quantity as well as the quality of its products. They did this because they believed that a known quantity was just as desirable for the industry as was a known quality.

They therefore determined that, after April, 1920, all mills using the Rite-Grade trade-mark must pack their products by the square. Under this unit four bundles of shingles are absolutely guaranteed to cover 100 square feet of surface when laid 4½ in. to the weather. Haphazard estimating and guessing as to the covering capacity is eliminated. You figure the surface to be covered in square feet. Why should not the material with which it is to be covered be figured on the same basis ? Is anything more logical ?

If the shingles are to be laid 5 in. to the weather you merely deduct ten per cent. from the number of "squares" required; if laid 4 in. to the weather, it is only necessary to add ten per cent. to the number of "squares." Could anything be simpler for estimating purposes? The big point is that this estimate is not just approximate, it is exact.

Incidentally this guarantee of quantity is a double guarantee of quality, for if all the shingles contained in the "square" were not up to grade they would not lay out the square. It is not possible for any mill making "square-packed" shingles to ship bundles which are short in count or shingles which are below grade. The Rite-Grade Association guarantees the covering capacity of these shingles and the mills must make proper restitution if their product does not lay out as represented Is this not a strong argument in favor of the new unit from a retail view-point ?

All competitive roofings are marketed by the square and it was thought desirable to place shingles in direct comparison with these substitute materials by selling on the same unit. Thus the many explanations needed to clarify the relative difference in covering capacity between "one thousand" shingles and a "square" of roofing would be eliminated.

Prices Per Square Foot the Same

In some sections of Ontario we have met a peculiar condition in that three bundles of shingles, thousand packed, are being sold as a "square" if laid 5 in. to the weather. The dealers say that the price to the trade on these three bunches of thousand packing is lower than the price of four bunches of "square packed" would be. So it is, but the difference in price is exactly proportionate to the difference in covering capacity. It can readily be shown that four bunches of "square packed" laid 5 in. to the weather will cover just one-ninth more surface than three bunches of thousand packed, and it can as easily be shown that the price of the "square packed" is just one-ninth more than that of the thousand packing. Therefore, the prices per square foot of covering capacity are identical.

Further, three bunches of thousand packed will not cover a "square" when laid 5 in. the weather. They will only cover 96 square feet, so the dealer must add a bundle or two to the number of so called "squares" required. Is not this mis-named "square" a hit or miss unit which should be consigned to the scrap-heap in favor of a guaranteed square ? Would this not be in the interest of better merchandising ?

The introduction of the square may necessitate a certain amount of explanation to your trade temporarily. We are convinced that it must also eventually increase your shingle sales. We went to a considerable expense in changing our packing equipment to suit the new unit, solely because we believed then, as now, that our sales would eventually grow in direct proportion to the increase in retail sales. The added turnover would more than justify the expense and inconvenience subsequent to the change.

Blazing the Pathway of Progress

Any big forward movement in any line of endeavor was instituted by those who could see beyond the immediate present; someone who visualized better things than those of the moment. Big things, for which the present day business world is justly thankful, were not accomplished without some inconvenience and effort on the part of those men who instituted the movement; men who fought hard to overcome each obstacle; sincere in their conviction that a change in the order of things must prove beneficial to all.

To summarize briefly, we offer a guaranteed quantity; a product backed by a double guarantee of quality. If you are selling by the bunch or by the thousand your price to the trade is lowered; if three bunches of thousand packing to the "square" your price remains relatively identical. We offer a unit which is readily understood by your trade; a unit which precludes any mistakes in compiling estimates; a unit which consigns to the shelf the old hit or miss method of arriving at quantities. It makes for greater merchandising efficiency. Do not its merits warrant an honest trial by the trade ?

No Cold Feet—No Cheap Lumber

November 22, 1920.

Canada Lumberman,
Toronto, Ont.

Sirs,—Enclosed find $2.00 for Lumberman for another year. I find your paper splendid; in fact, I do not know how any lumberman can do without it. I have been watching your last numbers very closely, as there is so much unrest in every line of business that I see some lumbermen have got cold feet. However, I am getting out a stock of hardwood and a quantity of ties, and I think the people who look for cheap lumber next spring will be as much surprised as the Irishman who fell off the church roof and landed in a hammock.

Yours very truly,
C. H. Jermey.

Bass Lake Sawmills,
R. R. No. 2, Orillia, Ont.

Chaotic State in the Lumber Arena

Leading Representative Thinks it Will Not Take Very Big Business to Bring Prices Back

A calm, impartial and comprehensive summing up of the general lumber situation in British Columbia and the outlook for 1921 is furnished in a recent letter from a leading representative of the industry on the Pacific Coast to Hugh A. Rose, of Rose-McLaurin, Limited, wholesale lumbermen, Toronto. The communication is as follows:

I had intended to write you before this and endeavor to give some idea of conditions at the Coast but hesitated as they were changing so rapidly and were in such a demoralized state that we hoped something would happen to steady things. The situation is chaotic. There seems to be a fair amount of special cutting business of one sort and another such as export ties and merchantable, common timber for constructional purposes, railway car material, etc., but unfortunately we are only able to put 35 to 50 per cent. of the log into these orders. The balance made up of regular yard and shed items, has to be put into stock as there are practically no orders coming in for stock material. At least, that is our experience and we understand from conversation we have had with outher operators that our experience is general. The result is that the price on stock items has got down to a point which is below cost.

The mills in most cases realize that it is folly to fill our yards up with lumber manufactured under high cost conditions. Unfortunately logs remain very high and the logging operations are loath to make any reductions, stating that they will have to get lower wages before they can do anything in that direction, and in order to get lower wages, will have to close down for a time to get the men in the proper frame of mind to accept the reductions. There are at least 70 per cent. of them planning on shutting down this month. This will have the tendency to create a shortage of logs and strengthen the price of that commodity temporarily, at least, and will result, I believe, in a number of mills going down. Already there are several mills entirely closed down and several have shut down one side or curtailed their production in some way. Others, (amongst whom we are) who have a little export and special cutting business to complete, will also close down until conditions are sufficiently improved to warrant them resuming operations. It would seem as though the present conditions cannot last for long unless we are to have a very general depression the world over, as practically every lumber market is almost denuded of stock.

In the case of the United Kingdom, we continue to receive some business and numerous enquiries for railway ties, something we never contemplated shipping to that market on account of its proximity to the Baltic and to southern pine, by comparison to the West Coast. We hear Greece and Italy are coming into the market shortly for a large quantity of ties and understand that the Baltic is pretty well filled up with business of this nature. We have already had an enquiry for 30 million feet from Egypt and India is particularly up against it for "sleepers," as they are called there. That is only one item; the same condition exists to a certain extent in general stock.

Australia we hear is very short, but is delaying buying just as long as possible, hoping for lower prices and lower freight rates. On our own continent the railway companies have been neglecting their roads and must do a lot of renewing very shortly in the way of ties and wooden bridges on branch lines and in the way of equipment. There should also be a lot of house building if the house shortage is nearly as bad as the newspapers indicate, and it must be bad, as there has been comparatively little building during the past six or seven years, during which time the population has been steadily increasing.

Se we are inclined to be a little optimistic as to the future. When this business will commence, it is difficult to estimate, but we are sure of the fact that prices are now below cost of manufacture with the average mill. There are a few exceptional cases where a mill is operating under extremely favorable conditions and may be getting by to-day, but, on the average, the mills are operating at a loss.

We feel reasonably confident that it will not take a very big volume of business to bring the price back to a point where we can, at least, get by, that is, if the mills do not get very much overloaded with stock before they close down; in the latter case it will, of course, take that much longer, but it is bound to come.

There is, of course, the possibility that costs will come down somewhat, and while lower wages will naturally reduce the cost of operating to some extent, we must keep in mind too that logging conditions are getting worse each year,—that is, we are going further back into the woods for our timber and going further north, both of which is increasing the cost of the log and is making the stumpage nearer at hand that much more valuable.

As a matter of fact there is just one real thing for the lumber merchant to work with head and hand to secure, and that is a following of satisfied customers.

Canada Creosoting Co. Buys More Plants

Creosoting plants at Transcona, Man., and Sydney, N.S., have been sold to Canada Creosoting Company, Ltd., of Toronto, by Dominion Tar & Chemical Co., Ltd. The latter organization has decided to specialize in the production of creosote oils and other chemical products, and will concentrate sales efforts on the tar paving and roofing lines. Since the principle interests in the Dominion Tar and Chemical Co. have acquired a share in the Canada Creosoting Co., the two organizations will pursue a harmonious policy in furthering the use of creosote oils for the preservation of structural timbers. Canada Creosoting Co. will now operate four plants at Trenton, Ont., Transcona, Man., Sudbury and Sydney, N.S.

The process of creosoting railway ties, telegraph and telephone poles, paving blocks and all lumber used in industrial plant construction that is exposed to extreme moisture, has become standardized in recent years. The various railway and radial companies, telegraph and telephone companies have large orders placed with the creosoting company.

The plant that is now under construction at Sudbury will have a capacity for the creosoting of 2,100,000 tons per annum, and it will be used exclusively by the C. P. R. It is anticipated that the new plant will be in operation within six or seven months.

Dismiss Appeal in Lumber Case

In the Supreme Court, Ottawa, the Bathurst Lumber Co., of Bathurst, N.B., recently won a case in Bathurst Lumber Co. vs. Harris. It appears that the appellants drove logs down a river past the respondent's farm. The latter was indebted to appellants on a note and account, and agreed to cut 400,000 feet of lumber on his own land and pile it on the bank of the river. He delivered 90,000 feet only, and finally the appellants took action for their debt, and the respondent made counter claims for damages to his farm by the flooding of the rived by the lumber company. The appellant then amended their claim asking damages for breach of the contract to deliver 400,000 feet of lumber. The trial judge allowed the counter claim, and dismissed appellants' claim for damages, and this decision was affirmed by the Appeal Court of New Brunswick.

When Lumber was Sold Green from Saw

In 1879 and there abouts the marketing of lumber in Chicago was conducted in a very different way from what it is to-day, said Mr. Edward Hines in a recent address before the National Association of Purchasing Agents in Chicago. Mr. Hines speaks from personal experience, having been employed in 1879 in the lumber market of the city, and he recalls having seen in one day at that time as many as 135 vessels loaded with lumber tied along the Chicago River awaiting buyers.

In those days the lumber was not stored and sorted into grades, lengths, widths, etc., ready for immediate consumption and marketed direct from the mill to the retail dealer and consumer, as it is now, but was manufactured all sizes and grades and thus shipped green from the saw on what were known as lumber schooners. Later small steam schooners were used, carrying from 150,000 to 350,000 feet and even 1,000,000 feet. This lumber was transported from various lake points to Chicago and was there placed in the hands of commission men to be practically auctioned off by them to the highest bidder from the various lumber yard dealers located along the river. These dealers at one time numbered nearly one hundred.

When a trade for the shipment was made, local inspectors were put upon the cargo to measure the lumber as it was unloaded over the side of the boat on to the dock and later the proceeds were sent to the mill man, less commission for the sale.

Compare this old-fashioned method of marketing, says Mr. Hines, with the present up-to-date methods of piling and sorting everything at the mill into grades, widths, lengths, etc., and marketing direct.

Million Weddings and 70,000 New Homes

One million weddings were celebrated in the United States in 1919, but only 70,000 new homes were erected—400,000 short of the actual needs. In 1890 an average of 110.05 families occupied each 100 homes. To-day there are 125 families for each 100 homes and no relief is in sight. With a conservative estimate of 27,900,000 families in the United States by 1925, at least 500,000 homes must be built and then the building programme would be on a small scale. At these figures the country would only have 129.06 families for each 100 homes.

If something is not done to remedy the situation by 1926, with the increasing number of families, 2,200,000 dwellings will be necessary. The erection of 3,400,000 homes by 1926 will be necessary if the country returns to pre-war conditions of 115 families for each 100 homes.

In certain cities in New York state the shortage of homes is so great that parents, who have searched in vain for new quarters are, as a last resort, seeking to place their children in institutions or boarding houses.

Getting Out the Timber in Ontario Highlands

Making Better Use of the Labor Available and Handling More Logs—Eastern Adaptation of "High Lead" System hich is Working Splendidly

By C. H. Grover.

Up in the Highlands of Old Ontario, on the dividing line between the watersheds of the Ottawa Valley and the St. Lawrence Valley, there is a goodly bit of standing timber which has been untouched by lumbermen for many years, owing to its remoteness from railway facilities. Years ago an attempt was made to clean up this section, and many logs were taken out and floated down to the distant Ottawa, but for some reason the work was abandoned and the region left to the deer, the bear, the wolf, the hunter and the occasional settler and camper.

A good stand of second growth timber has arisen since the old lumbering days, and in the territory untouched by the lumbermen of that date, or by subsequent fires, the original timber has grown larger and more valuable.

Owing to the present scarcity of lumber and the prevailing high prices, the eyes of many lumbermen have been turned toward this "Height of land" with its tempting stand of money-making timber. Various timber surveys have been made, with the result that one company made a beginning on its limit this past summer, and two or three other companies are planning to start cutting in the next few months, despite the scarcity of labor and the high transportation

(5) Log on its arrival at the "spar tree"

(6) Tongs fastened on centre of a log.

charges that are inevitable owing to the remoteness of the timber from the railroad, and the impossibility of getting a road into the hills at a reasonable cost.

It was the writer's privilege this summer to see a little of the preliminary work done during the warm weather by the company which has already started cutting. Owing to the shortage of labor, little could be done, but it was illuminating and instructive to see how much was done and how difficulties were overcome in spite of labor handicaps and the transportation problem.

Arrived With Gang of One Man.

First of all a foreman was sent in, presumably with a gang of men, but after a diligent search for help this foreman arrived on the job somewhere around the 1st of July with a "gang" numbering just one man. But he is a resourceful man, this same foreman, quiet of tongue, slow-speaking, unassuming, but with plenty of pluck, good horse sense and knowledge of lumbering ways and methods. He knows his work, and it is a treat to see him handle the tools of his trade.

This foreman and his "gang" of one man put up their tents, arranged for temporary board with a near-by settler, and bravely started in to work—only two axes to cut down the primitive forest, where maples and other hard woods were found two feet and over in diameter. It was a tremendous task for two men, but they did their best.

It had been decided to float the logs down stream about twelve miles and there erect a saw-mill where the manufactured lumber, boards, pulpwood, etc., could be transported without much difficulty to the railroad. Everything marketable was to be cut, including white pine, red pine, hemlock, spruce, balsam, fir, maple, birch, oak, poplar, etc. For some seven or eight miles of this distance the logs would have to be rafted and towed over the deep waters of a lake. Then the raft would have to be broken up and the logs floated loose down to the mill site. As the waters of this lake are very deep, any

(7) Two men guiding log as it is carried to the skidway

logs lost in transit would be lost forever. It would be impossible to locate and recover them. This makes the floating of the hardwoods an exceedingly difficult and risky undertaking.

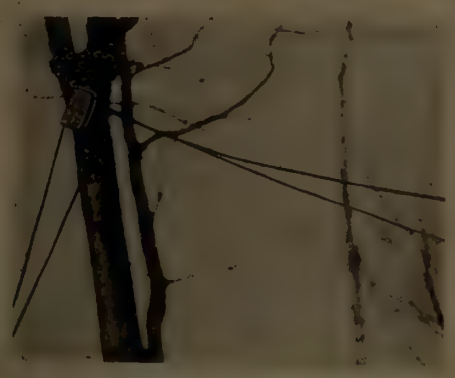
Keeping Everlastingly at the Work.

To reduce to a minimum the chances of thus losing a large portion of the valuable hardwood timber, it was decided to peel these hardwood logs as much as possible before putting them into the water. As these logs peel quite easily in the spring and early summer, but later in the season are almost impossible to peel, the first work undertaken by the foreman and his "gang" of one man was to chop down and peel as many as possible of the hardwoods while the peeling was good. Day after day they stuck to this task, felling the trees and removing strips of bark from each tree, but otherwise leaving the trees as they fell. Shorthanded as they were, no time could be spared at that season of the year for topping the trees, removing the branches or sawing the trees into logs. This would all have to be done later,

(8) Piling logs with a hoist. Only one man is required to operate the hoist.

when the peeling season was over. But as the trees fell, so they had to lie—a tangled mass of wreckage that it would be difficult and dangerous later on to untangle. Owing to the shortage of labor, this was the only feasible procedure.

The foreman expected other men to arrive on the job to increase his gang and enable him to get more work done, but in this he was disappointed. No more men came. Finally the foreman realized the impossibility of making much headway in his herculean task owing to the paucity of labor at his command. The season was passing, trees



(3) The "high lead" block or gin block and cable showing also the guy wires for supporting the tree.

(2) The machine mounted on a sleigh.

(4) Tongs fastened into end of a log.

were coming down but slowly despite their utmost endeavors. So at last he had to quit work for a time and go out to scour the country for more men. He travelled many miles with but scant success. Like the guests invited to the marriage feast in the old parable, the men all made excuses of one sort or another; but after several days of weary seeking he returned to the scene of his labors with three more men, making a total working crew of five, counting the foreman. But his troubles were not ended yet. Labor in the woods, as elsewhere, is shifty and unreliable, and it was not long until his crew was reduced to four axes.

Peeling Hardwoods and Building Camp.

With his augmented staff the foreman returned to the work of chopping and peeling the hardwoods as long as they could be peeled readily. They then set to work to cut roads, saw the trees into logs and build a permanent camp for the winter. This also proved to be a big task for the small crew, but they heroically stuck to the job, and when last seen at the end of August a group of comfortable looking frame structures were already assembled at the water's edge, and a neat skidway of logs piled close by, ready for rolling into the creek when the water should rise high enough.

It was amazing to the writer to see so much work accomplished in such a short time, and with so few men. They were earnestly hoping for a large influx of labor in the fall to carry on operations through the winter and have a large cutting of logs ready for the water in the spring. It is to be hoped they will not be disappointed in this as they have been so grievously disappointed with the labor supply all summer.

That is the biggest problem apparently confronting not only this one small camp, but all the many lumber camps scattered throughout Ontario and East. Men are scarce and unreliable. They don't want work, or perhaps they don't want that kind of work. Anyway, the shortage of labor is certainly a most serious handicap at present to the lumbering industry.

Anything, therefore, that will help in the production of lumber; anything that will help to make better use of the labor to be had; anything that will help to get out more logs and more lumber with the scanty supply of men available is of tremendous importance to the lumbermen. Many lumber companies are realizing this now and are beginning to look around for some kind of machinery that will do this work, that is, take the place of men in the woods, or so help them with their work that they can greatly increase their output.

Such machinery has been devised and is already in use in some camps, and has so far met with the hearty approval of the lumbermen who have tried it. While watching the progress of events this summer in the small camp above mentioned, and noting the difficulties encountered, simply owing to insufficient man-power, the writer could not help contrasting mentally the conditions in this camp with those of another small camp a few miles to the south, in which gasoline power had been used all last winter in order to make better use of their small supply of man-power.

Eastern Adaptation of "High Lead" System.

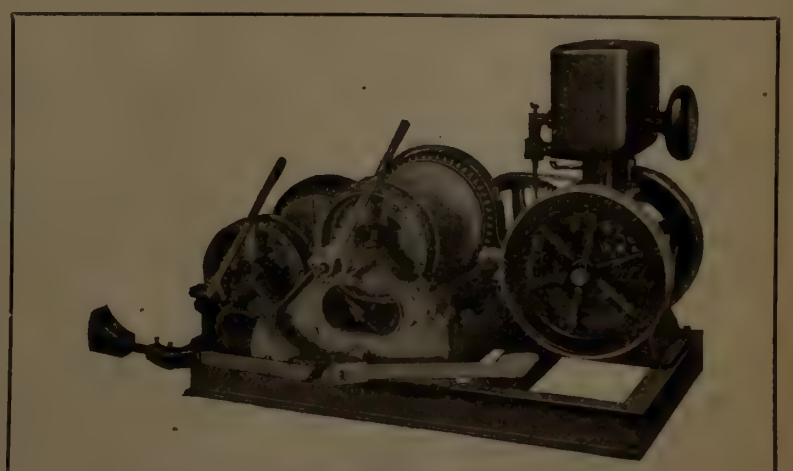
The photograph reproduced herewith (No. 1) shows the machine used by this company. It is only a small machine, as will be noted by comparison with the size of the man standing close by in some of the other illustrations, but it has plenty of power for the work, and its small size makes it easy to move around from one location to another as the logging operations proceed. This machine is used for dragging or skidding the logs from the stump to the loading "yard," and is also used for piling up the logs in skidways ready for rolling off on to the waggon or sleigh. The power and speed of this little machine may be judged from the fact that it will easily handle logs up to a ton and a quarter in weight, and at the rate of a thousand or more per day. Larger sizes of these machines are made, capable of moving much larger logs, but this small size is the one used by the firm referred to above, and which has proved perfectly satisfactory for the size of log found in that section of Eastern Ontario.

The method of skidding used by this concern is an eastern modification or adaptation of the "High Lead" system so popular in British Columbia. It has been commonly thought by many lumbermen that this high lead system is suitable for use only on the Pacific Coast, where "spar trees" can be utilized, on which it is possible to sling the block as high as 200 feet or more off the ground. Owing to this erroneous impression, so prevalent among easterners, this system has been slow to win a place among eastern lumbering methods. But that it is quite suitable for this section of the country has now been abundantly proven. In fact, it now seems to be the very best skidding method yet introduced into Ontario.

The accompanying illustrations are all reproductions of actual photographs taken in Ontario lumber camps using this method, and using the simple skidding and loading machine shown.

"Spar Tree" Only Thirty Feet High

Illustration No. 2 shows one of these machines mounted on skids or sleighs for the convenience of moving about. It is shown here in actual use, in its working position close by the foot of a "spar tree." It will be noted that the block on this "spar tree" is not more than 25



(9) One of the two drum machines for skidding and loading.

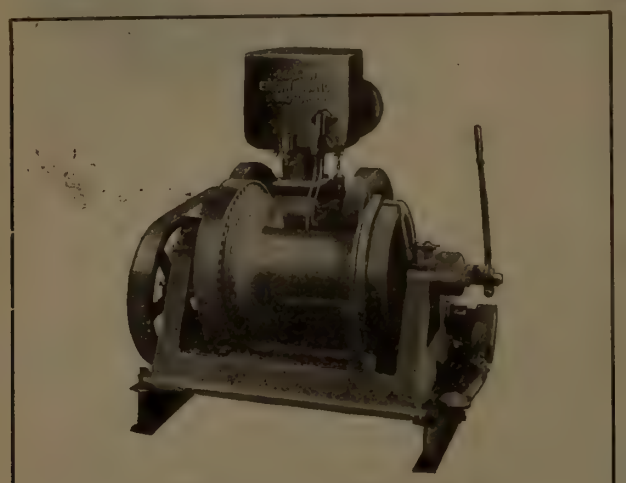
or 30 feet above the ground. Yet with this comparatively low working "lead," they were able to skid the logs in to the "spar tree" from a distance of 200 feet or more.

It will be understood that the haulage line is carried through this high lead block and then out to the log, the height of the block causing the forward end of the log to raise slightly off the ground, sufficient to enable it to clear obstructions on its journey. Illustration No. 3 shows this "high-lead" block—an ordinary gin block as

commonly made for use with wire cable—chained to the top of the tree. It will also be seen that the tree is guyed in two or three directions to enable it to safely stand the working strain.

In common practice in the small timbers of Eastern Ontario, and with this comparatively low "high lead" block, a man carries the hook and tongs out to the log and fastens the tongs securely into the end of the log, as shown in photo No. 4. He then signals the operator, who presses a lever and starts the log on its journey from the stump to the mill. The attendant usually walks back with the log to be handy in case it meets with an obstruction which it cannot go over or around without assistance. Photo No. 5 shows a log on its arrival at the "spar tree." Note how one end of the log is raised and only the other end dragging the ground.

The log is then lowered to the ground, the tongs detached from the end and fastened again into the centre of the log. It is again



(1) Machine used for skidding logs from stump to loading "yard."

raised clear of the ground, as shown in photo No. 6. The tongs and hook are shown with especial clearness in this snap shot. Two men then guide the log, as shown in photo No. 7, while it is carried or pushed out and loaded on to the skidway, from whence it will later on be rolled off to the sleigh.

Expediting Both Loading and Skidding.

Sometimes it is necessary to use a rope block and tackle to carry the log the right distance from the "spar tree" to make the skidway the desired size. Photo No. 8 shows two men thus lowering the log in place with the aid of a rope block. For large skidways such as this, some operators find that they save both time and money by using a machine with two drums, as in illustration No. 9, using one drum for skidding and the other drum for loading. Both operations can thus be carried on continuously, as the skidders do not have to stand and wait on the loaders. The camp in which photograph No. 8 was taken used one of these two-drum machines in this way, expediting both loading and skidding to the profit of the owner. The amazing amount of work that can be done with one of these little machines when properly handled is well shown in photo No. 8. Note the size and quantity of the logs piled up by this machine. The owner of this camp says that this two-drum machine did the work of three or four teams. Any lumberman can readily figure out how much this man saved in a season by the use of this labor-saving tool. No weather was found too cold for this gasoline machine through all of a long Ontario winter. These same machines are, of course, built for steam power, but are a trifle heavier, owing to the weight of the boiler, water, etc. But where gasoline is expensive or difficult to procure, the steam power has been proven in actual experience in the woods to be both efficient and economical.

Reducing Manual Labor to Minimum.

Another use for these machines is in towing teams up a steep hill. The camp where most of these photos were taken thus used their machine for a considerable period last winter, saving thus the expense of using extra horses for this purpose.

As mentioned above, any machine or tool that will take the place of men, or that will enable the owner to get more work out of the few men he is able to secure, is of interest to the lumberman—one might say, is of vital importance to him. The firm referred to in the beginning of this article was in hard straits for lack of men. There are many more lumbermen in Ontario and East who are similarly situated. In fact, it might be truthfully said that there is not a lumber camp in Ontario with as many men as they would like to have. The camps in which the accompanying photos were taken have found that these little machines do really take the place of men and enable them to get more work accomplished with the men they have. They have saved much money by the use of these machines, and it is to be hoped that many other lumbermen will profit by their experience and use these machines in place of men to help get out the lumber that is so urgently needed now in the upbuilding and development of this country.

Mr. Gordon Reviews Western Conditions

Mr. A. E. Gordon, of Terry & Gordon, Limited, Toronto and Vancouver, returned home recently, after spending six weeks among the Mountain and Coast Mills in British Columbia. He states that when he reached the west and visited the Mountain Mills the tremendous increases in freight rates had just been announced. While an advance had been expected it was not thought that it would be so heavy, or that it would have come so suddenly. The mill men of the west naturally looked to the consumer in the east to absorb the advance, or, at least, the greater part of it, while the man in the east did not view the matter in that light, but thought the mills should take care of the increased charges for transportation. The demand for lumber generally was falling off to some extent about that time, but the jump in freight rates had the effect of practically dividing the west from the east, as far as the general lumber business is concerned.

Continuing, Mr. Gordon said: "Stocks among the Mountain Mills are not large. The plants are practically all closed down and will conduct logging operations only on a very limited scale during the coming winter. There is no disposition on the part of the operators to produce lumber out of which they cannot get the cost of production. Their attitude is one of watchful waiting and the output next year is likely to be considerably decreased, unless there is a radical change in demand and values.

So far as the coast mills are concerned, the situation is somewhat different. A number of these mills, which are doing an export trade in timber and ties, are running. These mills have some side lumber on hand, but as a rule it is dressed to B. C. standard sizes and is not suitable for use in Eastern Markets.

Most of the mills that are not working on export orders are closed down or contemplate doing so in the very near future. Stocks, generally speaking, are very low except in a few special lines.

The supply of logs on hand is away below the average. When I left, there was only about 66,000,000 ft. of fir logs in the storage booms, which would not keep the plants in operation more than a few weeks at the outside. Most of the logging camps are closed down and others are following suit.

With respect to shingles, when I arrived in British Columbia about 75 per cent. of the shingle machines had been closed down. When I left this percentage had been increased to about 90 per cent., with more to follow. In my opinion, there is bound to be a shortage of shingles in the spring. It can scarcely be otherwise.

The whole outlook in the west may be summed up in decreased production and no renewed activity until such times as the demand for western forest products reasserts itself and prices raise to a level which will give the manufacturer a profit on production.

Continuing, Mr. Gordon stated that the greatest setback the lumber industry, in Canada, had received since 1914, was the recent exorbitant increase in freight rates, which is more than was allowed even in the United States, there the average increase is about 33 per cent., whereas in Canada it is about 37 per cent. on transcontinental hauls.

The rate of freight on lumber from Seattle to Buffalo is $1.01 per 100 pounds, whereas from Vancouver to Toronto, a similar distance, the rate is $1.05. This applies practically all along the line and amounts to a discrimination against Canadian lumbermen. Mr. Gordon is of the opinion that if the recent advance had been from ten to fifteen per cent. it would not have proved nearly so deterrent a factor and conditions in the trade would have readjusted themselves much more quickly than they will under the present circumstances.

Another error was in announcing a 5 per cent decrease, taking effect January 1st, which caused the eastern buyer to withhold making purchases until after the decrease comes into effect. Thus trade has encountered barriers over which the lumbermen have no control. A slackned demand, freight rates that are too high, a tendency on the part of all manufacturers to retrench and a general halt in building operations have brought about perhaps the dullest period in trade since the outbreak of the war.

However, Mr. Gordon was confident that in spite of these obstacles conditions would right themselves within a few months and the industry as a whole would be placed on a sound basis in output, distribution and sales. Stabilization in prices, decreased freight rates and production are the great needs of the lumber industry to-day.

Once you get the confidence of the local trade in your district, their patronage is a thing assured.

A good lumberman is known by the customers he keeps.

Show us the man who knows the great value of courtesy in business, and we'll show you a man who is well advanced in that line—and going further.

New Line Will Open Up Lumbering

The construction of a railway line from Quebec to Lake Chibougamau, sanctioned by the Quebec Government, will open up a district stated to be rich in forests and likely to lead to important developments in the lumber and pulp and paper industries. The line will pass through Chicoutimi. The project is being financed by British capitalists, who will also build a belt line of 120 miles from Chicoutimi, passing by the north side of Lake St. John, to St. Felicien, the present terminus of the Government railway, at the western end of Lake St. John. This line will open up to colonization a territory twice as great in area as the district already settled on the south side of the lake. The country on the north side of Lake St. John and of the Saguenay itself, as far down as Chicoutimi is said to be not only much greater in area than that already developed on the south, but it possesses valuable untouched forests, a level agricultural soil, of the very best quality and an excellent climate. The Quebec Government has agreed to grant a subsidy of 4,000 acres per mile for the belt line.

As an evidence of the good faith of the promoters, who have already expended a great deal of money on the survey and location of the line, and have just given contracts for the ties and timber to complete it, they have deposited a large sum of money with the Government as a guarantee, and have agreed to wait until the completion of the whole line before receiving the subsidy.

The line is expected to be of special value in furnishing supplies of pulpwood for the mills at Jonquiere, Kenogami, Chicoutimi and Port Alfred.

The main line will connect with the belt line at the Mistassini River, and from there will continue to Lake Chibougamau, a distance of 180 miles.

A direct line is also being surveyed from Chicoutimi to Quebec, following the valley of the Montmorency or of the Jacques Cartier River, which will shorten the distance between Quebec and Chicoutimi by more than ninety miles, because the existing railway was built for the purpose of reaching Lake St. John, not Chicoutimi. The entire project will be over 400 miles in length.

Cancellations Contribute to Price Slumps

Marcel Krauss, of the Krauss Bros. Lumber Co. and a director of the American Wholesale Lumber Association, was the principal speaker at the weekly luncheon of the Lumbermen's Club recently in New Orleans. Mr. Krauss discussed lumber conditions in general and "cancellations" in particular. He suggested that the present price depression might be attributed in part to the "cancellation" habit, intimating that when a buyer placed orders for the same bill with several concerns, intending only to accept the first shipment, moved and cancel the others, he was helping to create the appearance of a demand that did not exist, and the resulting cancellations contributed to price slumps from which the entire trade suffered in the end. He thought that the contracts implied by the placing of orders should be carried out, proposing arbitration in cases where just cause was pleaded for cancellations.

Business at St. John Shows No Improvement

The lumber trade at St. John has simply gone flat. No improvement is shown and probably none can be looked for throughout the winter. No exporting is being done. Lumber from interior points is being brought into St. John and stored so in case of any improvement in the English and American markets through the winter that the lumber can be moved out. Price has no effect upon sales at the present moment as no one seems disposed to purchase, awaiting the future and what it may bring forth. Labor is becoming more plentiful each day and wages for the woods are not over $60.00 per month. Very few crews are going into the woods from this vicinity. Locally, the building trade is at a standstill and but little jobbing or repair work is being carried out. This has made a falling off in factory work, which is the first appearance of any weakness this season.

Want Nuts from the Sassafras Tree

The "Canada Lumberman" recently received an inquiry from a gentleman in London, England, who wished to obtain a supply of Sassafras nuts or the seed from that tree. The correspondent stated that English importers of Sassafras products say the nuts have no commercial value and, therefore, no trade is done with them.

It seems that the Sassafras tree grows on the Ontario Government nurseries in Norfolk County, to some extent, and that it has attained a diameter up to 16 inches. In Essex County there are quite a large number of these trees big enough to cut up, the height averaging from 50 to 60 inches. The wood resembles black ash, only that it is softer. The "Canada Lumberman" is informed that, although classed as a hardwood, the Sassafras has no value as a commercial wood and neither have the nuts any practical worth. The bark of the tree is largely used for smoking ham and bacon, and is reported excellent for that purpose.

The Sassafras tree is seen in High Park, Toronto, but has there only attained the proportions of a large shrub. In Michigan and Pennsylvania the tree grows to a much greater extent than in southwestern Ontario, but is not much sought after.

Mr. Perry Resigns—Mr. Schupner Promoted

E. F. Perry, who for many years has been secretary of the National Wholesale Lumber Dealers' Association, whose headquarters are in New York City, has sent in his resignation, which will take effect on January 1st next. In a letter to the trustees (of which A. E. Clark, Toronto, and Gordon C. Edwards, Ottawa, are members) Mr. Perry says that during the past few months there has been impressed upon his mind more strongly than ever, the growing opportunity for service as well as the business prospect offered by the field of insurance for lumbermen. He adds: First entered into somewhat casually this field with growing acquaintance and experience has now assumed proportions that not only attract, but seem properly to demand the larger part of my active time and attention. This is especially emphasized by the rapid growth of the Lumber Mutual Casualty Insurance Company of New York, of which I have been Vice-President and General Manager. For sometime, therefore, and with a reluctance you will readily understand, I have had to consider the probable necessity of a withdrawal from active service to the Association. Fortunately, the present very pleasing condition of Association affairs, its high membership record, its achieved position of enlarged usefulness, and the exceptionally pleasant relations existing between

W. W. Schupner, New York
who succeeds E. F. Perry as secretary of the N. W. L. D. Association.

us all, seems to present a very opportune time when I may be permitted to suggest this change.

Mr. Perry is well known to a large number of Canadian lumbermen and attended the last annual meeting of the C. L. A. in Quebec City. His successor in office will be W. W. Schupner, who has been indentified with the National Wholesale Lumber Dealers' Association for the past twenty years, and in a most efficient manner has acted as Mr. Perry's assistant. Mr. Schupner was one of the speakers at the annual gathering of the Canadian Lumbermen's Association in St. John in 1919 and is no stranger to the majority of the members of that body.

Speaking of his successor, Mr. Perry, in a recent letter to the "Canada Lumberman," says, "Mr. Schupner has grown up with the Association and has been especially active in the Bureau of Information which has to do with the Credit, Legal and Collection features of the Association, and which are recognized by the trade at large and by our membership as being the outstanding features of our work. Our Credit Department has been constantly increasing, reports on hand growing to somewhat between 35 and 40,000, and the Collection Department has reached a point where it will handle close to a million dollars in claims per year. Mr. Schupner has done a large amount of traveling, and has acquired a wide acquaintance in the Lumber Trade and has in every way fitted himself to take over the duties which will develop upon him in assuming the position of Secretary.

Personal Paragraphs of Interest

T. R. Dunn of the T. R. Dunn Lumber Co., Winnipeg, was in Toronto recently, calling upon the trade.

Mr. MacDonald of the B. C. Manufacturing Co., New Westminster, B. C., was in Toronto recently, calling upon the trade.

Sydney J. Anderson, of Anderson, Shreiner & Mawson, Toronto, recently returned from a hunting expedition in Eagle Lake district.

Col. W. J. Green of the Green Lumber Co., St. Thomas, returned recently from a successful deer hunting expedition near Pakesley, Ont.

L. D. Barclay of Toronto, eastern manager of the Canadian Western Lumber Co., Fraser Mills, B. C., is on a business trip to the Maritime Providences.

Guy H. Long, of the Long Lumber Co., Hamilton, lately returned from Ravensworth, Parry Sound district, where he was a member of a successful hunting party.

W. Gerard Power of the River Ouelle Pulp & Lumber Company, St. Pacome, P. Q., has taken a residence in Montreal, where he will reside for the winter months.

H. F. Holton, of Toronto, who is a member of the inspection staff of the National Hardwood Lumber Dealers' Association, has returned from an enjoyable hunting trip near Restoule.

Alfred St. Onge, who has been with Graves, Bigwood & Co., Byng Inlet, Ont., for several years, was in Toronto recently on his way to his old home town, Trenton, and called upon a number of friends in the industry.

Wm. Stewart of the Union Lumber Co., Toronto, who has been ill for some months, is now making good progress toward recovery, and will resume his duties in the near future. This will be good news to his many friends in the industry.

R. G. Chesbro of Toronto, and P. L. Canfield of Woodstock, Ont., left recently on a business trip to the Coast. They will visit all the important lumber centres and look into the situation for the coming season so far as production, manufacturing conditions, etc., are concerned.

Captain J. Annesley, of Owen Sound, one of the veteran loggers and lumbermen operators of Manitoulin Island a number of years ago, was in Toronto lately paying his respects to a number of old friends in the industry. "Cap." as he is familiarly known, is now over 80 years of age and is remarkably active.

A. N. Dudley, wholesale lumber dealer, and T. E. Rathbone of George Rathbone, Limited, Toronto, who were members of the Hobell Camp hunting party near Spragge, Ont., have returned home. There were sixteen members in the club which secured its full allotment of deer and several partridge.

W. M. Findlay, Toronto representative of Long Lumber Co., Hamilton, who was a member of the Gem Lake Hunting Club, spent two weeks recently in the Algoma district. The party, composed of eleven representatives, who were successful in getting their share of deer and also a big black bear.

A. J. Wallace of Barrie, Ont., who for fourteen years successfully represented the Waterous Engine Works Co. of Brantford, has resigned to enter upon his new duties as manager of the new sawmill of Austin & Nicholson at Dalton, Ont. Mr. Wallace is well and favorably known throughout the province as a practical sawmill man.

Lorne McDonald, who has been employed by the Laurentide Company, Grand Mere, P. Q., for several years, has left to go in business for himself buying pulpwood in the Province of Ontario. Mr. McDonald has been in the real estate department since last spring in charge of maintenance work. He served overseas for a long period and returned to the company after his discharge.

Out of respect to the late Mr. Edgar Judge, of the Judge Grain Company, Montreal, the Montreal Corn Exchange adjourned on November 9th. Mr. Judge was the senior member of the Exchange, having joined the Association in 1873; he held various offices, including that of President for two years. Mr. Judge was well known in the lumber trade, his firm doing a large business with many lumber concerns.

A jolly party, which got their full count of deer, had a pleasant two weeks' outing at one of the Hocken Lumber Company's camps near West River. There were ten members in the camp, and in the matter of bringing down the swift-footed denizens of the forest, they were very successful. Among those who enjoyed the outing were Norman Hocken, of West River; C. G. Anderson, Maurice Welsh, J. G. Cane and Horace Boultbee, of Toronto.

R. McDonagh, of Hart & McDonagh, Toronto, who is the president of the Kiltie Lake Hunt Club, has returned from a two weeks' hunting trip to Restoule, Parry Sound district. Among the members of the party were H. C. Monteith of the Bray Lumber Co., Powassan, and A. L. Perkins, mayor of the town. There were twelve in the camp and the boys succeeded in getting their full count of deer, which were plentiful, and several partridge. The Kiltie Lake Hunt Club intend erecting new camping quarters during the coming season.

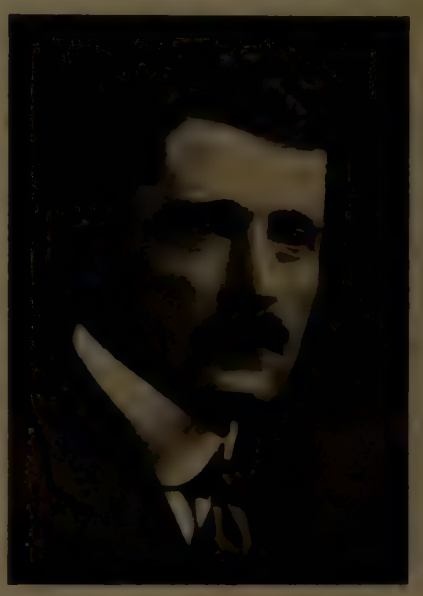
Walter C. Laidlaw, of the R. Laidlaw Lumber Co., Toronto, was re-appointed president of the Central Neighborhood House, the nineth annual meeting of which was held recently in Toronto. The aim of the organization is to show new citizens the best meaning of Canadian nationality and to help them preserve the best in the heritage they bring with them from their own country. Work among the Italian and Slavic population is now an important phase of the Neighborhood House activities. The staff now consists of three resident workers, one non-resident worker, twenty-seven volunteer helpers and a man to take charge of the boys' work.

Wm. Henderson of Toronto, superintendent of the Shantymen's Christian Association, returned recently from a visit to the camps in Nova Scotia and New Brunswick. He reports that the work is progressing favorably in the Maritime Provinces and that, while the number of lumber camps there will not be as great this winter as in previous seasons, there is an increase in pulpwood camps which will keep the workers of the Shantymen's Christian Association busy. In Ontario the work is also going ahead on a satisfactory basis and during the coming month it is expected there will be twelve representatives in the field. Every camp in the province will be visited, not only once, but some of them several times and religious services held. Mr. Henderson says the results have been very encouraging during the past few months.

C. Schmidt and Harold George, of the selling staff of the R. Laidlaw Lumber Co., Toronto, returned recently from a successful deer hunting expedition at Pickerel, Ont. They are delighted with the result of their outing. Mr. Schmidt shot a 262 lb. red buck, with a 22-calibre rifle. The bullet landed in the head of the animal, which fell an instant victim to the unerring aim of the marksman, who has been remembering his friends with generous portions of venison and has been dubbed by those in the lumber industry as the "deer-slayer of the north." Mr. George was also successful in shooting 13 partridge and considers his record equally as creditable as that of his fellow-hunter.

Well Known in the Lumber Arena

J. S. Bock, president of the Eagle Lumber Company, Limited, Montreal, is one of the best known figures in the Montreal lumber trade. He has had a very wide experience in the manufacturing and selling ends of the industry. Born at St. Anne-des-Plaines in 1875, he



J. S. Bock, Montreal

was for 15 years manager of the Papineauville Lumber Co., Limited, and joined the Eagle Lumber Company, Limited, in 1911. The company have an extensive business in hard and soft woods, owning limits in the Laurentian Mountains, P.Q., and on Bell River in the Abitibi district. The company also own mills at St. Jerome, St. Margaret, Hebert and Mont Laurier. Mr. Bock is president of Bock & Tetreau, Limited, wholesalers, Montreal, and a director of L. Villeneuve & Company, Limited, Montreal.

Lumbermen Will Gather in Ottawa

Annual Meeting This Year One Month Earlier than Usual —January 12th and 13th the Dates

The Thirteenth Annual Meeting of the Canadian Lumbermen's Association will be held at the Chateau Laurier, Ottawa, Wednesday and Thursday, January 12th and 13th. Every arrangement is being made for the success of the gathering and it is expected that the attendance will surpass that of any previous convention.

The annual banquet will take place on the evening of Wednesday, January 12th and a strong, active committee has been appointed for the purpose of securing the best available speakers and also to provide entertainment for the delegates during the convention. Ladies will be prominently represented and special efforts will be made to provide for their adequate entertainment during the two days in the Capital City.

A word of explanation perhaps is due regarding the selection of dates. The committee was confronted with the fact that Parliament

Canadian Lumbermen's Association

13th ANNUAL CONVENTION

Place—Chateau Laurier, Ottawa, Ontario

Date—Wednesday, January 12th, and Thursday January 13th, 1921

Admonition—Hold these dates open

is expected to assemble about the middle or third week in January and it was necessary to have the convention take place before this event, so as to be sure of being able to obtain adequate hotel accommodation.

This is now assured, says Secretary Frank Hawkins, and it only remains for the members and friends of the Canadian Lumbermen's Association to assemble in Ottawa on the dates mentioned and again demonstrate the practicable value of the Association's effort.

With an ear to the ground one may plainly detect the distant rumble made by the Ottawa Committee to make the coming convention the biggest and best ever.

The officers of the C. L. A. are. Hon. Pres. J. R. Booth, Ottawa; Pres. Dan. McLachlin, Arnprior, Ont.; Vice-Pres. Walter C. Laidlaw, Toronto; Angus McLean, Bathurst, N.B.; Hon. Treas. R. G. Cameron, Ottawa; Secretary, Frank Hawkins, Ottawa.

The directors are: James G. Cane, Toronto; Duncan McLaren, Toronto; W. J. Bell, Sudbury, Ont.; Sir Wm. Price, K.B., Quebec, P. Q.; Arthur H. Campbell, Montreal; W. B. Snowball, Chatham, N.B.; Rufus E. Dickie, Stewiacke, N.S.; R. G. Cameron, Ottawa; W. E. Bigwood, Toronto; Gordon C. Edwards, Ottawa; A. E. Clark, Toronto; W. M. Ross, Ottawa; W. G. Power, St. Pacome, P. Q.; Alex. MacLaurin, Montreal, P. Q.; Angus McLean, Bathurst, N. B.; E. R. Bremner, Ottawa; Dan McLachlin, Arnprior, Ont.; Walter C. Laidlaw, Toronto; Geo. W. Grier, Montreal, P. Q.; David Champoux, Restigouche, P. Q.; J. Fraser Gregory, St. John, N. B.; Sir D. C. Cameron, K.C.M.G., Vancouver, B. C

Many Southern Mills Cease to Operate

W. H. Harris, of the Frank H. Harris Lumber Co., who spent a month in Mississippi, Alabama and Arkansas, returned to Toronto recently. He reports that a large number of mills in the south have closed down and that others intended to cease operations within a few days. There is practically little or no demand for southern woods. The stocks are not heavy at the mills. The cost of operation is so high that it does not pay manufacturers to go ahead and turn out a product on which cost cannot be realized.

Mr. Harris reports that their own mills at High Point and Lake Mississippi have been closed for some time. A number of plants have been sawing railway ties and this work has also been finished. The past summer was a rainy one in many of the southern camps, and gum, oak and other logs, which were cut could not be brought out to the railways, with the result that a large proportion have become worm-eaten. Many logs are along the track at present awaiting shipment to the mills, but as they are not required owing to the quiet state of the trade generally the logs may be still further damaged. It was not until early in September that the rainy season ceased in the south, since which time fine weather had prevailed.

Mr. Harris reports that there is little or no disposition on the part of southern negroes, who work in the mills, to take less wages. They are still holding out for a high figure, and while a number of plants would continue to operate if the workers would take a reasonable decrease, they find no desire on the part of their employees to do this, and so the industries have had to close down. Where mills re-open and workers have been idle for some time, the latter, they are generally willing to accept a cut in pay.

How Retailers Stand on Shingles

With a view of ascertaining the views of the retail lumbermen of the northwest regarding shingles, packed by the square or thousand, we sent out a questionnaire to a selected list of dealers. We refrained from expressing any opinion for or against the two methods of packing, says the "Mississippi Valley Lumberman."

While we did not receive as many replies as we had hoped for, yet response came from large and small dealers and from various sections of Iowa, Minnesota, Wisconsin, North and South Dakota.

A considerable number of the views of these retail lumbermen have been published in recent issues.

The result of our investigation indicates that a large majority of the retail lumbermen of this section of the country are opposed to the square pack and in favor of continuing the old or thousand pack. Up to the 3rd of the month we received 81 replies of which 28 expressed a preference for the square pack. Of this number, 8 qualified their choice by the proviso that they would prefer the square pack if a single unit could be established. Several of those who advocated the square pack gave as their opinion that it would be better to continue the thousand pack rather than to have the two units.

Forty-two dealers contended that the old or thousand pack was preferable and many of them gave their reasons therefore. One dealer voted for the thousand pack on condition that it should be the single standard.

Ten retail lumbermen had no preference between the square and thousand pack. With but few exceptions, however, they all claim that a double standard is detrimental to their interest, and that of the manufacturers and the consumers. Only one dealer favored the double standard.

If these 81 dealers are expressing the views of the retail lumbermen of the northwest, and we believe they do, the showing is not very favorable for the universal introduction of the square pack. The proponents of the square pack have admitted that the dealers in the northwest have not been favorable to changing from the thousand to the square pack, but have claimed that the retail lumbermen of the eastern states will not take shingles packed any other way if they can get them. This statement is contradicted by the manufacturers who continue to pack by the thousand and they submit as proof of their contention their records showing that they have been able to sell their product freely in the eastern territory.

That some solution will be found for this vexed problem at the forthcoming annual meeting of the shingle manufacturers goes without saying. They all have so much at stake that they cannot afford to continue their past suicidal policy.

Northern Company Will Not Decrease Cut

C. J. Price of the Moose Lake Lumber Co., Cobalt, Ont., was in Toronto recently calling upon members of the trade. The company's mill, located seven miles from Cobalt, which was burned last July, has been rebuilt. Mr. Price purchased the equipment of J. J. McLellan of Gillies' Siding and installed it in his new mill which has a sawing capacity of about 18,000 feet a day. During the past season Mr. Price sawed about 2,000,000 feet, principally of jack pine, and has made arrangements to have the same quantity of lumber logged during the winter. He has also contracted for 5,000 cords of spruce pulpwood, which is bringing $14.00 per cord, f.o.b. cars. An unusually large quantity of pulpwood is being taken out this year in and around Cobalt due to the active demand which prevails for this commodity.

Paper Clothing is Very Cheap

Cleaners and dyers will retire from business if Americans take kindly to the paper suits, overcoats, suspenders and other garments a shipment of which has just arrived in Chicago from Germany and Austria. All one needs to freshen up his clothes is a wad of art gum or an eraser.

One of these suits, made entirely of paper, from the buttons to the price tag, sells for 575 crowns, or about $2.50 in American money.

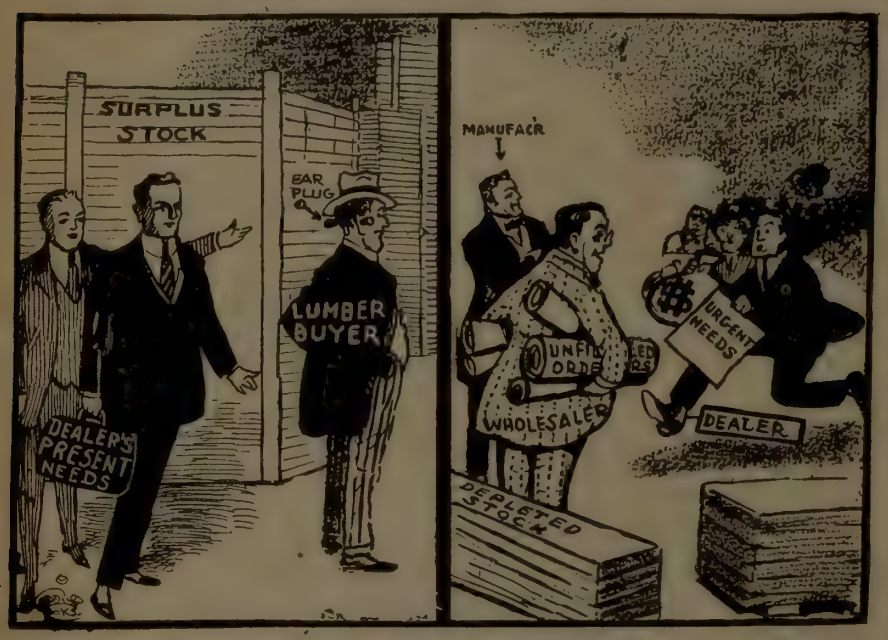
In addition to the garments for men and women, there are aprons of all kinds, table covers elaborately embroidered, curtains, hoods, twine, collars and cuffs. The clothing is treated with some sort of shellac that is supposed to make it waterproof. Otherwise a man wearing a paper suit who was caught out in a heavy rain would return without any clothing.

Policy of Steady, Consistent Buying is Best

The Dealer Can Virtually Remove Speculation from Market if He Will Set His Face Deliberately Against It—The Proper Basis of Purchase

Just now there are a number of potential buyers of lumber who are regarding the stagnation of the market and the resultant slump in prices with a sort of grim satisfaction, says "Lumber." But this satisfaction, particularly in the case of the lumber dealer, is allowed by uneasiness because of a stock of lumber in hand that cost considerably more than it could now be bought for. These buyers—many of them actually needing lumber so badly that they are not in position to properly serve their trade—are hesitant. They are "waiting." For what are they waiting?

On the other side of the picture there are hundreds of manufacturers of lumber faced with the problem of suspending operations or of accumulating huge quantities of stock in excess of what can be sold and shipped. Either course is expensive. The present high in-



The Familiar Cycles of the Lumber Market

terest rates for borrowed money, in fact, render the accumulation of excessive stocks extremely expensive. The disorganization of carefully built-up operating crews, the deterioration of unused machinery and equipment, the loss in efficiency through any slowing down of operations—these are likewise expensive. Who pays?

In great measure, the present condition of the lumber market is a reaction from the intense speculative activity—the speculative war—of the latter months of 1919 and early 1920. Virtually all who observed that active period are agreed that the extremely high prices were a result of competitive bidding on the part of buyers. It was an era of speculation, not only in lumber, but in dozens of other commodities.

But a continuance of the present condition must unfailingly bring another reaction. That is the invariable history of speculative activity. The turning point has probably been reached now, for several grades of structural lumber are being sold below cost of production. This is naturally resulting in a cutting down of production. So, if the stagnation in demand continues long, there will be another turn in the cycle. What is now a stagnated market as the effect of reaction can be expected, because of accumulating demand, to become a feverish market, caused by this very stagnation.

Just why should the lumber market be a speculative market? Above all, why should the lumber dealer be made a party to speculative activity? Why should he heed propagandist urgings that certain times are the "right time to buy" or listen to urgings, that are likewise propagandist, at other times, to "stay out of the market?"

The business of lumber dealers is not based on speculation, even in the remotest degree. It is straightforward, day-to-day service to his community, for which he asks, and receives, a reasonable profit. By and large, ninety per cent. of the dealers of America, we believe, much prefer stability in the market. They prefer a condition in which they can have confidence in values and can transmit that confidence to their customers.

Speculation should be, and we believe it is, abhorrent to the dealer. His every interest is against it and it is decidedly to his interest to do all that he can to promote stability.

The dealer can virtually remove speculation from the lumber market if he will set his face deliberately against it. He can do it in just one way:

By refusing at any time to let speculation enter into his purchases.

By buying for his needs (which are based on the needs of his own customers) as those needs develop.

By refusing to "stay out" of the market.

By refusing likewise to be stampeded into "overbuying."

In short, be careful, discriminative buying throughout each year in reasonable anticipation of his customers' needs.

There was an instance last month, outside of the lumber trade, of a loan of $250,000 for a non-speculative enterprise on which the borrower paid twenty per cent.—eight per cent. interest and twelve per cent. "commission." This gives an intimation of what the carrying costs of large lumber stocks in the hands of the manufacturer will be. The word "costs" is used advisedly, for interest charges, excessive or not, are a part of the primary cost of any article. The actual cost of lumber, high already because of high wages and expensive equipment, is being increased by the present market stagnation.

The cost will be passed on. It will be added to the other high costs whenever, under the present scheme of things, the needs of the dealer force him into the market for lumber. And, under the present scheme of things, there will be inflation of profits as well if great numbers of dealers are forced into the market at once, either through actual needs or by propaganda. The dealer will pay, and his customer will pay.

We believe that it is time now for the dealer to inaugurate a policy of steady, consistent, non-speculative buying. Now, because there is now a buyer's market. The matter is in the dealers' hands now, but if the speculative cycle is permitted to round itself out, the dealer will be powerless.

His present action should be adoption of a policy of buying for his present needs. If those needs are heavy, he should buy very gradually, holding his purchases and scattering them. He should make his purchases just proportionate to the actual business he is doing. If he has permitted his stock to run low, as many have, he should build it up slowly to what he considers a fair normal.

Even on a speculative basis, we believe that most of the grades of the two species of lumber—yellow pine and Douglas fir—most used in construction, are a fairly safe purchase at present. It is certain that some sales have been made below cost of production.

But, in the interest of the dealer, we urge that he disregard all speculative impulses. That he hold his purchases to his needs, but that he unhesitatingly buy for those needs. This advice has been given to dealers before by us. It was sound then. It is sound now! It is endorsed by thinking men throughout the industry.

Prevent another speculative war by sane, normal and proper buying, resumed now on an unhurried plan and continued on a basis of real needs and without reference to speculation.

You and Robinson Crusoe

"One of the most persistent advertisers in the history of success was Robinson Crusoe," writes Prairie Farmer.

"He knew what he wanted—a ship—and he put up an ad for one.

"He flung a shirt on a pole at the top of his island; that, in the language of the sea, was plain to every seafaring man.

"The circulation was small, there was no other medium but Crusoe kept at it, despite the fact that he got no inquiries for a long time.

"In the end he got what he wanted, was happy, and his name and fame have come down through the ages!

"Suppose Robinson Crusoe had taken down his signal after a year and declared: 'Advertising doesn't pay!' Where would he and his story be now?"

Or suppose something had whispered in his ear: "No use, Robinson—these are pretty hard times. Nobody s buying or sailing any ships while money's so tight. Better cut out your advertising until times get good again."

Advertise now and next month, and next year. Put up your signal and keep it there!

The Kinds of Material that Come Out of Giant Douglas Fir Log

The illustration shown is from a photograph of a cross section of a Douglas Fir log. This section was displayed at a recently held Railway Appliance exhibit at Chicago by the West Coast Lumbermen's Association of Oregon and Washington and created a great deal of interest, not only on account of the unique nature of the exhibit, but also of its educational value. Few, although familiar with the manufactured products, scarcely conceived that timber grew in such quality and size as to secure the various grades and class of lumber from a single log.

This was secured by taking a section of the log, it being about 48 inches in diameter and bandsawing the same into the various pieces as marked. The whole was re-assembled and shows how the log would be graded and sawn in the usual process of manufacturing in the regular way.

It is interesting to note the product of the log and from which portion of same, the various grades and kinds of lumber are obtained. It will be observed that securing almost every class of material is the result of proper grading and saving the log by experienced sawyers and others.

Starting with the slab, this stock is sorted as to quality and size, some going into ordinary fuel, the desirable and suitable being passed on to the lath mill. After "slabbing" (as it is termed) one or more sides, we come to the "clear," used for "finish," such as casing and base; then a four or six inch cant to be resawn by a gang saw or other appliances in siding and flooring strips, the latter usually "turned down" and producing vertical grain lumber and in some cases, ten and twelve inches thick for high grade vertical grain stepping.

Proceeding further with the cut by constant turning of the log and approaching the heart, the "select" and "merchantable" grades of ship-barge and car materials are obtained. Between the remaining

section of the log and the heart are secured structual and bridge timbers, heavy joists and to the smaller sized dimension, boards are in the common grades.

While, of course, the large log illustrated was selected for the purpose, all logs will not produce such results. A considerable percentage of the fir growing in British Columbia, and in the Pacific Coast will however, do so.

The smaller second growth fir is converted into ties, timber dimension, etc. In some instances when the growth warrants, on account of its nature and strength, it makes the most desirable car decking-car sills, and other car framing material, though of a coarser grain.

Toronto Firm Specializes in Hewn Timber

The Toronto Timber & Cordwood Co., Limited, was recently granted a charter and has offices at 95 King St. East. E. F. Griffiths is the president of the company and C. W. James, Jr., vice-president and general manager. Mr. James has been associated with the forest products business practically all his life, and spent several years with his grandfather, the late Martin McKee, who conducted at 1072 Queen St. East, Toronto, a successful planing mill.

The Toronto Timber & Cordwood Co. also has a European office at the "Waldorf Hotel," London, England. The firm specializes in hewn timber and lumber, and are also large buyers of body, maple, beech and birch cordwood, which is sold to civic corporations and other large consumers. The company is operating three camps for the taking out of hewn jack pine and other timber, and have some 200 men engaged in this operation at present. Two camps are located near the Christian Islands in the Penetang district, and another at Walsh in Norfolk County. The average size of the hewn timber is about 9 in. x 12 in. and from 12 to 16 ft. in length. This is shipped principally to Belfast, Ireland, and Mr. James reports that his firm will take out nearly a million feet, log measure, this season. The timber is scaled and then either jack-planed or flat-axed, and already several cars have been sent forward. Across the water the hewn stock is used for ship timber, building and factory purposes.

Mr. James says that his concern is handling considerable cordwood from various centres and has received a large number of quotations f.o.b. shipping points. Slabs and edgings, either softwood or hard wood, are also bought.

Lumber Was Exceptionally Well Milled

The P. B. Yates Machine Co. have recently issued an attractive new catalogue, entitled "Yates' Planers and Matchers." It covers the complete line of planers and matchers manufactured by the company, together with a full description of each machine. The booklet is well printed, admirably gotten up and attractive in appearance.

The Yates Co. lately received some interesting correspondence from the lumber firm of Blair & Rolland, Limited, to the effect that Mr. Louis S. Rolland recently returned from a trip around New Jersey and Pennsylvania interviewing a number of customers who received some cars of dressed pine milled by James Davidson's Sons, Ottawa. Mr. Rolland looked the stock over carefully to investigate the class of milling that was being put through for his firm. He states that his customers advised him that the dressed stock, which was shipped them, was without doubt the finest class of milling on any lumber that they had ever received.

Mr. Rolland wrote James Davidson's Sons, Ottawa, to this effect, who later forwarded the letter to the P. B. Yates Machine Co., Hamilton, along with the following comment: "You will notice that the letter from Montreal is quite a boost for us, and as this work was done on your matchers, we thought it was only fair that we should pass the letter along as you were deserving of some of the credit. We think that the credit is evenly divided between us, 1st, because the machines were of your make, which enabled us to turn out good milling, and 2nd, we take the credit for having men to look after your machines in a proper way."

Says Mr. Backus Has No Monopoly

Premier Drury stated recently that the agreement made between made between the Crown and E. W. Backus for the English River timber limits and the power rights of the White Dog Rapids would by no means give the Backus interests a monopoly. It was pointed out to Mr. Drury that in a story from Fort Frances it was stated that the agreement provided that the successful bidder for the English River limits would have to do all manufacturing in the town of Kenora. That story also contained the statement that as Mr. Backus had a monopoly of power in the town of Kenora, no other timber men could possibly bid.

The Premier denied emphatically that the Backus interests had a monopoly of power and produced the agreement and the conditions of sale to prove his point.

"There is not near enough power in Kenora to operate the mills required to be built," he said. "Power for these mills will have to be brought in from elsewhere. By the agreement the Northern Dam and all surplus power goes to the Government and this in turn will be turned over to the successful bidder in Kenora. The agreement reads:

"'The lease of the said water power (referring to the White Dog Rapids), shall be the standard form of Government lease of water power, but in addition the said lease and rights so granted shall be subject to the rights of all private ownership property, which are liable to be affected by the development of the water power at the said rapids or the storage of water in connection therewith; and to such rentals, reservations, provisos, conditions and stipulations, including the regulations of the Norman dam at the outlet of the Lake of the Woods, as the Minister of Lands and Forests may deem to be in the public interest.'

National Hardwood Executive Meeting

The National Hardwood Lumber Assocation, of which George C. Goodfelow, Montreal, is one of the directors, and Horace F. Taylor of Buffalo, presdent, has called the regular mid-year meeting of the directors on Thursday December 16th. Important matters will come up for decision at this session, and among them the selection of the time and place for the Twenty-fourth Annual Convention. For many years the gathering has been held in the west but a number of cities in the east have filed their claims for consideration. Several applications for membership have been received of late, and among these two are from Canada, Boisse & Racicot, Regd., Sherbrooke, Que., and W. F. T. Story, Montreal.

New Company Will Furnish Pulpwood

The St. Regis Paper Company, Limited, of Canada, a subsidiary company of the St. Regis Paper Company of America and owned and operated by the same people, was organized in Montreal recently with a capitalization of $1,600,000. All the Watertown officials of the St. Regis Paper Company were in Montreal for the meeting.

Of the total capitalization, $1,500,000 is in preferred stock of which $1,000,000 is to be used for additional working capital and there will be $100,000 in common stock without par value. All the stock is to be owned by the Regis Paper Company of America. The company starts business with $1,600,000 paid in.

The business of the company will be to furnish Canadian pulpwood from its freehold lands to the American company and its mills at Deferiet Herrings and Black River. An extensive operation is now under way in the Champlain and St. Maurice districts in the province of Quebec, and a much larger operaton will be started in the Saguenay district.

Packing of Shingles by the Bunch

A subscriber from Cookshire, Que., writes the "Canada Lumberman" as follows.

When I buy shingles by the thousand, four bunches to the thousand, what size is the standard bunch, how many courses to the bunch, and full particulars as to what I have a right to expect. An explicit reply will greatly oblige.

The following covers the points raised in the foregoing inquiry, and will be read with interest:

XXX Clear

6 butts to measure not less than 2" when green. Must be strictly clear, vertical grain, smoothly sawn and otherwise well manufactured. Random widths but no shingles narrowed than 3". No sap or shims allowed. When dry 25 courses to measure not less than 8".

XX Clear

5 butts to measure not less than 2" when green. Must be strictly clear, vertical grain, smoothly sawn and otherwise well manufactured. Random widths but no shingles narrower than 3". When dry 25 courses to measure not less than 9¾. No sap or shims allowed.

XX-6/2

6 or 8" clear butss. Random widths but no shingles narrower than 2". When dry 25 courses to measure not less than 7¾.

XX-5/2

6 or 8" clear butts. Random widths but no shingles narrower than 2". When dry 25 courses to measure not less than 9½.

All 16" shingles shall be packed 25-25 courses to the bunch. 4 bunches to the thousand.

All bundles shall be 20" in width and openings shall not average more than 1½" per course.

One inch over and under in length admitted.

Any shingle not over 1¼" off parallel shall be considered parallel.

Not over 4 per cent. off grade permitted for discrepancy in inspection.

Quebec Limit Holders Want Certain Changes

Desire Tariff of Stumpage Dues Amended—Memorandum Submitted by Representative Lumbermen Which Will be Given Serious Consideration

A meeting of Quebec Limit Holders was held at the Chateau Frontenac, Quebec on November 17th, to arrange for a deputation to wait on the Provincial Government the day following, and submit a memorandum protesting at the recent increase of duties on the exploitation of the timber limits in the Province of Quebec, coupled with a suggested change in the regulations. After this meeting the Limit Holders in attendance, were the guests of Mr. W. Gerard Power, former President of the Canada Association at the Chateau. The following gentlemen were present: Messrs. Marshall Small, Chairman of the Limit Association; Brig.-General White, Montreal; Wm. Power, ex M.P. Quebec; Sir Henry Egan, Fred Booth, Phil. Walker and John Black, Ottawa; Dan McLachlin, Arnprior; David Gillies, Sr. David Gillies, jr., and J. E. Gillies, Braeside; J. M. Rochester. F. Ritchie and J. M. Dalton, Three Rivers; John Champoux, Quebec; G. M. Storr, Lake Megantic; Norman Brown, Berlin, N. H.; Paul Owens, Secretary of the Association and Major C. G. Power, M.C., M.P., recently appointed Attorney for the Association.

On Thursday morning the 18th instant, the Limit Holders as above mentioned, proceeded to the Department Buildings where they were received by the Prime Minister, Hon. L. A. Taschereau, Hon. Honore Mercier, Minister of Lands and Forests, Hon. J. E. Perreault, Minister of Colonization, Deputy Minister, and Chief Officials of the two last named departments.

After an exchange of courtesies and congratulating Hon. Mr. Taschereau on his elevation to the Premiership etc., the deputation submitted their memorandum, which was read by the legal advisor Major Power and supported by the Chairman, Mr. Small, and several members of the deputation, who protested the change recently made in the text of article 12, of the forest regulation which took effect on May 1st 1920. The article as changed follows:

> "Licensees are forbidden to cut on Crown lands white or red pine measuring less than 13 inches, and other trees less than 12 inches diameter at the stump measured two feet above the ground, but it is permitted to cut black spruce and gray spruce down to 10 inches in diamenter, paper birch, balsam, fir, poplar and aspen down to 7 inches in diameter, measured as aforesaid. However, the Lt.-Governor in Council will have the right, after inspection of the Forest Service, to recommend exception to these regulations, on the territories indicated by Forest Service and according to the conditions imposed by the Government."

The circular letter sent out by the Department to the Limit Holders in April last notified them that, if, on the territory they intended to operate the next season, there should be some sections where the trees had reached thir maximum size, or where for other reasons an exception should be made to the above regulation, they were asked to send to the Department, not later than May 25th, a formal demand of inspection, giving all the details about the sections in question, their approximate area in acres or square miles and also furnish the Departmen with a map showing the location of the tracts. It would appear that the Limit Holders had not made any serious objection to the change in the regulations governing the cut of trees on the crown lands, and if it were not for the order in council passed in October 6th, 1920, imposing increases, the objection to the change of the regulation might for the present have been left in abeyance. This order in Council, for instance, has increased the cost of operation very considerably. For instance the cutting of square, waney or flat timber, white pine, oak, hickory and walnut from 8 cents and 10 cents to 15 cents for cubic foot. Red pine, elm, ash, cedar, bass-wood, birch, maple and tamarac, from 6 and 8 cents, as set forth in order in council June 1918, increases to 12 cents per cubic foot.

Want Timber Tariff Modified

The increases in all wood cut, was proportionately made by the order in Council passed October 6th last. It is said that at the time of these increases were made, after a survey by forest engineers when it was thought advisable to keep pace with the increase in the price of lumber and pulpwood and the tariff of the stumpage dues as follows:

Executive Council

Quebec, 6th October, 1920.

Present: The Lieutenant-Governor in Council.

It is ordered 1: That all wood cut on Crown Lands, dating from the beginning of the forest license year 1920-21, be subject to the following dues:

1.—Square, waney or flat timber.

a) White pine, oak, hickory and walnut..$0.15 per cubic ft.
b) 30 to 40 feet in length..... 1.50 "
birch maple, tamarac..... 0.12 "
c) Spruce, balsam, grey pine, hemlock, white birch, aspen, poplar..... 0.10 "

II.—Saw logs and boom and dimension timber in the raw state:

a) White pine, oak, hickory, walnut...$5.00 per 1000 f.b.m.
b) Red pine, elm, ash, basswood, birch, maple, tamarac..... 3.50 " "
c) Spruce, balsam, grey pine or banksian pine, hemlock, white birch, aspen, poplar..... 2.70 " "

III.—Poles more than 18 feet in length, not exceeding 10 inches in diameter at the small end, each.

a) 30 feet and less in length.....$0.75 each
b- 30 to 40 feet in length..... 1.50 "
c) 40 to 50 feet in length..... 3.00 "
d) 50 feet and over in length..... 6.00 "

IV.—Railway ties or sleepers not exceeding 9 feet in length..... 0.15 "

V.—all other goods——15 per cent. ad valorem

2. That the Orders in Council No. 295 of the 26th April, 1920 and No. 765 of the 13th June, 1918, be modified accordingly.

3. That the present Order in Council shall, in no wise, affect the recourse of the Government respecting the collection of unpaid dues, due under the said Orders in Council No. 295 of the 26th April, 1910, and 765 of the 13th June, 1918, which dues shall continue to be collected as if the present Order in Council had not been adopted.

A. MORISSET,,
3646 Clerk of the Executive Council.

In their protest, the Limit Holders impressed upon the Government the fact, that price of lumber and pulpwood had appreciably decreased in price since the order-in-council of October 6th was passed, and was likely to further decrease, and urge on the Government to modify this tariff and at the same time revoke the latest regulations in regard to article 12.

Premier Taschereau, who was a very attentive listener, informed the deputation that the memorandum submitted and representations made by them would be given his most serious consideration and that the Limit Holders would hear from the Government just as soon as the question had been studied.

Will Build Large Plant Near St. John

W. G. Clarke, chairman of the Board of Directors of Clarke Bros., Bear River, N.S., who was in Halifax recently, confirmed the report that his firm would establish a large paper product enterprise at Glen Falls, near St. John He said that they have been assured of hydro-electric power within a year and that the plant would employ between 200 and 300 men.

Mr. A. G. McIntyre, former secretary of the Canadian Pulp & Paper Association, and latterly newsprint expert for the American Daily Newspapers publishers, states that the large building at Glenn Falls, formerly used by the Ford Motor Co. of Canada, and owned by Hon. Wm. Pugsley, had been secured. The structure is a modern one with good railway connection, which will be used by the new owners in the manufacture of fibre shipping-cases, containers, butter boxes, etc., part of which will be shipped to England and Australia. Mr. McIntyre, who is president of Clarke Bros., Limited, says that sulphate pulp will be brought from the large plant at Bear River across the Bay of Fundy and landed at St. John. It will then be taken to Glenn Falls by motor truck and there manufactured into board and boxes.

The sulphate pulp plant of Clarke Bros. at Bear River, which is now nearing completion, will have an output of 50 tons a day. Machinery is being installed and an extension finished, which increases the original capacity from 30 tons to 50 tons.

Machinery will soon be installed in the new container plant of Clarke Bros. at Glenn Falls, and it is expected that the new industry will be in operation early in the summer.

Get Too Many Sap Stained Clears

Vancouver Lumberman Thinks Fluctuations in Prices Too Frequent and Ontario Sizes Will Soon Be Cut

Writing to the "Canada Lumberman" a wholesale lumberman from Vancouver, who recently spent several weeks in the East, covers points of timely interest and his letter is well worth perusing. He says:

One of the things which struck me most when in the East regarding British Columbia lumber business is the difficulty that your men frequently have with sap stained clears, and from several sources I had complaints along these lines. It seems that many of our British Columbia mills are guilty of the practise, or at any rate of carelessness, shipping green lumber containing more or less sap wood. This piled in the box cars without air space seems to generate a certain amount of heat, the sap runs and stains otherwise clear lumber, spoiling it for factory purposes for which it is intended. Most of the small mills out here have not dry kilns, and in many cases they have not very large piling ground capacity. Also, their bank account strongly resembles Oliver Twist's porridge plate after a certain occasion, the result being that they earnestly desire on their own account, and are persuaded by the banks to get their lumber on the rails as quickly as possible. This, no doubt, accounts in part for some of the sap stained lumber that is shipped. On the other hand, I would point out that the Ontario buyer purchases and pays a price for green lumber, so that to some extent he should take up the burden. The real trouble, however, seems to exist in the fact that the British Columbia shippers cannot always separate sap wood from lumber that does not contain sap wood.

Another complaint is the fluctuation of prices on the Coast, and their consequent disorganization of quotations in Ontario. This, of course, is partly accounted for by the limited capital already referred to. The influence of the United States market, which is very irregular, also operates in this connection very materially.

There is another factor also, namely, standard British Columbia sizes, and Ontario sizes. As you know, British Columbia standard sizes call for a thinner piece of lumber than the Ontario sizes. In other words 2 x 4 standard B. C. size is actually 1.5/8 in. thick, whilst the Ontario size is 1¾ in., or in trade parlance, ¼ scant. It is my contention that the thinner piece of British Columbia fir is quite as strong as the thicker piece of Ontario hemlock, and is equally serviceable for all practical purposes. It is just a matter of appearance, and of course the ultimate customer usually considers the size of the lumber rather than its actual strength.

The British Columbia mill man is quite willing to manufacture ¼ scant, but he is up against this difficulty; that his prairie market calls for the ⅜ scant, and to manufacture both sizes would mean two separate piles or piling areas. This, in itself, is practicable, but he is then up against the danger of some "bohunk" yard men mixing the thickness and placing prairie standard lumber in a car intended for Ontario shipment. At the same time, the British Columbia mills will, I believe, in fact they are in some cases now arranging to manufacture the Ontario sizes, and as the Ontario demand increases no doubt they will cater more and more to the Ontario dealer's wishes. Against this, however, I would point out that the extra ⅛ in. thickness adds approximately over $2.00 per M. to the freight rates, and it is a question in my mind whether or not the Ontario dealers and ultimate consumers could be persuaded to accept British Columbia standard thicknesses and save that $2.00. They may think they are passing it to the mill, and probably they are in times of stress like the present, but generally speaking the consumer pays freight.

Breezy Happenings From The East

Work at the Restigouche booms has stopped for the year. A large amount of lumber has been held over until next season, estimated at 15,000,000 in the south boom and over 20,000,000 in the north boom.

At the meeting of the Forest Advisory Board the inroads made by the spruce bud worm in the forests of the province, particularly in Northumberland county, were discussed. A recommendation on this matter will also go to the lieutenant-governor-in-council.

The River Valley Lumber Company's saw mill at Oromocto was shut down recently after a successful season's work. The company has a large quantity of logs left over and will hold them in the Oromocto River until next season. It is the intention of the company to operate a camp this winter at the Barony, York county.

The general expectations that the lumber cut in this province during the season of 1920-1921 will not be more than half is justified by late reports coming in from all sources. Some say they will curtail their operations much more than fifty per cent., and some maintain they will not cut at all. One of the firms, which has decided not to operate is the Burtt Lumber Company with mill at Burtt's Corner, York county. Three and a half million feet are being carried over by this concern. A contract for some ten thousand cords of pulpwood has been taken by this company and preparations made for the sending of crews to operate, but it is understood that the contract was cancelled. Labor conditions are causing an uncertainty, which is having a tendency to make operators cautious.

It is proposed to export burnt lumber to the United States from Crown lands as pulpwood. The act of 1911 forbids export of lumber in the round to the United States, the intention being to encourage the manufacture of lumber in the province. On recommendation on this matter will be presented to the lieutenant-governor-in-council.

New Brunswick lumber operators are proceeding cautiously with their plans for the season's work. Those, who have the courage to take a chance in view of the uncertainty of the market, are depending on conditions bettering. As we previously stated, this year's cut in the woods will be not more than fifty per cent. of normal. Many operators feel they have gone the limit in logging. Prices for manufactured product wavering, mill yards filled and the demand light, is the trying situation which is facing the lumbermen in this province.

At a meeting of the Forest Advisory Board held recently in Fredericton. Hon. C. W. Robinson, Minister of Lands and Mines; Archibald Fraser, Col. T. G. Loggie, the Deputy Minister of Lands and Mines, and G. H. Prince, Provincial Forester, attended. A delegation consisting of W. B. Snowball and J. W. Brankley of Chatham, and Hon. J. P. Burchill of Nelson, were heard and presented a petition asking the Board to allow a reduction of approximately one-third in stumpage rates on lumber cut upon burned over lands. The request is being considered. At the meeting J. D. Vanderbeck, M.P.P., tendered his resignation as a member of the board of examiners of fire rangers. No appointment will be made to the vacant office until the next board meeting, January 12.

May Employ Japanese in Lumber Camps

Keen interest is being taken in a recent finding of the Court of Appeal, which has just handed down a decision that legislation of the province of British Columbia and orders-in-council under it, are ultra vires, in that the provisions of the Japanese Treaty Act. 1913, of the Dominion, and the treaty made by Great Britain with Japan, were interfered with. In April, 1902, the B. C. legislature passed an act prohibiting the employment of Chinese or Japanese in all contracts, leases and concessions from the government. This measure had been enforced by the Forest Branch of the Department of Lands, and last June, after the Japanese consul had taken the matter up, both with Ottawa and Victoria, the question came down to issue before the Court of Appeal, which heard argument and at that time reserved judgment. A considered decision has just been handed down. It was pointed out by the court that the Japanese Treaty Act had the force of law in Canada and therefore displaced any legislation, either Dominion or Provincial, which conflicted with it. It was also specifically declared that "it would be ultra vires of the legislative assembly to enact or authorize the passage of any order-in-council providing for insertion in any contracts, leases or concessions, any inhibitory provision that no Japanese shall be employed."

Model Town Will Be Spruce Falls

The Ontario Government has practically completed plans for a model town on the Kapuskasing River at the Canadian National Railway crossing. At the next session of the Legislature, it will be incorporated as a municipality to be known, not as Kapuskasing, but as Spruce Falls.

By an agreement with the Spruce Falls Pulp and Paper Company, in return for the power privileges of the Falls, the Government has retained a section of land totalling nearly nine hundred acres.

The purpose of the Government is to establish an up-to-date town for the workers of the paper and pulp plant, where they may own their own homes and property, have every freedom of a citizen and not be dependent upon the private company. It is the first time that any Canadian Government has ever planned such a scheme.

Power for the use of the citizens will be supplied at cost.

As the Government owns the land, no citizen shall be debarred from entering the town. The houses will be built under the direction of the Director of Housing and on lots measuring 60 feet by 120. And in this connection the Government will issue debentures up to $400,000, as under the Housing Act.

The old Kapuskasing station is situated on the west side of the river, but under the new plans, it will be removed across to the new town.

Another feature of the town will be its absolute protection from forest fires.

The company expect to be in full operation by the first of May next year, and expect also to have spent $4,000,000 by that time. Since September the first, the sum of $700,000 has been expended. They will develop 10,000 horsepower and have an output of 130 tons a day.

British Lumber Trade Difficulties

Solution of the Housing Problem Would Mean Absorption of Much Accumulated Stocks

By F. H. Devenish, Montreal

Industrial conditions in Great Britain are not satisfactory. The Old Country is taking a very long time in readjusting itself to the new state of affairs created by the war, and in the process there have been social and industrial upheavals which do not make for the smooth working of the commercial machine. No doubt matters will right themselves in the course of time, but, in the meantime, there is certain to be further industrial disturbances and conflicts, causing bitterness on the part of employers and employed.

The British lumber trade is having its share of trouble. During the war the trade enjoyed great prosperity, but this has been followed by a reaction, due to the higher cost of doing business, accumulation of stocks, lack of building, and a falling off in general commerce. The cost of handling lumber in the Port of London, for instance, has increased from two to four times on the old rates, and the men, besides adopting a very independent attitude, are not giving the results as in pre-war days. Irritating delays are frequent, and owing to the strong organization of the men, it is next to impossible to remedy the condition. Lumber stocks of every description, and from all parts of the world, have accumulated at every port, consequent upon the lack of demand. A certain amount of building is being done, but it is out of all proportion to the needs of the country, especially in the matter of houses.

Many Housing Schemes Ineffective

Canada has no conception of the famine in houses, which exists in Great Britain. The Government has formulated several housing schemes, not one of which has had any effect in appreciably increasing the accommodation. By Act of Parliament owners of houses were prohibited from adding to the rents during the war, neither could a tenant be turned out, an advance of 30 per cent on pre-war rents has just come into operation, but the tenant who pays the additional rent has still the right of occupation. At the same time, the cost of building has increased threefold, with the result that investors have not, and will not, put their money into new house property. It is obvious that, with the cost of construction trebled, and with rents only 30 per cent. higher there is no chance of even a small return on any capital expended. The civic Councils are endeavoring to deal in a partial way with the situation, and are erecting houses with money borrowed at 6 per cent., but the rents to be charged in many instances will not pay even the interest on the borrowed money, and the deficit will have to be made good out of the rates.

One outcome of the scarcity of houses is that residences, where vacant, possession can be obtained, are fetching on sale, three to four times their cost. The purchasers recognize that there is no possibility of securing a return on the investment, this, however, is a small matter compared with the fact that they are obtaining a place to live in.

The Outlook For Canadian Exporters

The industrial situation, and the housing question in Great Britain are of interest to the Canadian lumber trade. As exporters of lumber, conditions in the Old Country which decrease the consumption of Canadian products affect us vitally. Unless there is a change, manufacturers of spruce, pine, birch and fir in particular will have to reduce their output; exporters' business will be diminished, and in the competition which always ensues on a slow market, profits will be cut to a minimum, especialy in a country like Great Britain, which receives lumber from all over the world. Such a condition is bound to be reflected in our domestic market. Manufacturers who usually make for Great Britain will, in the absence of an export demand, naturally endeavor to place their goods in Canada, with a consequent tendency towards a lower range of values. In this way the entire industry in Canada will be influenced.

For the time being, trade in Great Britain is slowing up; it may be only a temporary condition, as the Old Country, in spite of the unsettled outlook, has a wonderful way of over-coming trade, social, and political difficulties. The solution of the housing problem would mean the absorption of much of the accumulated stocks of lumber, and would also help in a revival of trade, in which Canada would participate.

Bright Meeting of Toronto Wholesalers

Interesting and instructive in every respect was the regular monthly meeting and dinner of the Wholesale Lumber Dealers' Association of Toronto, which was held at the Albany Club, Toronto, on November 19th. There was an exceptionally large attendance, many firms having several representatives present. The gathering will long be remembered for its pleasant associations and good fellowship. Song sheets were distributed, and, led by D. C. Johnston, of the Union Lumber Co., the vocal efforts were well sustained. Mr. Johnston has the happy faculty of imparting vitality to anything that he undertakes and he kept himself and the banqueters on the move. Then, another feature was the process of introduction whereby each one present had to arise and present the person next to him, calling him by name and announcing the firm with which he was associated, etc. This was a welcome item on the programme and there were also a number of solos contributed, among them one by J. L. MacFarlane of the Canadian General Lumber Co. A roll call was also inaugurated and a record will be kept of the attendance in order to arouse as much interest and enthusiasm as possible. Over 75 per cent. of the firms, who are members of the association, were represented at the gathering.

A. C. Manbert, chairman, presided, and was in a particularly happy vein. Under his direction everything went along smoothly and the business was soon disposed of. Alex. Gordon reported for the Membership Committee that several new firms have recently joined the association, among them being the W. M. Ritter Lumber Co. of Columbus, Ohio. The membership is now 40, which is practically double what it was when the organization was formed nearly three years ago.

H. G. McDermid, chairman of the Bureau of Information, gave an interesting report, which stirred up the members on the point of action and co-operation, and afterwards short addresses were made by Bert Fonger, of J. G. Cane & Co., Toronto; T. N. Phillips, of Timms, Phillips & Co., Vancouver; John Hall, Canadian representative of the W. M. Ritter Lumber Co., Columbus, Ohio, and T. R. Dunn of the T. R. Dunn Lumber Co., Winnipeg. Mr. Dunn conveyed greetings from the association in the prairie provinces.

Roy Halliday, traffic manager of the R. Laidlaw Lumber Co., Toronto, gave a timely and comprehensive talk on "Transportation Routing and Rates." He went into details, giving valuable information on the weighing and loading of cars, competitive points, dressing in transit, the most economical routing, basis of tariffs, deliveries, etc., and told of the best methods of facilitating shipments, presenting claims and adjusting differences. Mr. Halliday was warmly thanked by the chairman for his instructive remarks.

The main event of the evening was the thoughtful and earnest address delivered by A. L. Boyd of Toronto, manager of the Sheldon School of Salesmanship, who spoke of the personal element in business. In his introduction Mr. Boyd said that he had been greatly impressed by the spirit of good fellowship which permeated the members of the Wholesale Lumber Dealers' Association, as was evidenced by the proceedings of the evening.

A full report of Mr. Boyd's able remarks is held over until the next issue of the "Canada Lumberman."

Eastern Mills Putting in New Equipment

The Continental Lumber Co., whose mill at Charlo, N.B. was burned down some time ago, is being rebuilt and the new plant will have a circular outfit complete. The company will have a 20′ diameter refuse burner 80′ high, together with a rotary saw, steam feed and carriage equipped with 4″ steam set works, which along with the rolls, transmission machinery, etc., are being supplied by the Wm. Hamilton Co., Ltd., of Peterboro. The Continental Lumber Co. will also install a Kendall gang circular to take up to 8″ cants.

R. O'Leary, Richibucto, N.B., is making extensions and additions to his sawmill and boxboard plant. He is installing a new rotary, transmission machinery, furnished by the Wm. Hamilton Co., Ltd., of Peterboro, Ont.

Big Lumber Order from Europe

The biggest order for hardwood lumber from Europe since prewar days is reported in Chicago, and it is believed to foreshadow heavier lumber buying on the part of foreign interests. A syndicate largely representing European furniture manufacturers, has placed an order in Memphis for 50,000,000 feet of hardwood lumber, one hundred cars to be shipped immediately. Financial arrangements have been completed through New York bankers who are interesting themselves because they want to encourage the export of raw materials to help foreign exchange.

How Spruce Wood Grows in Value

A new record was set in Ontario recently for the price of spruce when 50 square miles situated near Jellicoe on the Canadian National Railways, and east of Nipegon Reserve, was disposed of to J. T. Horne of Fort William. The price paid was $6.10 a cord for spruce and 21c a tie for jack pine. A few days ago $6.05 was the highest bid for spruce and previous to that $3.46 was the largest tender. This shows the growing value of pulpwood and would indicate that there is not likely to be any drop in that line for, at least, some time to come.

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

WANTED—A block of White Pine and No. 1 and No. 2 Hemlock for delivery next spring and summer. State approximate quantities and lowest prices. Box 428, Canada Lumberman, Toronto. 23

We are in the market for

1 x 9" Merchantable Spruce, car lots.

Quote delivered Philadelphia, Pa.

MELL & SONS,
22-23 Philadelphia, Pa.

Wanted

A few cars of Birch No. 1 Common and Better, 4/4 to 16/4. Name us your best price delivered here, on grades.

WARREN ROSS LUMBER CO.,
18tf Jamestown, N.Y.

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

For Sale—White Ash

1 car each 1", 1¼", 1½" and 2" No. 1 Com.
1 car each 1", 1¼", 1½" and 2" No. 2 Com.

Dry Northern stock of good texture. Can ship immediately at attractive prices. Also have good stock other grades and thicknesses one inch to four inch. Address Box 426, Canada Lumberman, Toronto. 23-24

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

Selected Trimmer Ends

8 to 10 cars White Pine Selected Trimmer Ends for sale. For prices and particulars apply JOHN B. SMITH & SONS, Toronto, Ont. 23

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

Railroad Ties For Sale

Standard Railroad Ties for sale for immediate delivery. Also small ties suitable for sidings. Enquiries solicited.

ST. LAWRENCE LUMBER CO.,
22t.f. Quebec, Que.

Crating Spruce

About 500 M. ft. of 5/8" CRATING SPRUCE—also Log Run SPRUCE.

500 M. ft. of 1", 2" & 3" Culls SPRUCE.

ALSO ONE MILLION LATHS.

J. P. Abel, Fortin, Limited,
379 Desjardins Ave., Maisonneuve,
21-24 Montreal, Que.

Kawatha Lumber Co., Ltd.

Lakefield, Ont.

We have for immediate shipment:—

6 cars, 2x4 & up White Pine, box & better, chiefly dressing.
3 cars, White Pine squares, 4x4, 4x6, 6x6.
1 car, 2x4" 5" & 6" Soft White Pine No. 1, C. & B.
1 car, 2x7 to 12" Soft White Pine No. 1, C. & B. (Suitable for sash & door stock).
1 car 8/4 elm No. 2 C. & B.
1 car, 4/4 Ash, Elm & Birch No. 2 C. & B.
3 cars, 2x6 and wider Hemlock M. R.
½ car, Cedar Squares, 4x4, 4x6, 6x6, 8' long.
½ car, 8/4 Spruce, 2x6 and wider.

ATTRACTIVE PRICES

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

WANTED—Portable Steam Engine and Boiler about 25 H.P. Also small portable saw mill. Write particulars, price, etc.

D. I. WARREN,
23 Warren, Ontario.

WANTED—Second hand 8" Waterous Gun Shot Saw Mill Feed, Without carriage.

Trenton Cooperage Mills, Ltd.
21-24 Trenton, Ont.

One Band Resaw, either Cowan or Yates, 5 or 6 inches saw, tilting rolls, 50 to 60 inches complete and in good order.

CHICOUTIMI PULP CO.,
22-25 Chandler, P. Q.

Machinery For Sale

FOR SALE—75 H.P. Westinghouse 2200 V. 60 cycle 3 phase induction type motor complete with starting panel and oil switch. Address Box 543, Sault Ste. Marie, Ont. 22-25

FOR SALE—Fairbanks Morse Gasoline and Kerosine Hoist, on skids, 144 H.P. $700. Also complete Logging Equipment for 40 men Inquire Box 543, Soo, Ont. 21-24

Box Makers!

For Sale:——One set St. Paul Dovetail Box Machinery, in good condition. Box 420, Canada Lumberman, Toronto. 23

For Sale Cheap—One 60 H.P. Boiler 12' x 54". Also one Wheelock Engine 50 H.P. Both in good running order. Will sell cheap either of them separate or both together. For further particulars apply to Wesley Shier, Woodham P. O., Ont. 23

For Sale—Locomotive

One 28 Ton 3 Cylinder 8 x 10 Standard Gauge Lima Geared. Located in Canada.

Box 376, Canada Lumberman, Toronto, Ont. 19tf

Complete Machinery for a 55 H.P. Sawmill, in good order. Haul up, Circular and carriage double edger, double butter and bench table machine and shingle machine complete. Would accept a fair offer for the whole block. For particulars apply to

GRATIEN ROY,
23 Port Daniel East, P. Q.

For Sale

Waterous Big Champion Edger for six saws, Waterous Log Kicker 10 inch cylinder with arms all complete, Waterous Ratchet Set works, Two single bevel friction live roll drives complete. For further information apply Conger Lumber Co., Ltd., Parry Sound, Ont. 22t.f.

For Sale

Harris Corliss horizontal twin steam engine, 18" x 48" cylinders, side cranks, 18' flywheel, 52" face, including jet condenser. In good condition and can be seen in operation. Apply Box 230, Canada Lumberman, Toronto, Ont. 9-t.f.

Second Hand Machinery

We have over $250,000 worth of used machinery of all kinds for sale. Suitable for mines, quarries, railroads, pulp and lumber mills, etc.

Everything carefully overhauled at our shops before shipped.

Send us your inquiries.

R. T. GILMAN & CO.,
19tf Montreal.

Situations Wanted

WANTED—Position as Bookkeeper and pay roll clerk. Have had six years' general office experience. Can come at once, and willing to work in any part of the United States or Canada. Best references. Box 390, Canada Lumberman, Toronto, Ont. 20-23

YOUNG MAN, well educated, five years' experience in lumber business, desires position with lumber concern in any capacity; no objection to going anywhere; has had experience in inspecting and selling. Box 325, Canada Lumberman, 119 Board of Trade Bldg., Montreal. 23

WANTED—Position as Superintendent of planing mill or woodworking factory. Have had 12 years' experience in all lines of planing mill work, interior work, hardwood flooring and box making. Am good draftsman and estimator; am a thorough mechanic and can get results. Box 423, Canada Lumberman, Toronto. 23-1

Situations Vacant

Travelling Salesman for Ontario, with Lumber experience, is wanted. Young man of character, initiative and ambition; to such a one making good a bright future is open. Box 417, Canada Lumberman, Toronto 22-23

WANTED—Thoroughly reliable, experienced and competent head sawyer for our factory at Rodney, Ontario.

CANADA WOOD PRODUCTS CO.,
23 St. Thomas, Ontario.

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

Salesman Wanted

An old established wholesale lumber firm requires the services of a first class salesman for Ontario and the Maritime Provinces. One having a knowledge of B. C. Coast products and the Door trade will have a preference. Must have a good connection. None others need apply. A liberal salary paid to a first-class man.

Apply with details as to salary required and experience to

Box 424, Canada Lumberman, Toronto. 23-24

Business Chances

New York export house of excellent financial standing, managed by Canadian, will consider arrangements for representing a good Canadian lumber company for New York local and export trade. Apply in first instance to E. I. Brown, 111 Broadway, New York City. 23

FOR SALE—SAWMILL COMPLETE with planers, etc.; capacity 25,000 daily; located on G. T. P. near Pacific Coast. Reasonable terms can be arranged for mill and standing timber. For full particulars apply Box 291, Edmonton, Alta. 22-25

Wanted

Spruce pulpwood timber in fee simple, large or small tracts, Ontario or Quebec. Also exportable Spruce wood, rail or water shipment. Answer with complete information and plat. Box 413, Canada Lumberman, Toronto. 22-23

FIRM MANUFACTURING High Class Interior Finish want experienced men in towns within shipping distance of Montreal to solicit business and book orders on a percentage basis. Good opportunity for men carrying on small carpenter or repair business.

Apply for full particulars to Box 11, Station "C", Montreal, Que. 22-25

Saw Mill For Sale

Complete 50,000 ft. capacity Circular Saw Mill for sale. 3 boilers over Dutch ovens, steam feed circular, live rolls, belted throughout with leather, rubber and canvas belting. Mill building 120 x 38 with extensions built of heavy timbers and easily removed. Small cash payment, balance easy terms on good security.

Box 427, Canada Lumberman, Toronto. 23-24

Open for sawing contract, New Ontario preferred. Mill capacity 20M. Box 373, Canada Lumberman, Toronto, Ont. 23

For Sale—Timber Limits

187 Square Miles in province of Saskatchewan, including Saw Mill, Planing Mill and general equipment such as Logging Engine, Tanks, Rutters, Snow Plows, 30 sets McLaren Logging Sleighs, etc., etc., For further information address the Saskatchewan Lumber Co., Limited, Crooked River, Sask. 22-25

McLaurin Bros. Limited

FOR SALE

This business of retail lumber is for sale as a GOING CONCERN. It is situated in Lachine, just outside Montreal, on the Grand Trunk Railway, and has been established about 30 years.

The plant comprises a planing mill and factory of two storeys, dry kiln, and storage sheds, besides yards with Grand Trunk siding. The plant, which is also near the St. Lawrence and C. P. R., covers an area of over 76,000 feet.

The reason for the disposal of the business is that the owners intend to devote their time to the wholesale trade exclusively.

Full particulars of the plant and the business turnover may be had on application to McLaurin Bros., Limited, Lachine, P. Q. 23

Lumber Property For Sale

About 8,000 acres (held in fee) of lumber lands estimated to contain about 30,000,000 sp. feet of merchantable soft wood.

As a pulp wood proposition, this property should contain 60,000 cords or more.

Included with the lands, is a saw mill, equipped with Dutch furnaces, Waterous edger, planer and lath machine, and situated along the line of the C. N. Railway, the port lies within three miles of the mill, so that water shipments may be made as well as rail.

All the lands are within easy distance of the river, and stream driving does not exceed a distance of more than six miles.

For further information apply to

E. A. SMITH,
Shediac, N. B.

23t.f.

Miscellaneous

SAWDUST GRATES WANTED: about 75 sq. feet, good and heavy, 4 or 5 ft. long. French River Lumber Co., Bigwood, Ont. 23-24

TENDERS for Pulpwood and Timber Limit

Tenders will be received by the undersigned up to and including the **18th day of December, 1920,** for the right to cut forest products on an area in the English River Water Shed.

Tenderers shall state the amount of lump sum cash bonus they are prepared to pay, which sum shall be in addition to the rates of Crown Dues fixed by Order in Council dated 27th day of March, 1920.

Parties making tender will be required to deposit a marked cheque payable to the Treasurer of the Province of Ontario for the entire amount of the lump sum bonus specified above, which lump sum shall be forfeited to the Crown if the successful tenderer does not enter into an agreement as provided in conditions of sale.

The highest or any tender not necessarily accepted.

General terms and conditions of sale may be had by applying to the undersigned.

BENIAH BOWMAN,
Minister of Lands and Forests.

Toronto, September 24th, 1920.

N.B.—No unauthorized publication of this notice will be paid for. 23-24

Sale of Timber

Tenders will be received by the undersigned up to and including **Friday, the 31st day of December next,** for the right to cut the timber on the south half of the Township of Shackleton, in the district of Temiskaming.

Terms and conditions of sale and further particulars may be obtained upon application to the undersigned or to Mr. Dalton Spence, Acting Crown Timber Agent, Cochrane, Ontario.

BENIAH BOWMAN,
Minister of Lands and Forests.

Toronto,
November 2nd, 1920. 23-24

The Wastage of Timber

Dominion and provincial authorities throughout Canada, while drawing attention to the vast wealth latent in our forests, have at the same time issued warning notes as to the economic limits of forest exploitation, in view of the large percentage of natural as well as avoidable wastage and the impossibility of estimating with any degree of accuracy the annual increment in growth. The total wastage of timber every year from fire, decay, windfalls and floods is estimated at nearly 2,500,000,000 cubic feet, which is approximately five per cent. of the standing merchantable saw-timber in Canada. The annual pre-war cut of saw-timber was 900,000,000 cubic feet, and of pulpwood over 200,000,000 cubic feet. The processes of felling, transporting and milling reduce the output to about 40 per cent. of the cut in the case of saw-timber and 80 per cent. in the case of pulpwood. The average volume exported annually during the immediate pre-war period was the amount derived from a cut of 350,000,000 cubic feet of saw timber and 100,000,000 cubic feet of pulpwood, or 39 per cent. and 50 per cent. of the respective total cuts. This does not include the large quantity of pulpwood manufactured in Canada into pulp or paper and exported in these two forms. The proportion between the output of saw-timber and that of pulpwood has considerably altered during the last decade. The Dominion Forestry Branch describes the situation as follows:

The consumption of timber for lumber manufacture has decreased since 1912 and is still decreasing. The estimate of the total supply is based on inaccurate and incomplete data; the maintenance of the supply depends on the unknown increment rate and the very uncertain factor of loss through forest fires. It is probable that the consumption will continue to decrease in the future as the source of supply moves back farther from the lines of transportation each year. The cost of lumber in Canada will probably increase until it becomes profitable to plant potential forest land with commercial species, and to pay for efficient protection and management of the remaining forests. In the case of pulpwood the utilization is increasing rapidly as supplies are being exhausted in the United States. The United States is Canada's chief customer for unmanufactured pulpwood, woodpulp and paper, and with the increasing consumption of newsprint and other papers brought about by increased advertising, it would appear that Canada's supply would be exhausted long before the four hundred years obtained by an arithmetical calculation.

As long as forests products are comparatively cheap, as they are in Canada at the present time, no extraordinary care will be taken to protect and develop them. As the price of these products increases, it will become more and more profitable to do so. The immediate steps necessary are connected with protection from fire, insects and fungus diseases, and careless or destructive utilization. The regulation of cutting, with a view to natural regeneration, is a more valuable means of re-establishing forest areas in a new country like Canada than any expensive system of replanting.

Since the war British toymakers have made strong efforts to supplant German toys in British markets. A number of new firms have begun manufacturing and old firms have extended their production. Toys from wood, wool and fibre are made in London, Liverpool and Manchester, as well as a few other cities in England.

Although toy manufacture is a new industry for Belgium, it is becoming a national industry. Many wooden toys are made, including thousands of toy horses. French national production of toys is sufficient to supply the home market and it is reported that no German toys are being imported into France.

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

NEWFOUNDLAND
More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

Cruiser's reports and blue prints, where available, will be sent to Principals or their accredited agents.

R. R. BRADLEY
4 Hospital Street,
MONTREAL, P.Q.

RAILS

New and Relaying also Frogs, Switches, Spikes, Etc. All sizes in stock. Also used

Locomotives, Logging, Box and Flat Cars, Hoisting Engines, Chain, Wire, Rope, etc.

R. T. GILMAN & CO.
MONTREAL, QUE.

LOG STAMPS
Write us for particulars and prices
Superior Mfg. Co., Ltd.
93 Church St., Toronto

Quebec Spruce, Ottawa Valley White Pine Always on Hand

CAR LUMBER A SPECIALTY

B.C. FIR AND CONSTRUCTION TIMBER

Any stock of Canadian and American Hardwoods. Prompt shipment to any point in Canada or United States. Call, Write or Phone. Phone Main 7121

ANTON SELANDER
103 St. Francis Xavier Street, - MONTREAL

Review of Current Trade Conditions

Ontario and the East

There is little now characterizing the general lumber situation except that there have been some declines in prices of western stock and also in eastern hemlock, and jack pine. According to one wholesaler, the result is that, instead of buying being stimulated, it is even more different, as "such a course indicates that prices have not yet touched rock-bottom, and until the trade is convinced that they are as low as they possibly will or can go, there will be a certain amount of hesitancy." Only isolated carloads for immediate requirements are now being sold, and, while inquiries in some lines are picking up a bit, there is not likely to be any strong demand for lumber until after the new year, and probably, it will be February or March before a revival in trade sets in. Some firms are doing a moderate amount of business but nothing like what is customary, although it is generally admitted that December and the last weeks in November are usually quiet periods.

There is a disposition on the part of manufacturers, wholesalers and retailers to proceed cautiously in all undertakings, and wood's operations are, on the whole, being conducted with considerably less aggressiveness and with fewer men in camps than a year ago. Some firms have taken their travellers off the road as they do not believe that anything is gained by calling upon retailers when the latter are not buying. Manufacturing concerns are also rather quiet and will not be known until next year just how the building situation is going to shape up and how extensive will be the demand.

While stabilized prices would, it is thought start building, there is little likelihood of falling prices doing so. It is the experience of building trades and retail lumbermen that stationary quotations or a rising market have always resulted in more structural operations being put under way. One large concern, which has given special attention to the situation, says that if material men would give assurance either to reduce prices or to standardize them so that the contractor, when figuring on a building, would know what price he has to pay for his material, as well as for his labor, it would be a long step toward solving the building problem.

In trade circles, the principal theme of discussion is not how business is—because everyone knows, but when will the present dull period terminate and some of the former activity be witnessed. Western mills are closing down to an extent never known before. Logging camps are ceasing operation, shingle plants are idle and stocks of B. C. products are generally low. Prices have been cut in an effort to get rid of some of the stuff on hand, but even this has not resulted in moving very much of the material. If there should be a sudden revival in the lumber line and a call for heavy quantities of B. C. siding, shiplap, interior trim and dimension, there might be some difficulty in securing what is required.

It is impossible to tell, with any degree of accuracy, what the future holds in store for the lumber industry. In the weeks before the war it was not difficult to foresee events and to gauge production and distribution accordingly. Those were the days when practical business men, who were experts in their own calling, felt themselves on pretty sure ground. They took a survey of the future, and, basing their predictions on past experience, and insight, were able to foretell within certain limits what was going to happen. Of course now and then they were somewhat wide of the mark, but there was a reasonable amount of assurance and importance attached to their declarations. These predictions did not take in the speculator, who is always bound to have his fling, but the sane, hardheaded business man felt that he knew market conditions and knew them intimately. He had an idea of the course of development in his particular line and could give an opinion whether values were likely to rise or fall.

How different is the situation to-day. Recent conditions in the financial, labor and industrial world, have upset all calculations, and the questions are too big for the average man to sit down and view calmly and confidently. Many prognostications are upset and all the traditions of the past shattered. Everything has gone askew and theory, while it sounds well, has been given little credence.

The hardwood market is rather quiet at the present time although a few more inquiries have been received than there were last month. Stocks are declared to be below normal, particularly in the upper ends. Some firms are advising buyers to make their purchases now and not delay because they are convinced that values have struck bottom, and if there is any further waiting, it will only result in inflated quotations when the demand re-asserts itself. Delayed purchases are said to have been the cause of the speculative figure which developed on many lines of stock last spring, and if consumers would gauge their wants with reasonable accuracy and purchase before they are actually up against a serious proposition, much would be done to clarify the atmosphere and impart to the general situation strength, conservation and stability.

The stock of lumber with most retailers is getting low but still the decreased prices do not seem to tempt buying at the present time beyond a few sorting-up orders. So far as stocking up, there is nothing doing in this particular line at present. There is practically no market for shingles.

Some large concerns in Toronto have been figuring on a contract of a million feet of lumber for the proposed live stock arena, which it was thought would be erected during the coming season, by the Canadian National Exhibition, but supplies in other lines have been so slow that there is a probability of the work not going ahead in 1921. Other large projects are reported but it is not definitely known whether or not they will proceed.

Construction figures for Ontario showed a decline during October, the total standing at $5,154,800 compared with $7,905,600 a year ago. Quebec was to the fore with a total of $7,674,700 in contracts awarded. The new $5,000,000 match factory for Maguire, Patterson and Palmer, Ltd., near Quebec City, accounted for two-thirds of this figure. Contracts in the Maritime Provinces were in excess of those of the present month, the latest figures standing at $2,372,900, or an increase of $641,600.

There was a big drop in the West, the total value of new contracts awarded being $2,967,400, compared with $7,447,500 for the previous month. An enormous gain is recorded, however, for the first ten months, this year's total standing at $62,462,500 against $24,035,400 for 1919.

United States

While business has been very dull for many months and prices have been dropping, there is some improvement noticeable in general trade indications. Lumbermen generally are expecting an early market improvement. Inquiries are becoming a little more plentiful and the trade generally is taking courage. No radical betterment of conditions is looked for until the new year. The very fact that there is a change in sentiment is a hopeful omen. At a recent meeting of a lumber association, held in the South, the president succinctly summed up the situation when he said: "Lumber is in a particularly strong position and we should not be the least apprehensive about the outcome. With the world-wide shortage of houses, with the railroad requirements running into billions of feet, and with the latent demand for industrial purposes almost as great, trade is bound to return sooner or later, and when it does, augmented by the pent-up demand, it will tax the capacity of the mills.

That a healthier note is developing and that reports from all sections of the country are either cheerful or re-assuring, is putting heart and spirit into some of the laggard ones who have been inclined to view things in a sad, dismal light. True, there is a period of some hesitation and a disposition to wait until manufacturing generally develops to a larger extent, but, with the prospects of an active building season, there should be a steady and sure upward movement.

In the hardwood trade there has been some strengthening of market values ,not so much from a domestic demand as from orders received from foreign sources. During the last few days some nice business has been booked by different concerns, and this has led to the idea that a beginning has at last been made in the long-expected foreign buying. The domestic market for hardwood, however, is quiet, and it is not expected that there will be any decided revival in industrial buying until after the new year. Meanwhile the production of hardwoods is being aggressively curtailed. This condition will continue until manufacturers see a definite improvement in market conditions.

So far as conditions in the South are concerned, a recent despatch from Jacksonville, says: A majority of the small mills and many of the large ones in this territory have shut down and most of those running are operating on short time. There has been a rather general wage reduction of 20 to 25 per cent. and production costs also are being lowered by cutting down forces and doing the work with a smaller number of men. Some of the big mills when reducing wages also made at the commissaries corresponding reductions in prices of necessities, many of which are being sold at cost or below. There is a general slowing down of production and a sustained buying movement for even a short time would practically clean up assortments

View of Mills in Sarnia.

BUY THE BEST

Retailers and woodworking establishments who like to get A1 NORWAY and WHITE PINE LUMBER always buy their stocks from us because we can ship them on quick notice. It pays to have the goods, but it pays better to "deliver" them.

We also make a specialty of heavy timbers cut to order any length up to 60 feet from Pine or B. C. Fir.

"Rush Orders Rushed"

Cleveland-Sarnia Sawmills Co., Limited

SARNIA, ONTARIO

B. P. Bole, Pres. F. H. Goff, Vice-Pres. E. C. Barre, Gen. Mgr. W. A. Saurwein, Ass't. Mgr.

in shipping condition. Inquiries are growing more numerous and there are indications of an early improvement in demand.

Word from Memphis is to the effect that an order for 50,000,000 feet of southern hardwood lumber, including practically all grades one and two inches in thickness, for shipment to overseas markets, has been placed by a European syndicate with a Memphis firm. The first 100 cars, involving approximately 1,500,000 feet of hardwood lumber, will go forward immediately. The balance will be shipped as rapidly as three combined firms can fill the order. Placement of this huge order for hardwood lumber is a part of the enormous plan under way to re-establish the European balance of trade and thereby stabilize foreign exchange. Financial arrangements involved in the deal have been made with one of the largest banks in New York city, which has agreed to make all collections and remit to the Memphis firm. The announcement brought to light several other export orders which have been received by Memphis lumbermen within the last few days, all tending to indicate that the export market is reviving.

Great Britain

It is difficult to analyze the lumber situation at the present time. There are so many current and cross-currents that it is difficult to analyze the business situation. Business has been at a very low ebb for some time and the depression caused by the recent strike has been somewhat counteracted by energetic measures taken by the authorities to advance the pace of house-building. It is announced that buying on f.o.b., terms is almost at an end for the season, and c.i.f. purchases have been small and confined to bills of lading containing current sizes and these have been offered cheaply.

It cannot, of course, be denied that a drop of some pounds per standard has now occurred on practically all classes of wood, except certain sizes in favorite stocks, and in specialties, says "Timber." "Has the bottom been reached?" is the question now occupying the minds of all. Two main influences have been at work—the difficulty of financing large stocks, and the slow pace of the consumption. Not anticipating such a dragging market, many importers purchased, as it turned out, too heavily, and they have been forced to liquidate a portion of their stocks. Others took a wrong view of the market, and, finding their contracts unprofitable, decided to cut their losses before any further fall occurred. A contributory cause to the dullness of business has been the coal strike, which, in its earlier stages, when there was a fear of the transport workers participating in the struggle, caused a good deal of nervousness. We think, however, that there are now signs of a better tone. The long period of inactivity, or rather of hand-to-mouth business, has left a big latent demand to be filled up directly merchants are convinced that the time has come to purchase, and this time will, we believe, arrive as soon as the shipping season is over, and the pressure of forced sales at all sorts of prices ceases to disturb the market. November is certainly opening with a little more business, and although there is no sign of any higher figures, there is more disposition to buy, and this, in itself, is very often an indication that the pendulum has commenced to swing in the opposite direction. The moment this is evident, a fairly brisk trade is to be anticipated, simply for the reason that there are many buyers merely waiting for the right moment to arrive.

In a general review on declining trade, a correspondent of "The Timber Trades Journal" says reduced volume of trade necessarily means less employment all round. The reasons for the slowing down of the wheels of commerce, when examined, are found to be largely high prices, restricted credits and demoralized foreign exchanges. In the home trade, high prices have checked consumption in many directions; wholesalers, faced with high costs for carrying goods or with the necessity for meeting bills, have lowered prices to liquidate stocks more quickly, and the import trade has been active. Foreign demand for out exports has been restricted by sheer inability to pay in sterling on the part of a large part of Europe. If foreign countries cannot take our goods because the price in their currency is too high for them to pay, our trade will suffer and our workers will feel the pinch. No one has ever found a successful way of making a man buy from another. The only way is to give him what he wants at a price that he is ready to pay. That depends upon two things: first, his purchasing power, and second, his opportunities of using that power. If our price is too high for the foreign consumer—and most countries of the world are very poor to-day—he will hunt the world for a cheaper article, and if he does not take our goods we cannot expect long to receive in return food and raw material. Our very existence depends upon our finding willing purchasers of our goods, and as this is dependent largely upon the price we ask, we come up once more against the question of the cost of production.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Quebec Business Has Not Come Up to Expectations

The timber, lumber and pulp trade is meeting with a dull market these days, as far as the business applies to the port and district of Quebec. The two shipments of sawn lumber took place from this port on Nov. 17 and 18, when the steamers Manchester, Hero and Ramore Head took on board cargo. The C.P.O.S. Victorian to sail on the 23rd and the Empress of France to sail on the 27th instant will be last of the ocean vessels this season of navigation which will carry part cargo of deals.

Up to the end of September, the Quebec lumber export trade was fairly good, and even up to the first weeks of November, considerable wood was shipped overseas. But the export to the United Kingdom was not up to expectation and this added to the dullness of the United States Market, has left the timber and sawn lumber in stock abundant and beyond the anticipation of the trade. These conditions with the decline in the price of wood, have caused the manufacturing interests to do a good deal of thinking as to their plans for manufacturing this winter. The decline in the price of wood has not, however, interfered with the demand of labor which is still in a militant mood for more money. The result is, that the big Quebec firms will not operate their limits and mills to any great extent this coming winter.

One of the heads of a leading Quebec timber and lumber firm, discussing the situation with the correspondent of the "Canada Lumberman," said there are several features in connection with the business these days, that are the cause for careful consideration. In the first place, there is the decline of prices in the market with a possible lower level, secondly the wage demand by labor, thirdly the scarcity of men required to work in the woods, they being attracted by higher remuneration for their services in the pulpwood business, and lastly, the need of money, the banks being reluctant to make the necessary advances to carry on, and tell us that we are carrying large stocks at our storage depots, which should be disposed off before entering into any further new operations.

The pulpwood interests also complain of a dull market at the present. Quebec dealers make the statement that there is no demand from the pulp and paper mills. This is in keeping with the information communicated by your correspondent in his last letter, in reference to the combine or agreement entered into by the American pulp and papr mills some weeks ago, in order to force the price of wood downwards. The dealers are in the meantime, wise to the situation, and are now forming an association to keep the prices up to the present level. Pulpwood is now stable in its price of $26.00 per cord, placed on the railroad cars at the base of supply.

On November 10th, a special meeting of the pulpwood interests of the Province of Quebec was held at the Chateau Frontenac. This gathering was called and presided over by Mr. P. M. Jost, President and General Manager of Jost Co., Ltd., Montreal, for the purpose of forming an association of all dealers engaged in the pulpwood business, for their special protection and conservation of the trade as well as stability of prices. The meeting after a preliminary discussion adjourned the subject to the call of the chairman at a later date.

St. John Trade is Slack With Small Demand

Positively no change has taken place in the trade at St. John during the last two weeks. Price really makes no difference on the volume of business as no one seems anxious to buy even at reductions, however drastic they may be.

American trade does not show any improvement and reductions of about $5 per M have not brought any increase in orders. $35.00 per M. is about the average net price on cars in this section of the country for provincial short narrow random. Many of the operators are selling with only half the exchange as their profit. Certainly if exchange dropped their entire profits would be wiped out.

The spruce board business is also dead, and boards are not bringing anything over 32c on cars net at St. John.

The prices of pine keep more steady than spruce, but only a limited amount of business prevails, and that in better grades. Nova Scotia pine prices are much lower than St. John, but the quality does not

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compare very favorably with St. John both on regard to clearness and size.

Trade with the West Indies would be very good if space for lumber could be provided, but very little space is granted and this certainly is most detrimental to expansion of business. If some move is not made to force more space or sailings the lumber business from the West Indies will show a decided falling off, and be lost to Canadians for all time. The The Royal Mail Packet S. S. Co. are well subsidized and the Canadian Government should certainly see they provide enough salings to accommodate increased business.

As to factory conditions, the trade is good and does not seem to show the same falling off as many other lines, considerable new work in the interior of the country and city repair work keeps the plants well supplied with business.

Shingle and laths are extremely hard to see at all at any price, and the American prices show little profit and little demand, of course, both of these articles feel the reductions probably earlier than any other lumber line. Labor for mills and woods is very plentiful and wood wages are easier.

Ottawa Reports That Conditions are Dull

A general slump in business together with a decline in price in some grades along with the prospect that wages in the wood camps might be reduced, were the outstanding features of the Ottawa lumber market during the closing period of November.

The market on the whole was the quietest that has been experienced at this, or any other season, for a number of years. Several of the retailers and manufacturers openly described it as being "dead," and the post mortum outlook, was that a revival of trade or good business could hardly be expected for some months.

The decline in prices amounted to about five dollars per M. and chiefly effected the spruce and hemlock grades. White and red pine prices continued to remain firm, though there was practically no trading in them. Manufacturers or holders of stocks of shingle and lath did not care to give any quotations for publication for these commodities and consequently the price list in this direction remained unaltered. There is practically no demand for either lath or shingles at the present time so it is almost impossible to tell what the real market price is, for the reason that there does not appear to be any market was the comment of one of the leading Ottawa manufacturers when asked by the "Canada Lumberman" as to quotations on these stocks.

The consensus of opinion given for the decline in business was that a period of readjustment was now being entered into by the lumbering trade as well as the mercantile trade, and other lines of industry providing products for public consumption. The Presidential elections in the United States and the unsettled industrial and business conditions in many lines of industry and consumption, coupled with the uncertainty of labor, from the camp end, a month ago, were cited as being three of the chief causes for the drop in orders, inquiries, and business as a whole.

Look at it any way you want to, history shows that for a period previous and after an election, and until inauguration of the incoming government takes place, there is a falling off of business. The same applies to the last Presidential elections in the United States as it is true of any other such time in the lumber market, was the comment of a leading manufacturer. Another view taken was that much uncertainty existed in construction circles as to what was going to be done next spring. Consequently among wholesalers it was not considered good business to buy new stocks, and carry them over, unless an apparent outlet, appeared for them.

From the American yards there was practically no orders or inquiries received. Empty freight cars were plentiful and shippers with sad eyes heard of their arrival and departure at Ottawa terminals, and regretted their leaving with freight other than lumber or lumber products. A year or two ago these same cars or their twins had to be fought after by lumber companies, to get shipments already on or behind order to their destinations. During November the old order of the last four or five years was all reversed. In the great majority shipments on order were out of Ottawa and the "works" pretty well cleaned up, with everybody exhibiting a new eagerness to go after business and land it.

Bad as business was, there were no evidences of stock holders going up in the air over the situation or tossing their stocks into the open market in a panicy fashion. The stocks held have cost them a lot of money to procure with the last two years, and while ready to do business at lowered prices in some grades they are not throwing any stock away, and some of them were inclined to hang onto it until next spring.

From the woods end operations, the offering of labor was reported to be quite adequate if not plentiful, to meet existing requirements, and reports were also heard that throughout the Ottawa Valley there was to be a curtailment of bush operations. To the knowledge of the correspondent of the "Canada Lumbermen," it has been decided on the part of some companies to cut down the number of their camps.

The writer at this date feels safe in making the prophesy that the 1920-21 woods cut, will fall considerably behind that of last year and that there will be an all round come down in log production. To the north west of the Ottawa Valley and in the Georgian Bay district, some companies are not going to operate at all.

In the Ottawa Valley generally there is going to be a curtailment which is in strong contrast with the views expressed by lumber operators last August and September who apparently had mapped out or at least announced a bigger logging programme for this season.

During the latter part of September and in October the serious question arose with the operators of finding sufficient men to man their camps. Many men formerly known to have gone to the woods were attracted to other work at high wages, and the general belief was expressed that the increase in construction this year was giving employment to an unusually large number of general laborers and others. Consequently the lumber companies with an increased production programme before them were figurately "stumped" as to whether to go ahead and take a chance, or be safe and cut down the programme. The latter course has been pretty much decided upon, outside of the pulpwood companies. Consequently there is an excess of woods labor available at the present time and it is doubtful if the companies can find room in their curtailed operation to employ all those who would now go to the woods. Had the same amount of labor been available in November, been on hand in late September, a great deal different story regarding woods production might be written or told of the Ottawa Valley bush operations for 1920-21.

In addition to there apparently being an over abundance of men willing to go to the woods, there were strong rumors that there was to be drop in woods labor wages around the first of the year. Time will have a prove the truth of this, as the November labor market at Ottawa, while remaining stationary in prices in comparison with October, indicated a considerably lessened call for workers.

It is going to be one of the hardest winters that lumber companies and the transient woods workers have ever had. The production is not going to equal last year so we will not need the same number of men we thought we would, and which were not available in September for our woods operation, was the explanation of a well known Ottawa Valley lumber operation, for the decrease in the number of men he would require.

Factory conditions also felt the effect of the set back in the market, and orders and inquiries from this end remained slow.

Business Quiet in Montreal With Fairly Firm Prices

Business in Montreal is very dull. The situation is rather peculiar in that with a slow general demand, prices are fairly firm in most sections. Wholesalers report that in spruce the quotations for standard sizes are good, but that narrow widths are easier. The hardwood department is depressed.

There are indications of a slackening in general commercial activity, and it is only to be expected that the lumber trade should feel the effects of this slowing up. The fact that prices of many commodities are coming down also leads to the expectation that lumber will follow suit, and apparently buying is being delayed in the hope of a considerable reduction in values. But wholesalers do not believe that this will be the result; on the contrary, there are expressions of opinion that, with the turn of the year, the market will considerably strengthen.

The B. C. section is very quiet, and quotations are off, while firms who cater to the American market state that there is practically nothing doing.

In pulpwood, the American mills are stated to be fairly well stocked, and there is not a great deal of business passing. According to a dealer in this line, the farmers and settlers are not yet alive to the new condition, and are asking for prices beyond the market values. Mechanical and sulphite pulps have declined from the abnormal points which they recently attained.

The export season is now over, and although the official figures are not yet available, there is reason to believe that the shipments for the season are satisfactory. They will not reach those of last year, but in view of the heavy stocks in the U. K. they are larger than might have been expected.

Halifax Declares That Trade is Quiet

As a result of the falling off in the demand for lumber in Great Britain and the United States, shipments to these markets have reached a lower ebb than at any time during recent years.

During the last two months nothing has been shipped from the Port of Halifax to the English Market, except a few small liner parcels, which have met with an indifferent reception on the other side, due, in large measure, to the serious congestion of the docks at Liver-

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Butter, Cheese,
Oleomargarine, Lard,
Eggs, Poultry, Headcheese,
Canned Meats, Mincemeat,
Pork and Beans,
Beans, Sausage.

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GUNNS LIMITED
WEST TORONTO

pool and other ports. As a rule this is the time of year when British Buyers begin to exhibit considerable interest in future business, but there is nothing to date to indicate when or to what extent they will be in the market for our goods. A few enquiries are coming forward for special sizes for prompt shipment, but the general opinion seems to be that no great improvement may be looked for for several months.

The unshipped balance of the stock bought by the British Government in the spring of 1919 is now being moved into storage at Halifax, from which point, it is presumed, it will be shipped when market conditions warrant. It is estimated there will be in the vicinity of 25,000 M. feet of spruce stored at Halifax and adjacent points by the end of the year, comprising the balance of this old stock.

One of the most serious obstacles to marketing deals from the Lower Ports on the British Market is the high ocean freight rate.

It is true there has been a substantial reduction from the unprecedented rate ruling during the war, but shippers still maintain that the rate is so high as to prevent them doing business at a profit. It is now felt that in view of the enormous tonnage offering, a considerable reduction should soon be expected. The present rate of 200s. is exorbitant, and there is a strong disposition among shippers that conserted action should be taken to have the rate reasonably modified. A few years ago, the Dept. of Trade and Commerce proposed to make a full investigation of the matter of Ocean Freight Rates, as there were serious complaints received from many quarters, that the tariff charged by the Steamship Companies was excessive. Presumably before this investigation was completed the war started, and to-day we have the rates many times greater than they were at that ime. It is felt that if the demands for an investigation were justified then, that the Department should now complete its investigation under present day conditions.

Immediately after the close of the war, stocks in Britain were so seriously reduced that Nova Scotia and New Brunswick deals found a ready market at prices that left a fair margin of profit, in spite of the very high water rates then prevailing, but now that the shortage has been overtaken, and prices have declined, shippers here are of the opinion that these stocks cannot now be placed on the British market in competition with Swedish goods unless there is a substantial reduction in transportation charges.

The American Market remains inactive and shipments have almost reached the vanishing point. Reports from across the line indicate that the yards have very small stocks on hand, and the opinion is expressed by some exporters that early in the New Year we may expect to see a decided improvement take place, while others think that no great change in general business conditions may be expected until after the new Administration takes office in March.

The demand locally shows little change. Prices are about stationary, but little stock is moving. This is not unusual, as building activities, as a rule, slow down at this time of year. Most of the larger contracts are nearing completion, only inside work remaining to be done, and it is not expected that much new work will be begun until after the rough weather is over.

Weather conditions have been ideal during the past two months for work in the woods. Under ordinary conditions next year would see a cut well up to the average, but from present indications, lumbering operations will be very much curtailed during the coming winter.

Some of the larger Companies have camps in the woods, but the small operators who get out by far the larger proportion of the year's cut, have done practically nothing. Some of the camps that were in earlier in the season have been withdrawn, and unless conditions show some signs of improvement in the near future, work in the woods, in many parts of the Province, will be at a stand still, and as a result a serious labor situation may develop.

Newsy Jottings from the West

An increase in the assessment to be paid by owners of timber in British Columbia seems inevitable. The present rate is two cents an acre, but an advance to at least three cents will probably be agreed upon shortly and made the basis of new legislation. It is stated by forest officials that the present charge is inadequate to meet the costs of forest protection, for which the timber assessment fund is used. This year $314,000 was available for forest protection, half this amount being made up from timber assessments and the other half contributed by the provincial government on a fifty-fifty basis agreed upon some years ago. The amount actually spent this year for forest protection was approximately $525,000, and half this sum was spent in fighting fires, so it may be seen that the present method of raising funds does not meet requirements. Expansion of population into the forested section of the province naturally results in an increased fire hazard, and provision must be made for meeting this. Definite recommendations on the subject will be decided upon at a meeting of the Forest Protection Committee, representative of operators and government forest officials, which will be held in Victoria, November 17.

Peter Z. Caverhill has been appointed to succeed M. A. Grainger as chief forester of British Columbia. Mr. Grainger, who had been associated with the forestry department since its reorganization in 1911 and who was chief forester for two years, resigned to enter private business and will probably locate in Vancouver. Mr. Caverhill, who has been in the British Columbia forest service for some time and recently as district forester at Vancouver, was formerly chief forester for the province of New Brunswick. He was graduated from the New Brunswick Forestry School and for two years was associated with the Dominion Government forest service, with headquarters in Alberta. He came to British Columbia in 1912 and became a member of the forest service under H. R. MacMillan. Later he returned to New Brunswick to take charge of the department, but in 1917 he came back to British Columbia, where he has remained since.

Some of the workers dining in Camp No. 2 of the Eastern Lands Department Canadian National Railways, near Foleyet, Ont.

Vancouver Island lumber operators have decided to protest again to Ottawa regarding the arbitrary rate charged on lumber shipments from Vancouver Island for transportation on main railroads. All investments in operation as well as in stumpage have been based on a fixed arbitrary or preferential rate of 1½ per hundred pounds for eastern island points, and 3 cents for the west coast. This has meant roughly 95 cents per thousand feet B.M. for lumber, or allowing for overrun scale, about $1.15 per thousand feet of logs. This has now been increased by 33⅓ per cent., or the equivalent to roughly 35 to 40 cents per log thousand in the west coast districts. The arbitrary rate in itself has long been held as a handicap to the lumber industry on Vancouver Island, and the new increase makes it even more a penalty. Clarence Hoard, president of the Bainbridge Lumber Company, is the leader in the agitation to have the Board of Railway Commission revoke the order.

Norwegian interests have purchased large holdings of timber in the Alberni section on the west coast of Vancouver Island. In connection with the deal Messrs. Odd Gjema, Loretz Sathern and H. T. Bull recently visited Victoria. According to Mr. Bull, all Europe is hungry for lumber at present. The Scandinavian supply is either exhausted or held by interests unwilling to sell except at a very high figure. The Russian source of timber is at present out of the question owing to transport difficulties and political conditions.

The payrolls of the forest industries of British Columbia total nearly $30,000,000, according to figures compiled by the Workmen's Compensation Board. The payrolls are as follows: Logging, $12,655,000; sawmills, $9,764,000; shingle mills, $2,522,000; logging railways, $1,722,000; pulp and paper mills, $3,163,000.

No more towering deckloads of lumber will be shipped from the British Columbia seaboard to the United Kingdom, shippers having advices from the British Board of Trade to the effect that all concessions regarding deckloads made during the war and which were extended up to the last winter will be withdrawn and that the strict requirements of Section 10 of the British Merchant Shipping Act, 1906, and other regulations thereunder must be adhered to this winter. Full advantage was taken last winter of the bigger deckloads allowed owing to the scarcity of tonnage and some ships left British Columbia with lumber stacked half way up their masts. There was some private complaint from masters against the deckloads they were forced to carry, but this was countered by the claim of expert stevedors that such loads did not effect the seaworthiness of vessels.

The old saying that "Familiarity breeds contempt" is only partly true; familiarity with the best things breeds appreciation.

Adapted to Economical Handling of Large Capacities and Long Distance Haulage of Sawdust and Mill Refuse, Etc.

"V" SHAPED TROUGH for large capacities of Refuse, Blocks, Etc. An all-steel trough with re-enforcing angles on the top edges may be used in place of the wood trough with steel lining illustrated above.

One of three Jeffrey Wire Cable Conveyers handling refuse from Saw Mill in a large cooperage plant.

JEFFREY GAPPED SHEAVE WHEELS with Solid Rim and Single Flexible Teeth. Also furnished in Adjustable Rim—Double Flexible Teeth.

Transporting lumber across a river with a Jeffrey Cable Conveyer.

K-2 ATTACHMENT used with Cable illustrated above.

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Quebec Taking Stock of Rich Timber Assets

Practicability of Aerial Patrol for Forest Survey Work and Fire Protection Being Tried Out—Progress of Experiments Gives Encouragement

The Quebec Provincial Government is at present perfecting an organization, not only for the conservation and protection of its wealth of forests, but organizing a systematic method of survey that in the course of the next few years will place the Government in a position to know with approximate accuracy the latest area of forest reserves of the province, including the vast areas of the Abitibi, the northern regions of the Lake St. John and Lake Misstassini and Ungava regions. The new Prime Minister, Hon. L. A. Taschereau, who is a tireless and conscientious worker, is sparing no time or effort since he assumed office four months ago, to enter into and master every detail of the various departments under hs administration, who are not only presided over by able and conscientious cabinet colleagues but capable deputy ministers and efficient staffs of assistants, but to become personally familiar with the entire system of Government and enable him to better administer the affairs of the province in the interest of the public. A student from his boyhood days and a man with a human side to his charter, who will ever be found to carry on his important duties as premier with impartial justice to all men, is his vision of things as he sees them. It is prognosticated by those who have known him from his youth and followed his career in politics that he will not only make an ideal premier but one of the best the province of Quebec has ever had to preside over its destinies.

Organizing an Aeroplane Service

There are two essential resources of the province that Mr. Taschereau aims to learn all about, foster, protect and develop the forest and mineral wealth of the province. He is now engaged in a thorough study of the Crown Lands and timber limits, and it will not be his fault if even a branch of a tree is wasted. Now the forestry branch of the Lands and Forests Department, in charge of Mr.G. C. Piche, with his assistant, Mr. Bedard, are working on the organization of an aeroplane and hydroplane service for the mapping of the forests in the northern districts of the Lake St. John and the Ungava, that can be mapped from the air. On November 5th, when it became known that the hydroplane and aeroplane station organized by the department, had been established at Roberval in the district of Lake St. John, Mr. G. C. Piche, chief of the Forestry branch, his assistant, Mr. Bedard, with the following-named experts, proceeded there to take observations of operations: Messrs. Henry Kieffer, C. E. Bryan O'Hara, assistant of forest fire protection, Clyde Leavitt, forester in connection with Commission of Conservation, Ottawa, Major Gordon of Air Board, Henri Methot, forester for district of Lake St. John; the manager of Laurentian Forest Fire Protective Association, B. Guerin, Manager of South St. Lawrence Forest Fire Protective Association, and Capt. Keny of Dominion Air Board. On arrival of the party at Roberval and after an inspection of the hydroplane station there, flights were made over the Lake St. John and its neighboring sections, to take observations of the forest districts that could be mapped out from the air, and learn the practicability of an air patrol for fire protection and forest survey work.

Mr. Bedard, assistant chief of the Forest Service, discussing the result of their experience and observations with the correspondent of the "Canada Lumberman," said from the viewpoint of their observations, that they had come to the conclusion that surveying and mapping of forest properties by the aid of the hydroplane would be of great assistance. The weather owing to the lateness of the season when they made their observations from the air, was not as propitious as they would wish, nevertheless they had gleaned sufficient in their short time of experience to understand that the hydroplane and aeroplane would render valuable service in the future. He said the department was in the present only experimenting and could not say at the present time if such a system of protection would be altogether practical from a forest viewpoint.

Carry Out Extensive Survey

"It is contemplated," said Mr. Bedard, "to carry on an extensive survey over the Misstassini lake region as far as the James Bay with the object to obtain a general idea of the forest resources which are lying north of the Lake St. John and the Ungava territory. The explorations made up to the present, have been confined to a few river valleys only of the Ungava, and every effort will be made to discover the possibilities of this territory which is thought to be enormous. During the past summer Capt. Kenny, who is taking a great interest in this work and who is in charge of the hydroplane station at Roberval, and also very much interested in photography from the air, patrolled over the district of the River du Rap and obtained very valuable photographs of that region.

Mr. Bedard, who attended the British Forestry conference in behalf of the Quebec Government, held in London, where he read a paper on forest conditions in the Province of Quebec, which was printed in the report of the proceedings, is a practcal technical expert in forestry and much interested in reforestation as is being accomplished in this province by the Government and as well by private interests. With a view to reaching a state of practical perfection in this regard, the Government is sending to Sweden and France, four students, who recently graduated from the Laval Forestry School, in order that they may gain experience by actual observation in forestry treatment and everything in its connection in these countries, and all that is to be learned silviculture.

Students Studying European Method

These four students, Messrs. V. Bailorge, O. Lussier, A. Landry and E. Guay, will start immediately for their new scene of studies, in fact three of them have already sailed for France, where they will study reforestation and small wood industries in order later to promote such industries in this province.

They will also study other wood properties especially in relation to the manufacture of pulp and paper, while one of the four will study especially forest mapping in relation to aerophotographic mapping under the direction of affairs of the flying army squadron in Belgium and France, as the Quebec Government contemplates the establishment of a school of forest rangers in this province with a view to induce and assure the successful recruiting of an adequate personnel, for the supervision of the forest operation in the province, with practical advanced ideas. One of the four students, while in Europe, will study the organization of such a school, and superintend its establishment on his return from abroad.

Pulp Men Want No Change in Tariff

In a statement submitted by the Canadian Pulp and Paper Association to the Tariff Commission at its recent sitting in Montreal, it was urged that no change be made in the present customs duties. It was also pointed out by the Association that generally speaking, the Canadian pulp and paper industry was in a healthy state, and growing rapidly; that it offered a reasonably attractive field to foreign and domestic capital; provided a means for the favorable utilization of Canada's forest products and waterpowers, as well as of such waste material that would otherwise have little value; gave remunerative employment to a large number of workers; supplied a domestic need at reasonable cost; contributed in no small degree to the Federal and Provincial revenues; performed an important national service in extending Canada's exterior trade, and was paving the way for the scientific conservation and replenishment of the forest wealth.

The industry was one that went out into the wilderness and converted waste places into flourishing industrial communities, leading to the construction of railways for carrying materials and supplies, as well as the establishment of contingent industries.

The United States, to which the most of Canadian pulp exports are sent, admits woodpulp of all descriptions free of duty. Last year Canada exported woodpulp to the total value of $41,383,482, of which $31,316,753 represents pulp exported to the United States, $5,014,400 pulp exported to the United Kingdom, $3,709,986 pulp exported to Japan, and $1,342,361 pulp exported to other countries. These exports were made up as follows.

Sulphate (kraft)	2,518,022	$ 8,327,045
Sulphite, bleached	1,220,764	6,291,452
Sulphite, unbleached	4,863,156	18,381,566
Mechanically ground	6,787,640	8,383,419
Total	15,389,582	$41,383,482

A modern merchant succeeds, not by the old-fashioned method of trying to keep the public in the dark about his particular business, but by the newer and better method of taking the public into his confidence, and turning the searchlight of publicity upon it.

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Pulpwood and Its Varied Activities

Will Take Out 150,000 Cords of Pulpwood

The Mattagami Pulp & Paper Co., Limited, Smooth Rock Falls, Ont., of which J. T. Moyihan is general manager and A. Grunwald is mill superintendent, is very busy at the present time and is shipping large quantities of its sulphite fibre to Great Britain and the United States. The present capacity of the plant is 30,000 tons a year, but with additional equipment now completed, it is anticipated that the output for 1921 will be, at least, 45,000 tons. The power development of 10,000 h.p. will be increased by the development of other power sites to provide for contemplated future expansion. Smooth Rock Falls is located on the Government Railway about thirty miles west of Cochrane. The town is owned and developed by the company and has housing accommodations for about seven hundred persons. All modern civic and domestic improvements are in evidence.

The company will take out 150,000 cords of pulpwood this year. The logs are floated to the mill booms at Smooth Rock Falls and there recovered mechanically and delivered to the stock-pile or wood-room as required. P. E. Whalen of Timmins, is woods manager. The timber resources of the company cover extensive lease hold limits, supplemented by 125 square miles of heavily-wooded freehold lands, which are owned outright. The aggregate area of woodlands is 1000 square miles, all easily accessible to water for driving. Duncan Chisholm, of Toronto, is president of the company, and Col. D. M. Robertson is secretary-treasurer.

The company recently completed an operatives' dormitary, dining hall and kitchen buildings at a cost of $200,000. They are of fire-proof construction, steam heated and possess many other important features.

New Depot Opened at Les Escoumains

The recent purchase of timber limits aggregating 404 square miles at Les Escoumains, Saguenay county, Quebec, has been announced by the Laurentide Company. The property has been held and operated by the Saguenay Lumber Company, of Portland, Maine. It is estimated that in the area there are about 1,500,000 available cords of pulpwood, and this winter plans are under way to cut about 10,000 cords.

Les Escoumains is 145 miles below Quebec city on the St. Lawrence River, on the north shore, and is thirty-two miles east of the Saguenay River and the city of Tadousac. It is a town of about one thousand inhabitants, and in taking over the timber limits, the company has also taken over the entire town, which includes a large general store and the post office and telegraph office. The principal occupation of the residents there is working in the bush.

Canada Leads in Pulp Products

Canada's supremacy as the leading producer of pulp and paper products is assured not only for the present, but for many years to come, according to The Financial News of London, which traces the growth of the industry in Canada in comparison with other countries. The available resources of European countries are described as insignificant when compared with those of Canada and the United States. Norway is expected to produce this year 150,000 tons of newspaper; Sweden, 175,000 tons, and Finland, 100,000 tons. Their sum total of 425,000 tons hardly amounts to one-half of the Canadian production. In value it is equally far behind.

The Canadian calculate, it is pointed out, that only two more years will be needed to raise their output of pulp to 1,000,000 tons per annum. In the past six years—1914 to 1920—it has shown an average growth of 70,000 tons a year. Over the whole six years it amounts to 144 per cent. But the rise in value has far outstripped the increase in quantity. The article proceeds as follows:

The only cloud on this brilliant horizon is the comparatively small share which the mother country has in it. From 75 to 80 per cent. of the total output crosses the border into the States. The British market is said to be too distant, and the freights nowadays too expensive for large shipments to cross the Atlantic. The timber limits of Quebec and the Maritime provinces can still reach the British market, but our principal source of supply continues to be the Scandinavian countries.

But the Americans hold a long lead as overseas shippers of paper. In 1919 the five principal exporting countries showed the following totals: United States, about 110,000 tons; Canada, 85,000; Sweden, 75,000; Finland, 38,000; and Norway, 35,000. The American lead was not, however, due entirely to competitive merit. It enjoyed the advantage of favorable exchange. In this respect Canada was the most handicapped of the five competitors, the Canadian dollar being at 10 to 13 per cent. discount in relation to the American dollar.

Mr. Beck to Study Forestry Abroad.

Mr. Beck to Study Forestry Abroad

Edward Beck, Montreal

Mr. Edward Beck, of the Canadian Pulp & Paper Association, will visit Norway, Sweden and Finland, leaving Canada in May next. The object is to study the forestry methods in those countries and to write a series of articles for publication on various subjects connected with the lumber, pulp and paper industries. Mr. Beck's visit will be in response to a number of invitations of representatives of Norwegian and Swedish pulp and paper concerns, who have recently been in Canada to study our conditions. Among the visitors now in Canada are Mr. Hj. Gronvik, managing director of the Paper Mills Union, Helingfors, Finland, and Mr. Graesbeck, also of Finland, who inspected several of the Canadian mills, and have been entertained in Montreal by Mr. G. F. Steele, general manager of the Canadian Export Paper Company. Mr. Helge Grasland, of Stockholm, Sweden, is also in Canada, having been sent by the Stockholm University and Baron Mannerhein to look into the question of the scientific production of pulp and paper here.

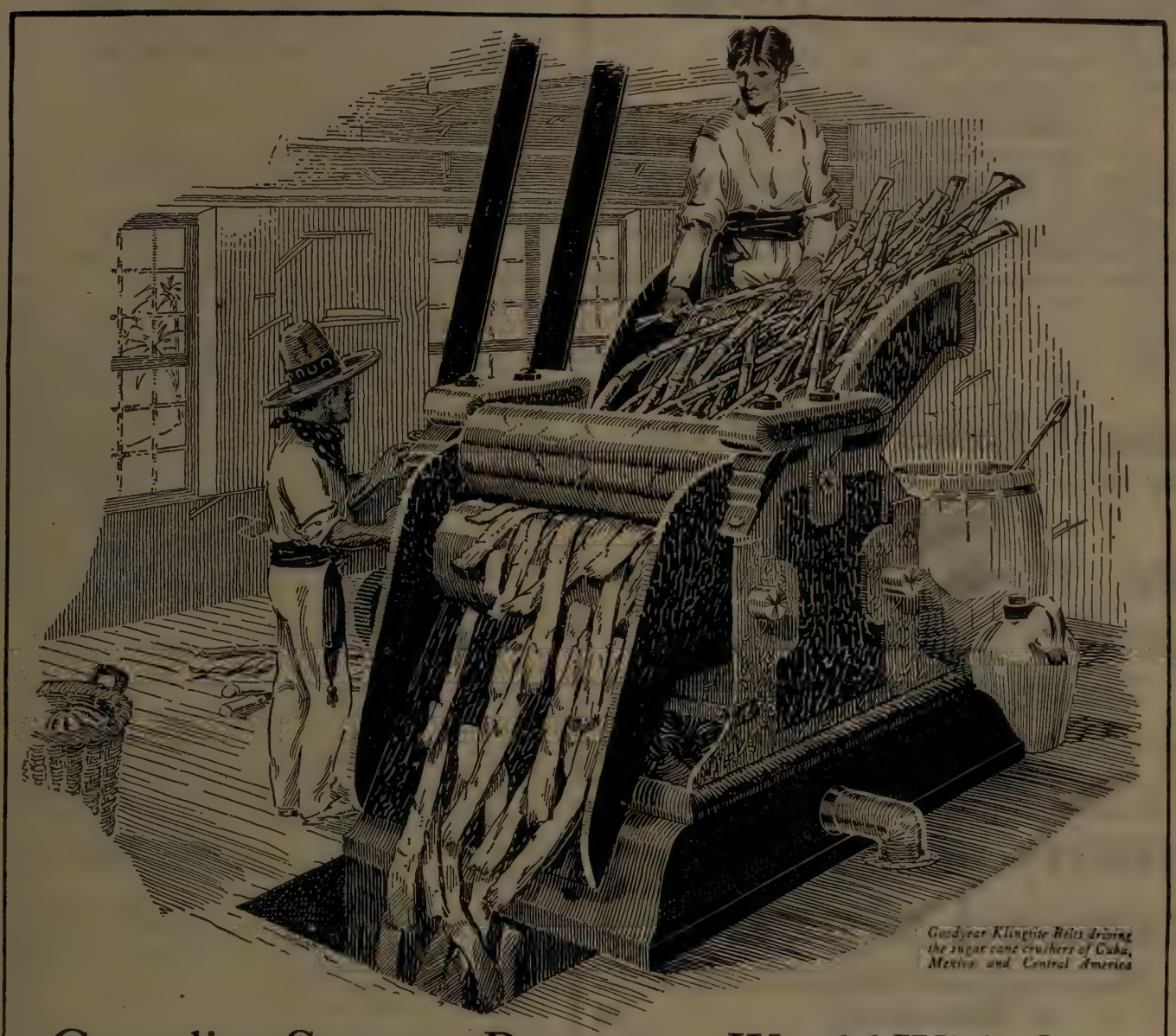
It will be seen that there is growing up an international co-operation which should make for mutual interest.

As to forestry methods, we have on previous occasions printed articles drawing attention to the Scandinavian methods of forestry and of the manufacture of lumber. Scandinavian countries compete with Canada in Great Britain particularly, and it has been often asserted that the manufacture of lumber in Scandinavia compares very favorably with that of Canada, and that the millmen in the former countries pay far greater attention to the needs of the British buyer. Mr. Beck will be able to investigate this at first hand.

The Dollar is Beginning to Buy More

The dollar is beginning to buy more. It now buys quite a lot more at wholesale, and is gradually beginning to buy more at retail. The dollar will buy a pound or two more sugar. It will buy more coffee. It will buy more rice. You now get more for your dollars when you go to buy shoes. You can buy the same dress or the same suit for less money. The merchant gives you more cotton goods for a dollar. A five-dollar-bill buys about twice as much silk as it did a year ago. When a lady goes to buy furs, her purse doesn't have to be quite as bulging as formerly. You still get little for your dollar at most butchers. Bakers, too, are still clinging tenaciously to prices that have a war-time flavor—a coffee ring that used to cost ten cents now costs twenty-five cents in our neighborhood—nothwithstanding that grain prices have declined. Many chemicals have tumbled headlong. Lumber is down from five to thirty-five per cent., depending on the quality. Men's hats for the fall have not been marked at the fancy prices predicted. You can get more than four collars for a dollar. Automobiles are likely to follow Ford's lead. Potatoes are no longer worth their weight in gold. Apples promise to become cheap now that they are so plentiful.

In short, whereas the dollar bill used to buy less than fifty cents' worth, it is already worth more than half a dollar in purchasing power. It should, and doubtless will, recover appreciably more, but not probably a very great deal. The prospects are that there will be declines in those commodities and raw materials and finished products which have thus far resisted the downward trend, but that those things which have already fallen severely will not go considerably lower.—Forbes Magazine.



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EDGINGS

Ontario

Greig Morris, Limited, Toronto, have obtained a Provincial charter of incorporation to conduct a general lumber business.

Marshay Lumber Co., Limited, Toronto, have been authorized by supplementary letters patent to increase their capital from $50,000 to the sum of $1,000,000.

Robert Bury & Company (Canada), Limited, Toronto, were recently authorized by supplementary letters patent to increase their capital from $40,000 to the sum of $100,000.

The Cornwall Pulp & Paper Co., Limited, Toronto, was recently granted a Provincial charter of incorporation to manufacture and deal in pulp and paper products and by products. Capital $200,000.

The Hintonburg Planing Mill on Armstrong St., Ottawa, was recently destroyed by fire. The loss is $2,000. and the owner of the mill is Mr. Foster, who is considering the advisability of rebuilding.

Messrs. Maguire, Patterson and Palmer, have started the erection of a new splint factory in Pembroke on the property recently acquired from the Iron Works Company, and the Pembroke Lumber Company.

The Hamilton city council had 700 cords of fuel wood cut in Algonquin Park cut last season, and the wood will be brought to Hamilton as soon as possible. It is expected that it will be retailed at $16.00 a cord.

The new sawmill which Austin & Nicholson, of Chapleau, are erecting at Dalton Mills, Ont., will not be completed until next spring. A. J. Wallace, late of Barrie, Ont., has been appointed superintendent of the plant.

The G. Walter Green Company, Limited, Peterboro, was recently granted a federal charter of incorporation to acquire the business known as The G. Walter Green Company, Limited, and to manufacture and deal in all kinds of woodworking and saw mill machinery; capital $200,000.

Many lumberjacks are required in the lumber camps of Ontario and Quebec. Wages as high as $80 per month with board are offered by the companies that propose to operate on a large scale in the northern woods. The lumber and mining industries are two phases of activity where most surplus labor can be absorbed during the winter months.

At the Knights of Columbus weekly luncheon in Toronto recently Mr. William Petley gave a short talk on Canada's Far North. The speaker gave particular attention to the Great Slave Lakes district and the Mackenzie River. He spoke of the wonderful resources of the North country in timber, oil, asphalt, fish, etc., awaiting only means of transportation.

Fire broke out recently in the lumber yard of A. Pedwell, of Fairbank, a suburb of Toronto, and resulted in the loss of a million and a half feet of lumber, which was piled on the premises. The loss is about $50,000, covered by insurance to the extent of $30,000. Mr. Pedwell's home was also wiped out by the flames, the loss being $3,500, and covered by insurance. W. J. Bennett, who has a lumber yard next to Mr. Pedwell's, suffered several hundred dollars damage. The fire was one of the most spectacular that has occurred near Toronto in a long while.

A county municipal forest covering 800 acres and within easy access by rail and motor. That is what the County Council of Simcoe has provided for by the purchase of a block of waste land in the township of Vespra. The location is between Midhurst and Anten Mills, within a mile of Hendrie station on the Penetang line of the old Grand Trunk. The land wholly useless for ordinary agricultural purposes, was secured at a cost of $5.74 per acre. There is some second growth pine, white birch, red oak and a little hardwood on the property. The whole block was once covered mainly with pine and since this was removed the land has remained practically idle. The expectation is that Ontario will provide seedings and undertake the work of planting. The question of care after planting is stil to be settled, but in view of the public spirit shown by the county in purchasing the property the Province would be fully justified in building a home and providing a caretaker for the protection of the trees during at least the early stages of growth.

Thirty representative business men from Chicago recently paid a visit to Thorold in order to gain an insight into Canadian pulp and paper industry. They were shown through all the departments of the big plant of the Ontario Paper Company and were much interested in watching each detail of the operation of turning spruce pulpwood into newsprint. The company is adding a fifth paper machine which will increase the output to three hundred tons daily.

A federal charter has been granted the National Fibre Products, Limited, with headquarters in Ottawa. The company has very wide powers and among them is that of carrying on any other business, manufacturing or otherwise, which may seem to the company capable of being conveniently conducted in connection with this business, or calculated directly or indirectly to enhance the value of or render profitable any of the company's property or rights. Among the incorporators are Harvey Fitzsimmons and Byron Moses of Ottawa.

General Canadian News

Gordon Maughan, of Bridgewater, N. S., intends erecting a lathe and rotary mill at Bridgewater.

Millichamp & Brown, lumber dealers, Sperling, Man., have dissolved partnership, A. K. Brown continuing.

The contract for the construction of the plant of the Three Rivers Pulp & Paper Company, Limited, has been let to W. I. Bishop, Limited, Montreal.

St. Regis Paper Company of Canada, Limited, Montreal, Que., have been incorporated to manufacture and deal in lumber and pulp products; capital $1,600,000.

The Asphalt Roofing Company, Vancouver, is shortly to build an addition to its plant. The new plant is for the purpose of making wall board from sawdust and magnecite.

The River Ouelle Pulp & Lumber Co. of St. Pacome, Que., say that the cut at all their mills during the coming season will be materially reduced owing

to the fact that their robbers are holding off and demanding more money than the company feels disposed to pay at the present time.

Landry Pulpwood Company, Limited, Quebec, Que., has been incorporated to conduct a wholesale and retail business, dealing in lumber and all kinds of pulp products; capital $100,000.

The Hillcrest Lumber Company, in the Canadian Valley, B. C., is remodelling its plant. The horsepower will be doubled and larger machinery will be installed throughout the mill.

The work at the Restigouche (N. B.) booms was stopped recently for the year. A large amount of lumber has been held over until next season, estimated at 15,000,000 is South Boom and over 20,000,000 in the North Boom.

Fire lately destroyed a sawmill owned by P. F. Mathieu, at St. Gregoire, Montmorency Falls, about seven miles from Quebec. A quantity of lumber was also destroyed. The loss is estimated at $10,000, and there was no insurance.

The International Timber Company is reported to have secured a portion of the timber limits located on the Indian reservations near Campbell River, north Vancouver Island. It is said to be the company's intention to erect a mill and wharf on the property and to generate power from nearby waterfalls.

Currie Manufacturing & Lumber Co., Limited, Brandon, Man., have been granted a Provincial charter of incorporation to conduct a general lumber business, manufacturing and dealing in forest products; capital $100,000. W. J. Currie and H. V. Currie, manufacturers, of Brandon, are two of the incorporators.

Alliance Lumber Co., Verdun, Que., were recently granted a provincial charter to acquire the business known as "Scierie Filteau & Daigle, Enreg." and to manufacture and deal in lumber, pulpwood and other forest products; capital $199,000. J. P. Dupuis, and L. A. Daigle, lumber merchants, of Verdun, Que., are two of the incorporators.

What is believed to be a lumber loading record was accomplished by three crews of the Genoa Bay Lumber Company, Genoa Bay, B. C., when 600,000 feet of lumber were stowed away in the hold of the steel steamship Margaret Coughlan in a twelve-hour working day. Most of the men in the crews are Indians who have been loading lumber since boyhood.

It is said that the Nashwaak Pulp & Paper Co. of St. John, N. B., are paying as high as $90.00 and $95.00 for men to work on their operations this season, and these figures have secured all the labor they require for their pulpwood operations. Lumber companies are paying from $70.00 to $75.00, and in view of the outlook and with a curtailed cut, declare they will not be justified in paying any more.

A federal charter has been granted the Canusa Export Co., Limited, with headquarters at Montreal and a capital stock of $200,000. The company is empowered to purchase, lease, etc., timber licenses and limits, and to construct or otherwise acquire, operate, control, manage and deal in mills of various descriptions, including those for the manufacturing and finishing of logs and lumber, and all products or by-products of wood.

Whalen Pulp & Paper Mills, Swanson Bay, exceeded during the month of October the production of any similar month, turning out 1,203 tons of high-grade pulp. The lumber and shingle mills of the company have also been quite active considering the quiet state of the market. The leading officers of the Whalen Pulp & Paper Mills recently made a tour of the company's plants. Hon. T. W. McGarry of Toronto, president of the company, headed the party.

While running with the wind and sea, bound from Parrsboro to St. John, with a cargo of lumber, the schooner Mildred K. ran on a sand bar off Martin Head, eighteen miles northeast of St. Martins, starting the rudder post, straining the vessel somewhat and throwing overboard some of the deck load of lumber. The vessel has been towed inside the breakwater at St. Martins Head and was safe there. The lumber lost in the accident has been salvaged and is on the docks.

A recent despatch from Fredericton, N. B., says that an immense transaction involving the purchase of the New Brunswick Railway Company's timber lands at approximately $11,000,000, which was to have been completed by the Fraser Companies, Limited, recently, has not yet been closed. Archibald Fraser said that the consumption of the deal had been "postponed," and added that "no big deals are being put through just now." For continuing the option which they have on the New Brunswick Railway Company's lands the Fraser interests have been paying $25,000 a month for some time now.

Henry King, of St. John, N. B., has recently put a large crew of men at work at Mispec, N. B., cutting pulp wood. Considerable small timber has already been cut down and yarded, and machinery is being set up to bark the wood on the ground. It is expected that by next spring there will be at least 5,000 cords of pulp wood ready for shipment. The export of native wood to be used in the pulp and paper industry has been on the increase within the past year, especially along the Valley Railway route. C. G. M. M. steamers have taken several cargoes of native timber cut in short lengths and barked to Maine.

Dr. Y. W. Swain, of the Forest Insects section of the entomological branch of the Dominion Department of Agriculture, was in Vancouver lately on his annual tour and at the request of the Park Board gave a talk to the members on the best methods of conversing the trees in Stanley Park. Dr. Swain stated that it was too late to save any of the spruce, but that some of the hemlock might yet be saved. It was of the greatest importance to cut out all the dead standing timber and let in light and air. Such timber was an eye sore and a danger. The Douglas fir and cedar were in good condition and Dr. Swain advised that reproduction be confined to these species.

Orientals employed in many of the lumber mills of British Columbia are being discharged and only white help retained, according to statements by men closely in touch with conditions in the industry here. This decision, it is stated, was arrived at recently by a large number of the mills, and announcement that one mill has dispensed with all its Oriental help is said to be but part of the general move along that line. While some of the lumbermen point out that the discharging of Orientals by some of the mills is simply a move to reduce their staffs, owing to existing conditions in the lumber market, the fact is not denied that one or two of the mills have replaced Oriental help with additional white help. On the other hand, it is stated, with the return of increased demands upon the trade, if white help is not available it is probable that Oriental help will again be added to the mill crews.

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2 x 12 Mill Run	84 00	86 00
1 in. Mill Run Shorts	54 00	56 00
1 x 4 and up 6/16 No. 1 Mill Culls	54 00	56 00
1 x 10 and up 6/16 No. 1 Mill Culls	58 00	60 00
1 x 12 and up 6/16 No. 1 Mill Culls	59 00	61 00
1 x 4 and up 6/16 No. 2 Mill Culls	42 00	44 00
1 x 10 x 12 6/16 No. 2 Mill Culls	47 00	48 00
1 x 4 and up 6/10 No. 3 Mill Culls	30.00	32.00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	62 00	64 00
2 x 8 Mill Run	64 00	66 00
2 x 10 Mill Run	69 00	70 00
2 x 12 Mill Run	72 00	74 00
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		Open
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK (M R)

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in. x 9 to 16 ft.	44 00	45 00
1 x 6 in. x 9 to 16 ft.	46 00	48 00
1 x 8 in. x 9 to 16 ft.	46 00	48 00
1 x 10 and 12 in. x 9 to 16 ft.	48 00	50 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	47 00	48 00
2 x 4 to 12 in., 12 and 14 ft.	46 00	48 00
2 x 4 to 12 in., 18 ft.	48 00	50 00
2 x 4 to 12 in., 20 ft.	50 00	52 00
1 in. No. 2, 6 ft. to 16 ft.	42 00	44 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	B. C.
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain (Depending upon widths)	No definite prices yet prevail on forest products generally.
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1 x 5 & 6 Fir Casing	
1 x 8 & 10 Fir Base	
1¼ & 1½ 8, 10 & 12" E. G. Stepping	
1¼ & 1½, 8, 10 & 12" F. G. Stepping	
1 x 4 to 12 Clear Fir, D4S.	
1¼ & 1½ x 4 to 12, Clear Fir, D4S	
XX Shingles 6 butts 1 to 2", per M.	
XXX Shingles, 6 butts to 2 in., per M.	
XXXXX Shingles, 5 butts to 2 in., per M.	

LATH

	F.O.B. Mill
No. 1 White Pine, 4 ft.	15 00
No. 2 White Pine, 4 ft.	14 00
No. 3 White Pine, 4 ft.	13 00
Mill run White Pine, 32 in.	7 00
Merchantable spruce lath, 4 ft.	8 00 up

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$140.00	$ 90.00	$ 60.00
1¼"	145.00	100.00	65.00
1½"	145.00	100.00	65.00
2"	160.00	120.00	70.00
2½" and 3"	185.00	140.00	80.00
4"	185.00	140.00	80.00

ASH, BROWN

4/4	$140.00	$ 80.00	$ 50.00
6/4	150.00	90.00	55.00
8/4	165.00	90.00	55.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$135.00	$115.00	$ 60.00
5/4 and 6/4	145.00	125.00	70.00
8/4	150.00	125.00	70.00
10/4 and 12/4	175.00	135.00	85.00
16/4	180.00	140.00	90.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$ 90.00	$ 60.00	$ 45.00
5/4 & 6/4	120.00	100.00	65.00	50.00
8/4	130.00	100.00	70.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$125.00	$100.00	$ 60.00
1¼" & 1½"	140.00	110.00	65.00
2"	145.00	110.00	65.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain 1s & 2s	Plain No. 1 Com.	Quartered 1s & 2s	Quartered No. 1 Com.
1"	$125.00	$ 90.00	$145.00	$115.00
1¼"	135.00	100.00	155.00	125.00
1½"	135.00	100.00	155.00	125.00
2"	165.00	125.00	175.00	130.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$70.00	$55.00
1¼" and 1½"	85.00	70.00
2"	90.00	75.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$174.00	$119.00	$ 64.00
1¼"	184.00	129.00	74.00
1½"	194.00	139.00	74.00
2"	209.00	154.00	89.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$ 95.00	$ 70.00	$ 45.00	$ 25.00
5/4 & 6/4	110.00	100.00	70.00	
18/4	115.00	105.00	75.00	
12/4	130.00	120.00	90.00	
16/4	160.00	150.00	110.00	

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$150.00	$ 85.00
5/4 & 6/4	160.00	105.00
8/4	165.00	110.00
10/4	180.00	120.00
12/4	180.00	120.00
16/4	185.00	125.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$200.00	$120.00
5/4 and 6/4	210.00	130.00
8/4	225.00	150.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$180.00	$130.00
5/4 and 6/4	190.00	140.00
8/4	200.00	150.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:		
1-in. x 7-in. and up	$150 00	
1¼-in. and 1½-in., 8-in. & up	190 00	
2-in. x 7-in. and up	200 00	
No. 2 cuts 2 x 8-in. and up.	95 00	
Pine good strips:		
1-in.	125 00	
1¼-in. and 1½-in.	145.00	
2-in.	150 00	
Pine good shorts:		
1-in. x 7-in. and up	125 00	
1-in. x 4-in. to 6-in.	110 00	
1¼-in. and 1½-in.	135 00	
2-in.	140 00	
7-in. to 9-in. A sidings	80 00	
Pine, No. 1 dressing sidings	95 00	
Pine, No. 1 dressing strips	90 00	
Pine, No. 1 dressing shorts	75 00	
Pine, 1-in. x 4-in. s.c. strips	72 00	
Pine, 1-in. x 5-in. s.c. strips	73 00	
Pine, 1-in. x 6-in. s.c. strips	74 00	
Pine, 1-in. x 7-in. s.c. strips	74 00	
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00	78 00
Pine, 1-in. x 10-in. M.R.		78 00
Pine, s.c. sidings, 1½ and 2-in.		75 00
Pine, s.c. strips, 1-in.		65 00
1¼, 1½ and 2-in.		70 00
Pine, s.c. shorts, 1 x 4 to 6 in.		60 00
Pine, s.c. and bet., shorts, 1 x 5		62 00
Pine, s.c. and bet., shorts, 1 x 6		65 00
Pine, s.c. shorts, 6'-11', 1"x10"		68 00
Pine box boards:		
1"x4" and up, 6'-11'		52 00
1"x8", 12'-16'		60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up		58 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.		45 00
O. culls r & w p	38 00	40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	45 00	47 00
1"x4" and up, 12'-16'	45 00	47 00
1"x9"-10" and up, 12'-16'	49 00	51 00
1¼" x 7, 8 and 9" and up, 12'-16'	49 00	51 00
1¼ x 10 and up 12'-16'	49 00	55 00
1½" x 12" x 12" and up, 12'-16'	49 00	55 00
Spruce, 1-in. clear (fine dressing and B)	55 00	58 00
Hemlock, 1-in. cull	30 00	32 00
Hemlock 1-in. log run	40 00	42 00
Hemlock, 2x4, 6, 8, 10, 12/16'	48 00	53 00
Tamarac	29 00	31 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00

Lath per M:		
No. 1 white pine, 1½-in. x 4 ft.		Open
No. 2 white pine		Open
Mill run white pine		Open
Spruce, mill run 1½-in.		11 00
Red pine, mill run		14 00
Hemlock, mill run	12 00	13 00
White Cedar Shingles;		
XXXX, 18-in.		12 00
Clear butt, 18-in.		10 00
18-in. xx		7 00
Spruce logs (pulp)	20 00	22 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS

(At Mill)

	Per M. Ft.	
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00	$44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00	46 00
3 in. unsorted Quebec, 9 in. wide	50 00	54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.	
According to average and quality 55 ft. cube	1 25	1 30

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00	1 20
According to average and quality, 30 to 35 feet	90	1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	35 00	40 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	130 00
1¼ and 1½ in. and up wide	180 00
2 in. and up wide	180 00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	125 00
5/4 & 6/4 and up No. 1 and better	150 00
8/4 x 8 and up No. 1 and better	150 00

No. 1 CUTS

1 in., 8 in. and up wide	115 00
1¼ in., 8 in. and up wide	125 00
1½ in., 8 in. and up wide	125 00
2 in., 8 in. and up wide	130 00
2½ in. and 3 in., 8 in. and up wide	175 00
4 in., 8 in. and up wide	185 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$80 00	90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00	95 00
2½ to 3 in., 10/16 ft.	90 00	100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00	82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00	85 00
2½, 1½ and 3 in.	85 00	95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00	74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00	75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00	62 00

MILL CULLS

Mill Run Culls	
1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	51 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5.	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long.
Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.
Laths $10.00.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

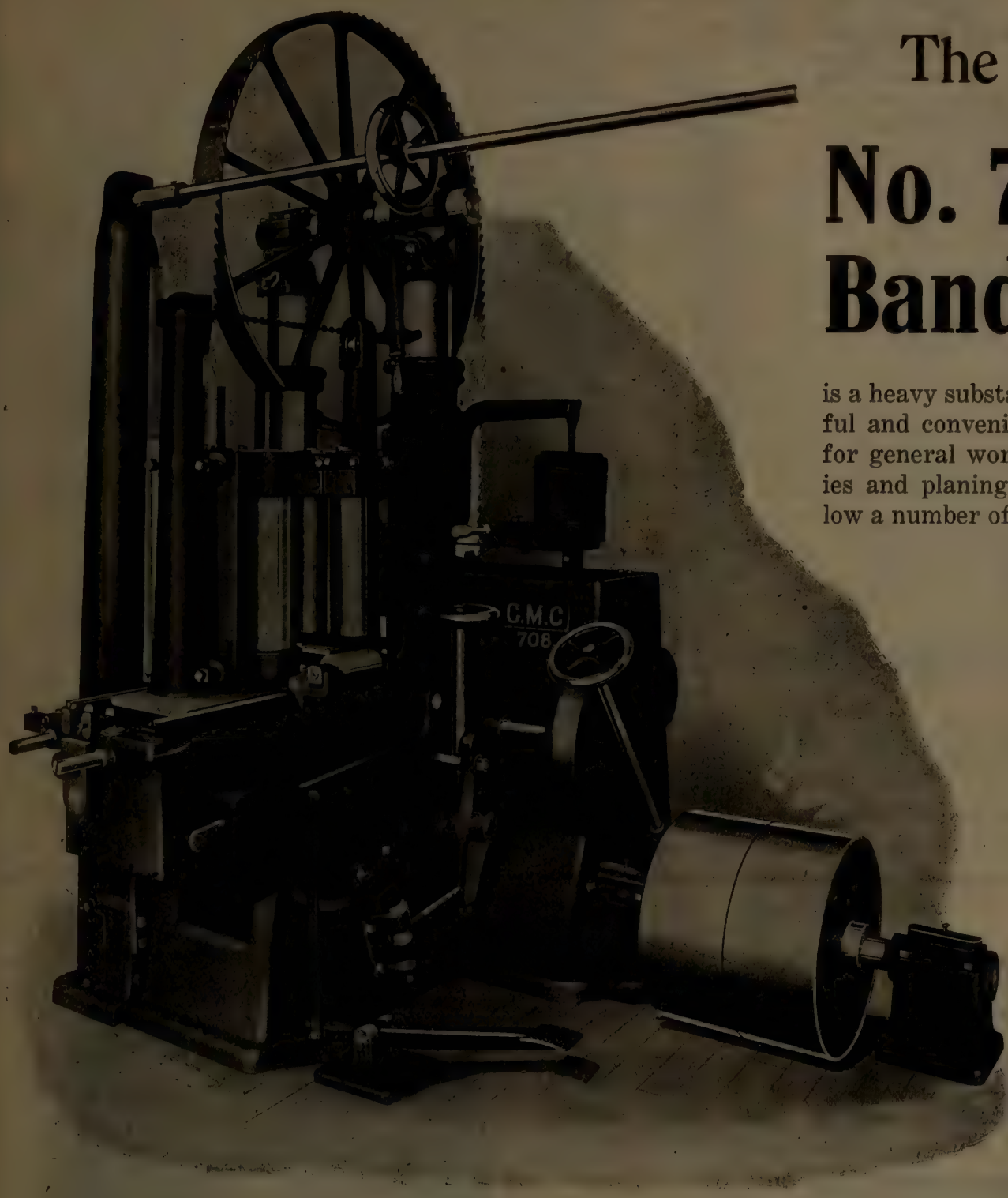
WINNIPEG, MANITOBA

No. 1 SPRUCE

Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$45	$44	$44	$45
2 x 6	46	44	44	45
2 x 8	47	45	45	46
2 x 10	48	46	46	47
2 x 12	49	47	47	48

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. No lists being issued, above quotations are only nominal.

(Continued on page 82)



The C.M.C. No. 708, 48" Band Resaw

is a heavy substantial machine, very powerful and convenient to operate. It is built for general work in furniture, box factories and planing mills. We enumerate below a number of features in which it excels.

Upper wheel is supported by two posts on either side and is not overhung, insuring alignment and freedom from vibration at all times.

Feed is positive, consisting of six 4″ rolls powerfully driven by spur and bevel gears machine cut from the solid. Six changes of feed are obtainable.

Machine regularly equipped with 5″ blade.

Powerful drive is insured by wide driving pulleys.

This Band Resaw is built with the same care and attention to detail which characterizes all C. M. C. machines. It is a "quality machine for quantity production" as evidenced by the driving power and convenience of operation embodied in same.

Complete details and prices on request.

CANADA MACHINERY CORPORATION
LIMITED

GALT - - ONTARIO

Toronto Office and Warerooms - - - Brock Avenue Subway

CURRENT LUMBER PRICES—Continued

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.

For lengths longer than 20 ft., add $1.00 for each additional two feet.

For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac open.

FIR, HEMLOCK, SPRUCE AND LARCH

Owing to the unsettled conditions of the market at present the following prices can only be regarded as nominal.

Mountain Stock

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E..	$44.75
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E ..	45.75
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E ...	43.75
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E ...	46.75
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E ...	48.75
2 x 10, 8 ft. to 16 ft., S1S1E	46.75
2 x 10, ft., S1S1E	46.75
2 x 10, 18/22, S1S1E	47.75
2 x 10, 24/32, S1S1E	49.75
2 x 12, 8 ft. to 16 ft. S1S1E	46.25
2 x 12; 10, 18, 20	48.25
2 x 12; 24, 26, 28, 30, 32	50.25

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	38.50
2 x 4 in., 8, 12 and 14 ft.	39.50
2 x 4 in., 16 ft.	40.50
2 x 4 in. 18 and 20 ft.	41.50
2 x 4 in., 22 to 32 ft.	43.50
2 x 10 in., 8, 12 and 14 ft.	40.75
2 x 10 in., 16 ft.	41.75
2 x 10 in., 18 and 20 ft.	42.75
2 x 10 in., 22 to 32 ft.	44.75
2 x 12 in., 8 to 14 ft.	42.25
2 x 12 in., 16 ft.	43.25
2 x 12 in., 18 and 20 ft.	44.25
2 x 12 in., 22 to 32 ft.	46.25
3 x 3 and 3 x 4 in., 8 to 14 ft.	43.75
3 x 3 and 3 x 4 in., 16 ft.	44.75
3 x 3 and 3 x 4, 18 and 20 ft.	45.75
3 x 3 and 3 x 4, 22 to 32 ft.	47.75
6 x 6, 6 x 8, 8 x 8, 6 x 16 ft.	46.00
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	46.50
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	47.50
Shingles, XXX B. C. Cedar, straight cars on 81c rate	5.20

Coast prices on Common listed, all current quotations f.o.b. 67½.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	250 00
Uppers, 5/4 to 8/4	250 00
Uppers, 10/4 to 12/4	275 00
Selects, 4/4	225 00
Selects, 5/4 to 8/4	225 00
Selects, 10/4 to 12/4	225 00
Fine Common 4/4	175 00
Fine Common 5/4	185 00
Fine Common 6/4	185 00
Fine Common 8/4	185 00
No. 1 Cuts 4/4	135 00
No. 2 Cuts 5/4	145 00
No. 1 Cuts 6/4	145 00
No. 1 Cuts 8/4	150 00
No. 2 Cuts 4/4	95 00
No. 2 Cuts 5/4	115 00
No. 2 Cuts 6/4	120 00
No. 2 Cuts 8/4	125 00
No. 3 Cuts 5/4	82 00
No. 3 Cuts 6/4	82 00
No. 3 Cuts 8/4	84 00
Dressing 5/4	110 00
Dressing 5/4 x 10	110 00
Dressing 5/4 x 12	115 00
No. 1 Moulding 5/4	160 00
No. 1 Moulding 6/4	160 00
No. 1 Moulding 8/4	160 00
No. 2 Moulding 5/4	140 00
No. 2 Moulding 6/4	140 00
No. 2 Moulding 8/4	140 00
No. 1 Barn 1 x 12	95 00
No. 1 Barn 1 x 6 and 8	88 00
No. 1 Barn 1 x 10	90 00
No. 2 Barn 1 x 6 and 8	80 00
No. 2 Barn 1 x 10	82 00
No. 3 Barn 1 x 6 and 8	66 00
No. 3 Barn 1 x 10	69 00
Box 1 x 6 and up	58 00
Box 1 x 10	60 00
Box 1 x 12	62 00
Box 1 x 13 and up	64 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	92-97	89-74	51-53
5/4 to 8/4	108-100	76-78	53-58
10/4 to 16/4	118-120	88-90	60-62

RED BIRCH

4/4	124-126	88-90	54-56
5/4 to 8/4	127-135	97-99	63-65

SAP BIRCH

4/4	115-120	83-87	49-51
5/4 and up	120-125	86-88	53-00

SOFT ELM

4/4	104-108	74-76	36-40
5, 6 & 8/4	112-117	82-84	44-46

BASSWOOD

4/4	104-109	84-86	36-38
Thicker	108-116	87-94	44-47

PLAIN OAK

4/4	115-120	80-85	35-37
5/4 to 8/4	125-130	95-105	43-47

ASH, WHITE AND BROWN

4/4	117-121	97-91	43-45
5/4 to 8/4	133-138	95-97	49-62
10/4 and up	152-157	110-112	52-55

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

Owing to the unsettled conditions of the market at present the following prices can only be regarded as nominal.

White pine uppers, 1 in.	225 00
White pine uppers, 1¼, 1½ in.. .. 2 in.	235 00 245 00
White pine uppers, 2½, 3 in.	285 00
White pine uppers, 4 in.	300 00
Selects, 1 in.	196 00
Selects, 1¼, 2 in.	200 00
Selects, 2½, 3 in.	235 00
Selects, 4 in.	245 00
Fine common, 1 in., 50 per cent. 12 in. and up	190 00
Fine Common, 1 x 8 and up	180 00
Fine Common, 1¼ to 2 in. ...190 00-200 00	
Fine common, 2½ and 3 in.	225 00
Fine common, 4 in.	235 00
1 in. shaky clear	95 00
1¼ in. to 2 in. shaky clear	100 00
1 in. No. 2 dressing	95 00
1¼ in. to 2 in. No. 2 dressing	95 00
No. 1 Cuts, 1 in.	145 00
No. 1 Cuts 1¼ to 2 in.	165 00
No. 1 Cuts, 2½ and 3 in.	195 00
No. 2 Cuts, 1 in.	115 00
No. 2 Cuts, 1¼ to 2 in. 125 00-130 00	
Barn Boards, No. 1, 1 x 12	110 00
No. 1, 1 x 10	100 00
No. 1, 1 x 8	100 00
No. 2, 1 x 12	95 00
No. 2, 1 x 8	81 50
No. 2, 1 x 10	83 00
No. 3, 1 x 12	79 00
No. 3, 1 x 10	67 50
No. 3, 1 x 8	66 00

No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.	108 00
1 x 10 in.	108 00
No. 1, 1 x 4 to 7 in.	93 00
No. 1, 1 x 8 and 9 in.	96 00
No. 1, 1 x 10 in.	96 00
No. 2, 1 x 4 & 5 in.	56 00
No. 2, 1 x 4 & 7 in.	60 00
No. 2, 1 x 8 & 9 in.	62 00
No. 2, 1 x 19 in.	67 00
No. 2, 1 x 12 in.	69 00
Spruce, 12 in. dimension	61 00
Spruce, 10 in. dimension	60 00
Spruce, 9 in. dimension	59 00
Spruce, 8 in. dimension	58 00
2 x 10 in. random lengths, 8 ft. an dup	54 00
2 x 12 in., random lengths	55 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7...	46 00
3 x 4 and 4 x 4 in.	49 00
2 x 9 in.	50 00
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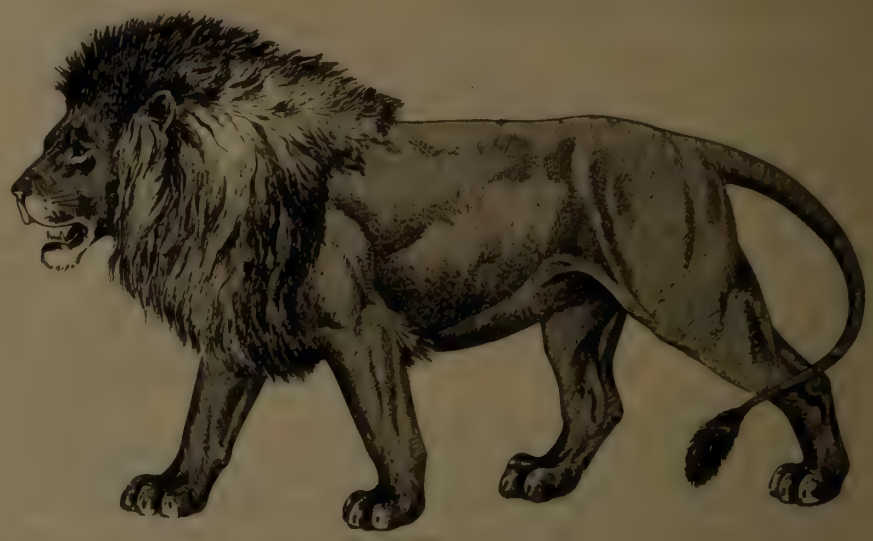

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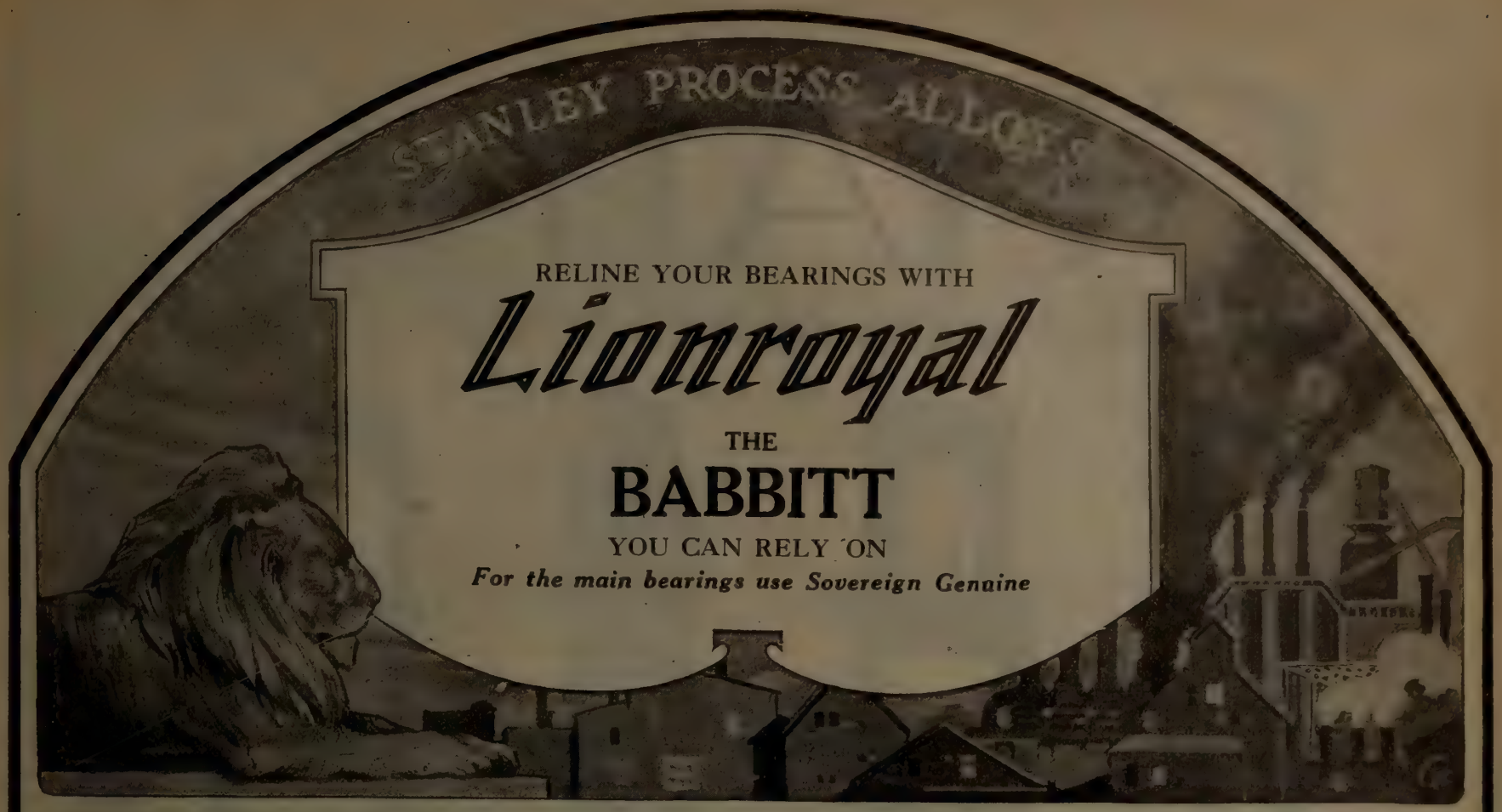

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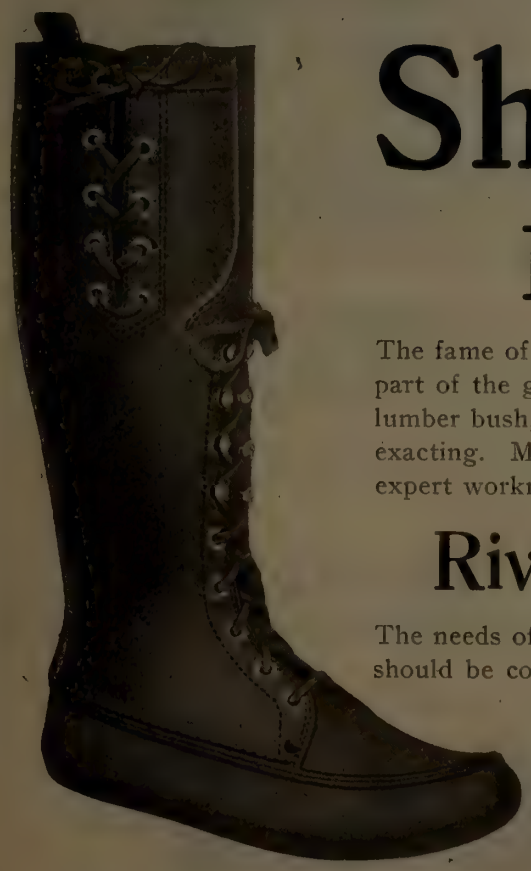

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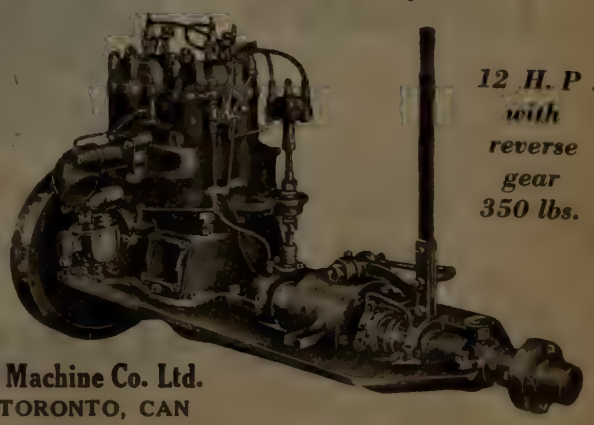

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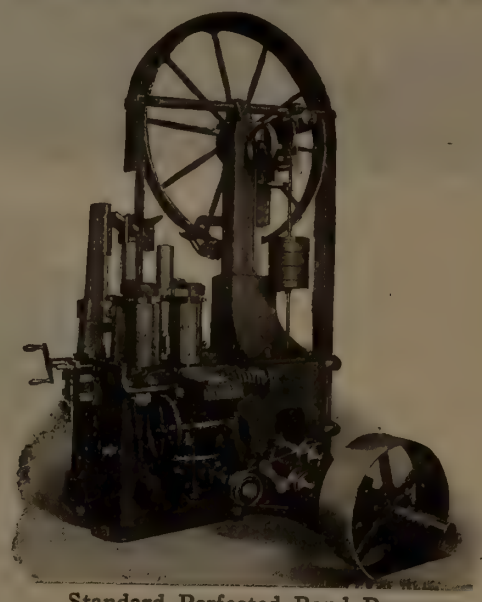

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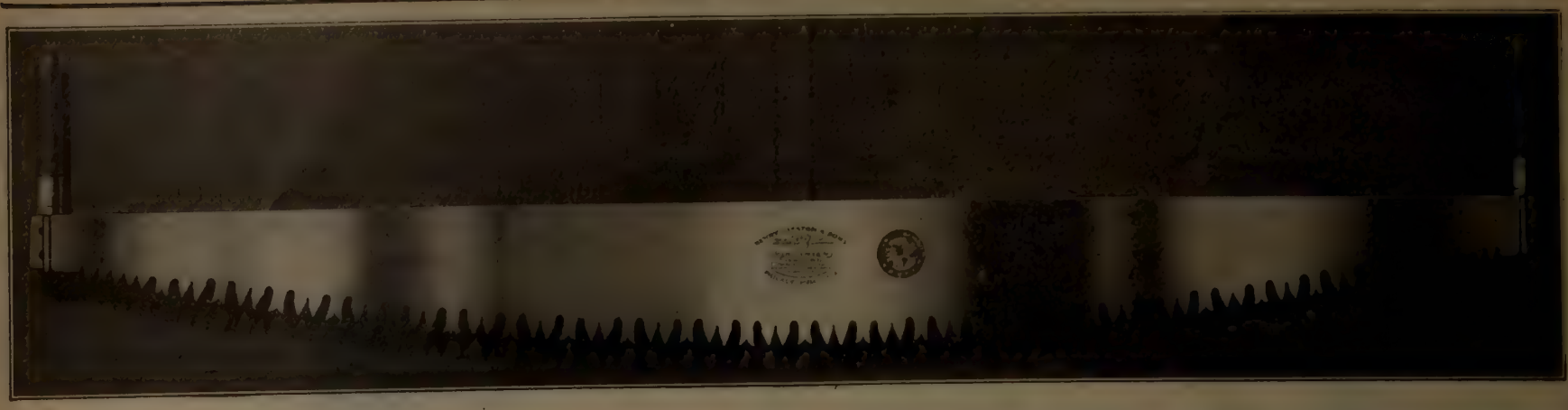

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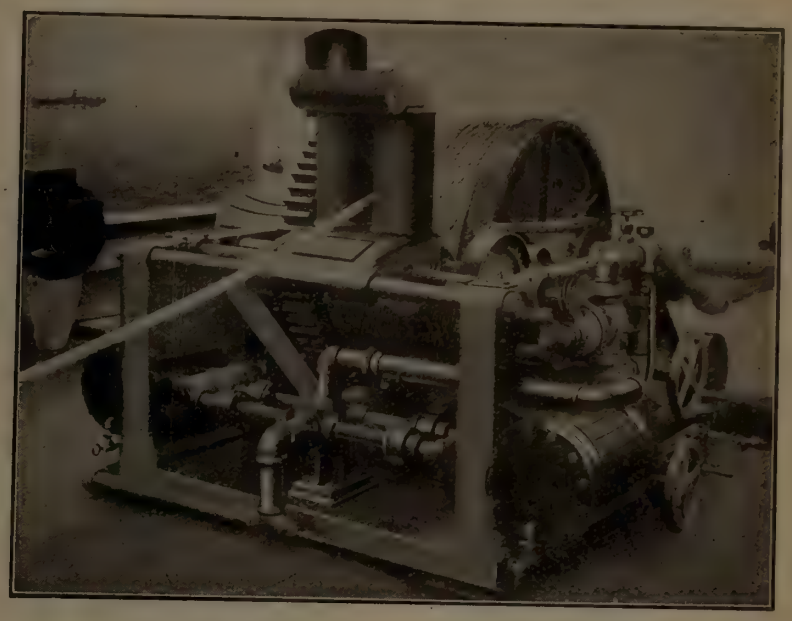

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Harris Tie & Timber Company, Ltd.
Long-Bell Lumber Company
Long Lumber Company
Mason, Gordon & Co.
McLennan Lumber Company
Terry & Gordon

PULLEYS AND SHAFTING
Canadian Link-Belt Company
Garlock-Walker Machinery Co.
General Supply Co. of Canada, Ltd.
Green Company, G. Walter
Engineering & Machine Works of Canada
Hamilton Company, William
Jeffrey Mfg. Co.

PULP MILL MACHINERY
Canadian Link-Belt Company, Ltd.
Engineering & Machine Works of Canada
Hamilton Company, William
Jeffrey Manufacturing Company
Payette Company, P.
Waterous Engine Works Company

PULPWOOD
Price Bros. & Co.

PUMPS
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Engineering & Machine Works of Canada
Hamilton Company, William
Smart-Turner Machine Company
Waterous Engine Company

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Sessenwein Bros.

RIP SAWS
Canada Machinery Corporation

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Beveridge Paper Company

ROPE
Consumers Cordage Co.

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Dunlop Tire & Rubber Goods Co.
Goodyear Tire and Rubber Co.
Gutta Percha & Rubber Company

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Midland Woodworkers
Renfrew Planing Mills

SASH STICKERS
Canada Machinery Corporation

SAW GUMMING WHEELS
Carborundum Company

SAWS
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Disston & Sons, Henry
General Supply Co. of Canada, Ltd.
Gerlach Company, Peter
Green Company, G. Walter
Hoe & Company, R.
Shurly Co., Ltd., T. F.
Shurly-Dietrich Company
Simonds Canada Saw Company

SAW FILING MACHINERY
GeBott Mfg. Co.

SAW MILL LINK-BELT
Canadian Link-Belt Company
Williams Machinery Co., A. R., Vancouver

SAW MILL MACHINERY
Robt. Bell Engine & Thresher Co.
Canadian Link-Belt Comptny, Ltd.
Dunbar Engine & Foundry Co.
Fisher & Davis Mfg. Co.
General Supply Co. of Canada, Ltd.
Hall & Brown Wood Working Machine Company
Hamilton Company, William
Huther Bros. Saw Mfg. Company
Jeffrey Manufacturing Company
La Compagnie Manufacture, F. X. Bertrand
Long Manufacturing Company, E.
Mershon & Company, W. B.
Parry Sound Lumber Company
Payette Company, P.
Waterous Engine Works Company
Yates Machine Co., P. B.

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Canada Machinery Corporation
Hamilton Company, Wm.
Waterous Engine Works Company

SAW SLASHERS
Hamilton Company, Wm.
Payette Company, P.
Waterous Engine Works Company

SHEATHINGS
Goodyear Tire & Rubber Co.

SHEET METALS
British Smelting & Refining Co.
Hoyt Metal Co.
United American Metals Corp'n.

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Associated Mills, Limited
Campbell-MacLaurin Lumber Co.
Canadian Western Lumber Co.
Cedar Product- Ltd.
Chalifour, J. Geo.
Coast & Mountain Lumber Co.
Dominion Lumber Sales Co.
Donovan, J.
Dry Wood Lumber Co.
Eagle Lumber Company
Edgecumbe-Newham Company
Federal Lumber Company
Fraser Limited
Genoa Bay Lumber Company
Gillespie, James
Gloucester Lumber & Trading Co.
Grier & Sons, Limited, G. A.
Harris Lumber Co., Frank H
Harris Tie & Timber Company, Ltd.
Haydon & Co., J. Albert
Heaps & Sons
Heeney, Percy E.
Long Lumber Company
Mason, Gordon & Co.
McLennan Lumber Company
Miller Company, Ltd., W. H.
Musgrave & Co.
Reynolds Company, Limited
Rose, McLaurin Limited
Snowball Co., J. B.
Terry & Gordon
Timms, Phillips & Co.
Vancouver Lumber Company
Victoria Lumber and Mfg. Co.

SHINGLE MACHINES
Marsh Engineering Works, Limited

SHINGLE & LATH MACHINERY
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Green Company, C. Walter
Hamilton Company, William
Long Manufacturing Company, E.
Payette Company, P.

SHOEPACK LEATHER LACES
McCordick, F. C.

SHOEPACKS
Copeland Shoepack Company

SILENT CHAIN DRIVES
Canadian Link-Belt Company, Ltd.

SLEEPING ROBES
Woods Mfg. Company, Limited

SMOKESTACKS
Hamilton Company, Wm.
Marsh Engineering Works, Limited
Waterous Engine Works Company

SNOW PLOWS
Pink Company, Thomas

SOLDERS
Hoyt Metal Company

SPARK ARRESTORS
Jenckes Machine Company, Ltd.
Waterous Engine Works Company

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Barrett, Wm.
Bartram & Ball
Blair Bros.
Bourgouin, H.
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Canadian Western Lumber Co.
Cane & Co., Jas. G.
Canfield, P. L.
Cedar Products Ltd.
Chalifour, J. Geo.
Cox, Long & Company
Dudley, Arthur N.
Dunfield & Company
Edgecumbe-Newham Company
Fraser Limited
Fraser-Bryson Lumber Company
Gillies Brothers
Gloucester Lumber & Trading Co.
Gooday & Company, H. R.
Grier & Sons, Ltd., G. A.
Harroun & Son, J. E.
Harris Lumber Co., Frank H
Hart & McDonagh
Hocken Lumber Company
Julien, Roch
Lloyd, W. Y.
Loggie Co., W. S.
Long Lumber Company
Louise Lumber Co.
Mason, Gordon & Co.
McCormack & Stewart
McLennan Lumber Company
Muir & Kirkpatrick
Musgrave & Co.
New Ontario Colonization Company
Price Bros. & Co.
River Ouelle Pulp and Lumber Co.
Rolland Lumber Co.
Rose, McLaurin Limited
Russell, Chas. H.
Selander, Anton
Shearer Company, Jas.
Shives Lumber Co. Ltd.
Snowball Co., J. B.
Spencer Limited, C. A.
Standard Export Lumber Co.
Stearns & Co., F. H.
Taft-Davis Lumber Co.
Terry & Gordon

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Hopkins & Co., Ltd., F. H.

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Jeffrey Manufacturing Company
Waterous Engine Works Company

STEEL PLATE CONSTRUCTION
Marsh Engineering Works, Limited

STEAM PLANT ACCESSORIES
Waterous Engine Works Company

STEEL BARRELS
Smart-Turner Machine Co.

STEEL DRUMS
Smart-Turner Machine Co.

STOVES
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TARPAULINS
Turner & Sons, J. J.
Woods Manufacturing Company, Ltd.

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Canadian Chicago Bridge & Iron Co.
Hogan, F. J.
Hopkins & Co., Ltd., F. H.

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Turner & Sons, J. J.
Woods Mfg. Company

TENTS, CLOTHING
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Austin & Nicholson
Canadian Tie & Lumber Co.
Cedar Products Ltd.
Gloucester Lumber & Trading Co.
Harris Tie & Timber Company, Ltd.
Long Lumber Company
McLennan Lumber Company
Miller, W. H. Co.
Price Bros. & Co.
Snowball Co., J. B.
Terry & Gordon

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Cant & Kemp
Farnworth & Jardine
Smith & Tyrer, Limited
Wright, Graham & Co.

TIMBER CRUISERS AND ESTIMATORS
Sewall, James W.

TIMBER LANDS
Department of Lands & Forests, Ont.

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TOWING MACHINES
Corbet Foundry & Machine Co.
Payette Company, P.

TRACTORS
Hopkins & Company, Ltd., F. H.
Monarch Tractors

TRAILERS
Seagrave, Loughead Company

TRAINING COURSES
Chicago Technical College.

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Canadian Link-Belt Company, Ltd.
Engineering & Machine Works of Canada
General Supply Co. of Canada, Ltd.
Hamilton Company, Wm.
Jeffrey Manufacturing Company
Waterous Engine Works Company

TRIMMERS
Green Company, C. Walter
Waterous Engine Works Company

TUGS
West & Peachey

TRUCKS AND CONVEYORS
Beveridge Paper Company

TURBINES
Engineering & Machine Works of Canada
Hamilton Company, William

VALVES
Bay City Foundry & Machine Co.

VENEERS
Bury & Co., Robt.

VENEER DRYERS
Coe Manufacturing Company
Proctor & Schwartz Inc.

VENEER MACHINERY
Coe Machinery Company
Garlock-Walker Machinery Co.
Proctor & Schwartz Inc.

VETERINARY REMEDIES
Dr. Bell Veterinary Wonder Co.
Johnson, A. H.

WATER WHEELS
Engineering & Machine Works of Canada
Hamilton Company, William

WELDING
Barton Electric Welding Co.
Hogan, F. J.
St. John Welders & Engineers

WHEEL GRINDERS
GeBott Mfg. Co.

WIRE
Laidlaw Bale Tie Company
Canada Wire & Iron Goods Co.

WIRE CLOTH
Canada Wire & Iron Goods Co.

WIRE ROPE
Canada Wire & Cable Co.
Canada Wire & Iron Goods Co.
Dominion Wire Rope Co.

WOODWORKING MACHINERY
Canada Machinery Corporation
General Supply Co. of Canada, Ltd.
Hall & Brown Wood Working Machine Company
Jeffrey Manufacturing Company
Long Manufacturing Company, E.
Mershon & Company, W. B.
Waterous Engine Works Company
Yates Machine Company, P. B.

WOOD PRESERVATIVES
Beveridge Paper Company
International Chemical Company

WOOD PULP
Austin & Nicholson
New Ontario Colonization Co.
River Ouelle Pulp and Lumber Co.

Beardmore Extra Quality Waterproof Cement Leather Belting

For the Wet Place

Tell us your belting troubles and we can help you.

The General Supply Company of Canada, Limited

OTTAWA MONTREAL TORONTO WINNIPEG VANCOUVER

Large stocks available for immediate shipment

Rubber Goods FOR LUMBERMEN

Belting Our long experience in the making of Rubber Belts enables us to specialize on this line. "P.M.S.," "Special Drive" and "Lion" are our leading brands for power transmission.

Packings "Redstone" High Pressure Sheet Packing has proved by test that it will outlast any other similar packing on the market. We make Spiral and Ring Packings, etc., that are equally reliable.

Hose for Steam, Water, etc., in various grades, made especially to give satisfactory and economical service under different conditions.

Fire Hose One or more of our twenty brands of Fire Hose will be found, not only in the best equipped Factories, Mills, etc., but in almost every Fire Department in the Dominion.

Gutta Percha & Rubber, Limited

TORONTO HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON
EDMONTON CALGARY LETHBRIDGE VANCOUVER VICTORIA

LUMBERMEN'S EQUIPMENT

THE E. LONG MANUFACTURING CO. SAW MILL MACHINERY ORILLIA CANADA

A BIG PRODUCER

THIS STANDARD EDGER

is very strongly built. It is mounted on one solid base, and is constructed throughout to stand up under the heaviest work.

The arbor is made of the best machine steel, and runs in three bearings, 7 inches long.

There is one solid, fluted feed roll, 5 inches in diameter, on either side of saws. These are power driven by means of belts and gears. The front press rolls are of an open pattern, to allow operator to view saws.

The saws are 18 inches in diameter, and will cut stock 5½ inches thick. Height from floor to top of rolls is 31 inches. Shipping weight complete 2,200 lbs.

WRITE FOR CATALOGUE

The E. Long Manufacturing Co., Limited

Orillia Canada

Robt. Hamilton & Co., Vancouver
Gorman, Clancy & Grindley Ltd., Calgary & Edmonton
A. R. Williams Machinery Co. of Winnipeg Ltd.
Williams & Wilson Ltd., Montreal

Waterous "Trouble-Proof" Haulup Chains

The efficiency of your haulup depends directly on the strength and the wearing qualities of your log chain. Waterous Chains have more than their share of both. They are built of selected materials. The shop work on them is of the very best. They are tested and inspected before shipment.

Next time you order—think of "Trouble Proof"—and specify "Waterous."

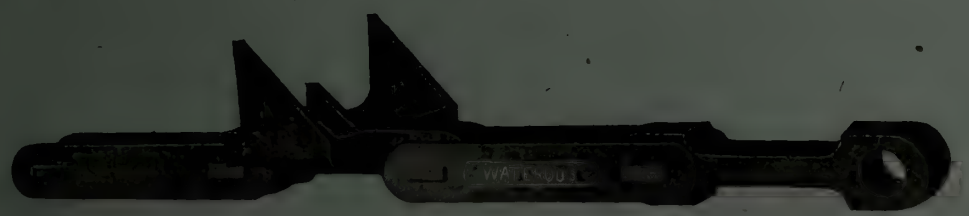
Waterous Forged Bull Chain

This chain is forged from the best refined wrought iron. It is 6 inch pitch and is built in seven sizes, ranging in weight from 2½ lbs. to 15 lbs. per foot. Iron, steel and wood specials of various forms are supplied with this chain. It can be used on all size Bull Wheels and is also adapted for Rough Wood and Refuse Conveyors.

Short Link and Long Link Coil Chain

For strength and general usefulness this chain is hard to beat. Fifteen sizes are built ranging in weight from 150 lbs. to 2,335 lbs. per 100 feet. Only the best chain iron is used in its manufacture, welds are exceptionally long and carefully made, and all links are tested for size and uniformity before leaving the shops.

Waterous All Steel Haulup Chain



The heaviest, largest logs can be handled on this chain. It is the longest lived and cleanest chain we build. It is 8 inch pitch throughout and carries a heavy cast steel special spaced every 6 feet. Side bars, centre links and connecting pins are all of steel, the links and bars being drilled for the reception of the pins.

We also build Malleable Log Chain, Roller Haulup Chain, Chain for Pulpwood and for Saw Dust Conveyors.

Any length can be supplied.

Our list of Specials, Sprockets, Idlers and Spools is exceptionally complete. These are are illustrated and described in our Chain Catalogue No. 108, which we will be glad to supply on request.

WRITE

The Waterous Engine Works Co., Ltd.

Brantford, Canada

AGENCY—Molson's Bank Bldg., Vancouver, B. C. **BRANCH—Winnipeg, Man.**

Pink's Lumbering Tools

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.
We manufacture all kinds of lumber tools. Light and Durable.

Long Distance Phone, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MADE IN CANADA

It's a Pink anyway, you take it, and it's the best Peavey made.

The Thomas Pink Company, Limited

Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO

Not altogether what we say, but what users say

"We have used the Alligator or Warping Tug manufactured by you for the last 7 or 8 years, and consider them indispensable to lumbermen on waters of French River or similar streams."

Will move a bag containing 60,000 logs, in calm weather, 30,000 in a head wind.

West & Peachey - Simcoe, Ont.

Machines that actually record every minute worked—every minute wasted

International Card Recorders furnish a simple, accurate, printed, indisputable means of recording the arrival and departure of employees. They are just as profitable to the employer of ten or fifteen men as they are to the employer of ten or fifteen hundred. All serve the same purpose—to make every working minute of every working day productive.

Let us send you full information of the model best suited to your requirements. No obligation whatever.

INTERNATIONAL BUSINESS MACHINES COMPANY, LIMITED

(TIME RECORDER DIVISION)

FRANK E. MUTTON, Vice-President and General Manager.

Head Office: Royce and Campbell Avenues, TORONTO.

Halifax, St. John, Quebec, Montreal, Ottawa, Hamilton, Walkerville, London, Winnipeg, Vancouver.

Also makers of Dayton Computing Scales and Hollerith Electric Tabulators.

A Harness That Will Stand the Grind

A harness that will stand the strenuous grind of the bush and lumber camps must be of the most sturdy nature. For such work there is no harness made that excels the famous "Carson Quality" Michigan Lumber and Skidding Harness.

It is made of the best quality oak tanned leather—by the best Canadian workmen.

You will make no mistake in equipping your outfit with "Carson Quality" harness and horse equipment. Let us send you full particulars.

Hugh Carson Co LIMITED

72 ALBERT ST., OTTAWA

Carson Quality

P. S.—We are headquarters for harness and horse equipment of all kinds, trunks, bags, travelling robes and shoe findings.

The Michigan Lumber and Skidding Harness

Vol. 40 Toronto, December 15, 1920 No. 24

Canada Lumberman & Woodworker

New **RAILS** Relaying
12 to 80 pounds per yard
LOGGING CARS
Jno. J. Gartshore
58 Front St. West, Toronto

EDGAR D. HARDY JAS. E. REYNOLDS
E. D. HARDY & CO.
INSURANCE
Specialists in LUMBER and WOODWORKING Plants
HEAD OFFICE: OTTAWA, ONT.

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This model shows the greatest development of all the Card Time Recorders. Its records cannot be disputed. Such a machine promotes mutual confidence between the employer and employed, besides simplifying the auditing of the pay roll by 80 per cent.

All you have to do is wind it once a week, the three automatic features do the rest.

1st. Automatic shift from "morning in" to "noon out" to "noon in," to "evening out" to "night in" and "night out."
2nd Automatically changes from one column to the next.
3rd Automatically printing all "late comers" or "early leavers" or overtime in Red
All you have to check are the red figures, the regular time is printed in green.

Ask our nearest office for further information.

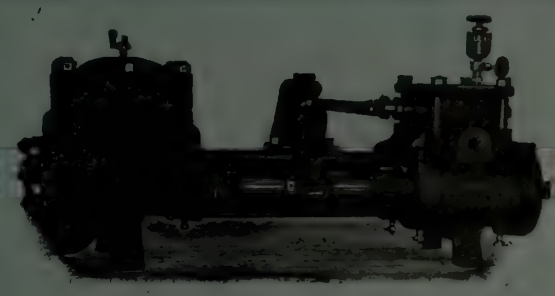
INTERNATIONAL BUSINESS MACHINES COMPANY, LIMITED
FRANK E. MUTTON, Vice-President and General Manager.
(TIME RECORDER DIVISION) Head Office, Royce and Campbell Avenues, TORONTO.
Halifax, St. John, Quebec, Montreal, Ottawa, Hamilton, Walkerville, London, Winnipeg, Vancouver.
Also makers of International Dayton Computing Scales and International Electric Tabulators and Sorters.

ASBESTOS

We manufacture practically every article that can be made of Asbestos—including

Asbestos { Packings, Boiler Gaskets, Pipe and Boiler Coverings

Atlas Asbestos Co., Limited, Montreal



SMART TURNER Steam and Power Pumps

The Pumps for Long, Hard Service

The Smart-Turner Machine Company, Limited
HAMILTON CANADA

Ever on Guard --
THE EDDY FIRE PAIL

Always ready when the call comes. No precious moments wasted in locating it—you'll always find it in its place because its rounded bottom prevents it from being thrown aside in forgotten corners. **It must be placed in a rack or on a hook.** Made of Indurated Fibreware, leak proof, bulge proof and practically everlasting. Stocked by all good hardware dealers.

The E. B. EDDY COMPANY, Limited, Hull, Canada

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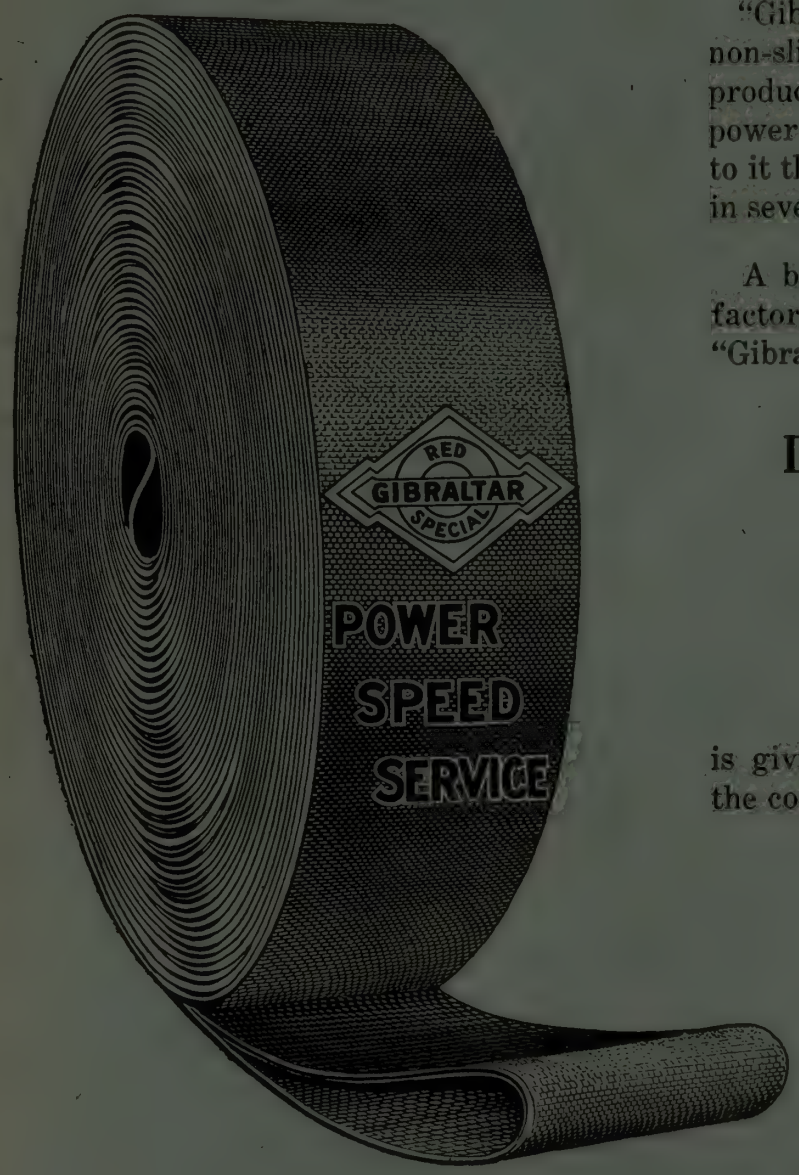
"Gibraltar RedSpecial" Belting

Cuts Down Producing Costs



"Gibraltar RedSpecial" Belting is pulley-gripping, non-slipping, pliable, strong. It cuts down the cost of production by faithfully transmitting every vestige of power and keeping on the job. There is so little stretch to it that users tell us they haven't had to "take it up" in several years of onerous service.

A big percentage of the orders going through our factory are repeats from industries which have used "Gibraltar RedSpecial" Belting.

Dunlop "Gibraltar RedSpecial"

Water Hose,
Air Drill Hose,
Steam Hose,

is giving highest satisfaction in hundreds of plants the country over.

Dunlop Packing

For All Purposes and Every Condition of Service

Gives dependable service just the same as Dunlop Belting and Hose.

Dunlop Tire & Rubber Goods Co., Limited

Head Office and Factories: Toronto

Branches in the Leading Cities

SPRUCE AND JACK PINE

Our stocks include all sizes in 1", 2" and 3".

WHITE PINE LATH

1½ x ⅜ x 4 ' Mill Run
1½ x ⅜ x 32" Mill Run

TAMARACK

1x3&up	Mill Run	11000′
2x4&up	"	12000′
3x3	"	38000′
3x3&up	"	14400′
3x5&up	"	6900′

Bartram & Ball Limited

511 St. Catherine St. W. — Montreal, Que.

Our Remanufacturing Plant at Levis is Now in Operation

We can now resaw and dress about eight cars per day. We will increase our milling capacity each month to take care of the business offered us. We solicit your orders for resawing and dressing.

STOCK AT LEVIS

1,200,000′	2 x 4	8 to 16′	Merchantable Spruce	350,000′	3 x 6	"	"
200,000′	2 x 6	"	"	300,000′	3 x 8	"	"
100,000′	2 x 7	"	"	380,000′	3 x 9	"	"
150,000′	2 x 8	"	"	290,000′	3 x 10	"	"
200,000′	2 x 9 &up	"	"	300,000′	3 x 11	"	"
300,000′	3 x 4	"	"	400,000′	1 x 12	12 to 16′	"
100,000′	3 x 5	"	"	200,000′	2 x 12	"	"

We have 3,500,000 ft. B. C. fir timbers in stock and can resaw these to your specification on short notice. We also carry flooring, ceiling and finish in fir and Hardwood and Cedar shingles.

Knox Brothers, Limited

513 DRUMMOND BLDG.
MONTREAL

Mill P. O. Address: Box 27, Lauzon, Que. **Mill Telegraph Address: Levis, Que**

Everything in Lumber

Dimensioned Timber, Telegraph Poles, Posts, Railway Ties, Plaster Lath, Shingles, Mouldings, Hardwood Flooring, Dowels, Beaver Board, Plywood. All kinds of Fancy Woods and Veneers.

Immediate Attention Given All Inquiries.

Have for Sale a large quantity of well-selected Lignum Vitae Logs at very attractive prices

We are in the market for

Canadian Ash, Bass, Birch, Maple, Pine, Spruce

The McLennan Lumber Co., Ltd.

OFFICE & YARD—21 DORCHESTER ST W. P.O. BOX 1854 PHONE--MAIN 8656

MONTREAL QUEBEC

For Prompt Delivery of

Hemlock, Spruce, Lath, Pulpwood and Hardwoods

The Year Round----In Any Quantity
Dressed and Ripped to Your Orders

We specialize in Hemlock and Spruce Timbers. Let us know your requirements. We can assure you of immediate shipment through our splendid transportation facilities. Rail and water delivery.

Fassett Lumber Company, Limited

FASSETT
QUEBEC

Geo. Gordon & Co.

Limited

CACHE BAY - ONTARIO

Manufacturers of

White, and Norway Pine Lumber Lath and Dimension Timber

Write us for Prices.

CABLE ADDRESS "PRICE"
CODES—A.B.C. AND LIEBERS.

Price Brothers & Co Limited

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CARDBOARD	:	SPRUCE LUMBER
SULPHITE	:	LATHS and TIES
GROUNDWOOD PULP	:	CEDAR SHINGLES

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PAPER AND PULP MILLS
Sanguenay Kenogami
Jonquiere

Head Office.
The Price House, Quebec.

SAW MILLS
on North and South Shores of
the St. Lawrence and
The Sanguenay

To Our Friends

We Wish You All a Good Old Fashioned Merry Christmas

and a

Bright and Happy New Year

TERRY & GORDON
LIMITED

Canadian Forest Products

Vancouver Office—
513 Metropolitan Building.
F. W. Gordon, Mgr.

Cable Address "Terigord"
Head Office: 704 Confederation Life Building
TORONTO, ONT.

Export Agents—
SPENCER, LOCK & CO.,
27 Clements Lane, London, E.C. 4

HOCKEN LUMBER CO., Limited

Manufacturers and Wholesalers of

HEMLOCK

We are prepared to saw special bills continuously during the present winter starting January 1st all lengths up to twenty feet.

Why not get in touch with us now and be sure of your requirements.

630 Confederation Life Building - Toronto

PHONE MAIN 3153

We Wish You All A Merry Christmas

UNION LUMBER COMPANY LIMITED

701 DOMINION BANK BUILDING

TORONTO CANADA

HEMLOCK

100,000' 2 x 10 Hemlock
100,000' 2 x 12 "
120,000' 2 x 6-8-10 & 12 x 18/22' Hemlock
100,000' 3 x 6 & up x 10/16' "
100,000' 1 x 4 & 5 x 6/16' "
50,000' 1 x 4 & up "

Well manufactured stock. *Good shipping conditions.*

Taft-Davis Lumber Co., Ltd.

600 JACKSON BUILDING, OTTAWA, ONTARIO

DUNFIELD & CO., Limited

Exporters of Nova Scotia and New Brunswick

Spruce, Pine, Hemlock and Hardwood

in 1 in., 2 in., 3 in., 4 in.

Spruce Laths and Railway Ties

Head Office: 8 Prince St., Halifax, N.S. ***Branch Office:*** 8 Market Square, St. John, N.B.

U. K. Brokers: Duncan, Ewing & Co., K21 Exchange Bldg., Liverpool. Telegraphic Address: Dunfield, Halifax. Codes: ABC 5th Ed. Western Union
C. E. HILL, Sales Agent, Room No. 667, 200 Devonshire Street, Boston, Mass.

The Louise Lumber Company, Ltd.

Manufacturers and Wholesale Dealers in

HARD AND SOFTWOOD LUMBER

Our Specialty is Quebec Spruce for Export and Local Markets

Head Office, 68 St. Peter Street

QUEBEC, P.Q.

Large Stocks of 1", 2" and 3" Always on Hand

Does this Interest you?

SUPPOSE your stock has reached a low ebb—where your need for more stock becomes urgent.

Isn't it worth a great deal to have your order shipped just twenty-four hours after it is received?

When necessity requires such action, that is just the sort of service we can give you. Our big service yard at Logansport, Indiana, where we carry 4,000,000 feet of quality dry stock, makes such service possible.

Your order in our hands always means just this—Satisfaction for you.

John I. Shafer Hardwood Co.

650 Farmers Trust Bldg., South Bend, Ind.

Mason-Kimball Lumber Co.

212 McGill Street Montreal, Que., Canada

Wholesale only

SPECIALIZING IN

B. C. Lumber, Timbers and Shingles, Hardwoods Yellow Pine, Pine--Red and White, Spruce

Phone, wire or write us for quotations

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When you want

HARDWOODS of QUALITY

Write Wire Phone

Jimmy Donovan

THE HARDWOOD SPECIALIST

at 2 Tyrrel Avenue, Toronto, Ont.

Canadian Representative

C. L. Ritter Lumber Co.

Farris Lumber Co.

Hillcrest 6097

Milling in Transit

A Well Equipped Mill

C.P., G.T., & C.N. Railway Connections

Special Mill Work Prompt Service

J. R. Eaton & Sons, Limited

ORILLIA, ONT.

COOKE BROTHERS

WHOLESALE LUMBER

4 Hospital St. *Telephone Main 6392* Montreal

J. Hanbury & Co.'s Fir Doors, Mouldings, etc., Soft Western Pine, Spruce, Cedar, Fir, Quebec Spruce, and Hardwoods.

Watson & Todd Limited

OTTAWA

WHITE PINE

RED PINE

Registered T Trade Mark

Export Trade Our Specialty

Registered T Trade Mark

We are always in the market to buy Soft Elm, Maple, Birch and other Hardwoods. Also Spruce, Pine, Poplar or Balm for crating.

Established Twenty Years

Liberal Prices Fair Inspection

Prompt Payment

Advances to reliable parties if needed, send us list of anything you have to sell.

The Manufacturers Lumber

Company Limited

Stratford - Ont.

Standing Timber

FOR SALE

THE undersigned offer for sale, all their remaining timber lands and town property situated in the town of Parry Sound, Ont.

Special Prices

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50	M. ft.	2 x	8-10/16'	M.R.	Jack Pine.
16	M. ft.	2 x	10-10/16'	M.R.	Jack Pine.
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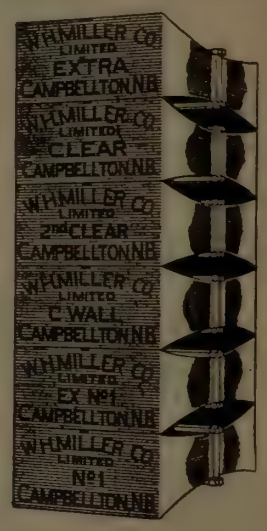

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2	"	12/4"	S	"	No. 2 C & B 10% No. 2.
3	"	8/4"	S	"	No. 2 C & B, 20% No. 2.
5	"	4/4"	S	"	No. 2 C & B, or any grade
2	"	4/4"	S	"	No. 2 & 3 Common
1	"	6/4, 8/4"	S	"	No. 2 & 3 Common
2	"	8/4/	Red & White Oak (Canadian)		
2	"	4/4"	Red & White Oak (Canadian)		
½	"	4/4"	Red & White Oak (Canadian)		No. 2 & 3 Com.
2	"	6/4"	Basswood		No. 2 C & B, 15% No. 2.
1	"	4/4"	Basswood		No. 1 C & B
2	"	4/4"	Basswood		No. 2 & 3 Common
½	"	14/4"	H. Maple		No. 1 C & B
3	"	12/4"	H. Maple		No. 1 C & B
3	"	10/4"	H. Maple		No. 2 C & B, 15% No. 2.
10	"	8/4"	H. Maple		No. 2 C & B, 10% No. 2
15	"	4/4"	Hardwood Crating.		

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1 in.	30,900	.....	17,000	12,000
1¼ in.	58,500	7,300	36,200	15,300
1½ in.	36,500	.....	35,000	7,500
2 in.	4,500	.....	20,000	2,000

WHITE ASH

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	8,000	.....	54,000	65,000
1¼ in.	117,000	4,500	140,000	40,000
1½ in.	16,900	1,200	39,000	65,000
2 in.	38,300	500	91,000	96,000
2½ in.	38,500	.....	58,000	37,500
3 in.	71,500	.....	30,500	38,500
4 in.	12,000	.....	8,000	10,500

BASSWOOD

	1 & 2	Clear Strips	No. 1 Com.	No. 2 Com.
1 in.	148,700	3,000	350,000	226,000
1¼ in.	130,000	14,000	277,500	97,800
1½ in.	84,600	.....	41,800	15,000
2 in.	81,900	.....	27,000	14,500
2½ in.	90,000	.....	13,900	15,000
3 in.	13,550	.....	10,500	5,900
4 in.	1,300	.....	450	.....

CHERRY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	187,500	182,200	98,500
1¼ in.	5,500	7,600	14,500
1½ in.	32,000	32,700	55,300
2 in.	.....	26,200	70,900
2½ in.	5,500	2,700	2,200
3 in.	28,700	3,500	2,300
4 in.	5,900	.....	500

CHESTNUT

	1 & 2	No. 1 Com.	S. W. No. 2 Com.
¾ in.	500	40,000	55,000
1 in.	3,900	10,300	153,500
1¼ in.	161,800	88,200	219,200
1½ in.	90,500	62,000	.....
2 in.	59,200	17,300	126,200
2½ in.	4,000	1,150	500
3 in.	2,100	1,300	500
4 in.	1,500	300	.....

CYPRESS

	1 & 2	Select	No. 1 Shop
1 in.	.....	.....	.....
1¼ in.	.....	8,800	.....
1½ in.	17,100	5,200	18,000
2 in.	7,000	11,200	4,600
2½ in.	8,000	3,200	.....
3 in.	69,400	23,100	12,000
4 in.	10,300	.....	.....

SOFT ELM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	2,700	.....	.....
1¼ in.	41,500	38,200	6,800
1½ in.	12,500	16,300	5,400
2 in.	6,000	11,000	5,500
2½ in.	13,000	7,200	2,300
3 in.	26,280	8,500	8,000
4 in.	7,100	6,200	6,000

PLAIN RED GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	30,300	13,000	15,500
1¼ in.	.....	.....	.....
1½ in.	8,000	10,300	9,500
2 in.	4,500	3,800	7,500

FIGURED RED GUM

	1 & 2
1 in.	7,800

QUARTERED RED GUM

	1 & 2	No. 1C
4/4	9,000	20,000
5/4	8,100	3,800
6/4	3,900	4,500
8/4	19,100	11,500

SAP GUM

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,400	6,000	200
1¼ in.	.....	800	.....
1½ in.	2,400	6,000	13,500
2 in.	.....	7,700	10,400
2½ in.	.....	1,500	1,200

QUARTERED SAP GUM

	1 & 2	No. 1C
4/4	.....	2,500
5/4	14,000	.....
8/4	2,000	400
10/4	350	29,000

HICKORY

	1 & 2	No. 1 Com.	No. 2 Com.
1 in.	3,200	2,400	11,600
1¼ in.	.....	2,500	2,050
1½ in.	3,600	11,300	25,000
2 in.	2,400	17,200	16,200
2½ in.	7,000	13,000	4,700
3 in.	3,500	7,580	7,200
4 in.	300	.....	275

PLAIN RED OAK

	1 & 2	No. 1 Com.	No. 2 Com.
⅜ in.	24,200	.....	.....
¾ in.	40,000	74,400	21,200
⅝ in.	.....	87,000	53,600
1 in.	135,200	133,000	152,400
1¼ in.	90,700	2,000	2,200
1½ in.	168,900	68,200	40,000
2 in.	158,100	188,800	71,000
2½ in.	78,100	24,000	3,100
3 in.	31,800	18,500	7,000
4 in.	20,600	8,900	.....

PLAIN WHITE OAK

	1 & 2	No. 1 Com.	No. 2 Com.
⅜ in.	1,000	.....	.....
½ in.	.....	.....	.....
⅝ in.	21,150	1,000	16,900
¾ in.	30,900	150,000	46,000
1 in.	26,300	119,000	80,200
1¼ in.	39,300	11,000	6,000
1½ in.	105,500	80,000	18,000
2 in.	94,000	131,000	60,000
2½ in.	166,800	56,500	3,000
3 in.	106,800	65,800	14,400
3½ in.	5,500	3,000	1,500
4 in.	77,000	22,500	6,000

QUARTERED RED OAK

	1 & 2	No. 1 Com.	No. 2 Com.
¾ in.	700	5,700	400
1 in.	24,200	10,500	1,400
1¼ in.	3,000	3,000	500
1½ in.	350	500	100
2 in.	1,000	7,400	.....

POPLAR

	1 & 2 18" & up	1 & 2	Box Boards 13" & up	Bright Saps
1 in.	.....	50,000	3,000	44,200
1¼ in.	2,800	4,300	.....	.....
1½ in.	6,300	.....	.....	5,000
2 in.	.....	6,600	.....	.....
2¼ in.	.....	8,800	.....	.....
3 in.	.....	33,900	.....	3,600

	Stained Saps	No. 1 Com.	No. 2 Com.
⅝ in.	.....	300	600
1 in.	22,000	208,900	167,000
1¼ in.	2,000	17,600	26,000
1½ in.	4,700	17,000	22,500
2 in.	.....	3,500	24,500
2½ in.	3,700	4,000	500
3 in.	2,500	12,000	47,000
4 in.	.....	.....	1,000

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10,000 ft. 12/4" No. 2 Common & Better Soft Elm.
60,000 ft. 8/4" No. 2 Common & Better Birch.
35,000 ft. 10/4" No. 2 Common & Better Birch.
40,000 ft. 12/4" No. 2 Common & Better Birch.
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Car Load 4/4, 5/4, 6/4, 8/4, 12/4, and 16/4 FAS Black Walnut
Car Load 1" FAS Plain and Figured Mahogany 8" and Wider
(Government Stock Cut for Aeroplane Propellers)
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75,000′ 4/4″ Fas & Sel.
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Beech
65,000′ 4/4″ Log Run

Maple
75,000′ 4/4″ Log Run

Birch
30,000′ 4/4″ FAS
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75,000′ 10/4″ Fas & Sel.
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100,000′ 8/4″ Fas & Sel.
150,000′ 8/4″ No. 1 Com.
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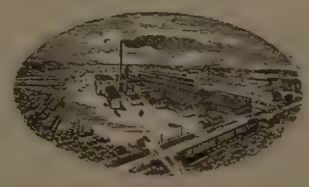

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We See No Hides On the Fence

The Commission to investigate the administration of affairs in the Crown Lands Department of Ontario was appointed on March 9th, 1920, by the Provincial Legislature. The next session of the Legislature has been called to meet on January 25th, nearly a year after the the Timber Commission was named, and yet no report is ready for presentation nor is there any likelihood of the inquiry being concluded for some months. The work has been proceeded with in an altogether too indifferent and haphazard a manner. Little wonder is it that the people are demanding something in the way of more definite results.

No fair-minded, unprejudiced individual desires to see the labors of the Commission curbed or restrained in any direction. On the other hand, everything should be pressed with the utmost vigor, all wrong-doing exposed and all offenders brought to justice.

If it is true that "some hides are to be nailed to the fence," as Hon. G. Howard Ferguson observes, let the painful process proceed. The former Minister of Lands, Forests and Mines, who is the newly-elected leader of the Conservative party in Ontario, recently said that he was prepared to defend every act in his department and would resist to the utmost "all attempts to malign his personal character or integrity."

While this is the utterance of the new leader, yet the representatives of the party, assembled in convention, on the very same day, passed a resolution to the effect that a "so-called timber probe" had been "directed exclusively towards an attempt to fix the odium of fraudulent and dishonest dealing upon them," and that the interim reports have been "unfair" and "biased" and confined to the administration of the late Government. A protest was also entered against the alleged political character of the Commission as subverting the "dignity and the independence of the bench."

It is easy to condemn and denounce, to hurl charges of partisanship and animus. The convention, however, did not offer one word of helpful, constructive criticism or intimate in any practical manner how the charges could or should be investigated, if not a judicial commission.

It is time that the playing to the gallery ceased and the cries of political persecution dropped. Let the Timber Commission go thoroughly into all matters covering the last quarter of a century, and every transaction, whether under a Liberal or a Conservative regime, against which there is a breath of suspicion, be completely exposed. No matter whose "hides are nailed on the fence," justice should and must prevail.

New developments are arising all the while. Some time ago one of the gentlemen associated with the Crown Counsel in the timber probe resigned and more recently the Crown Counsel himself stepped aside, the resignation being due, it is alleged, to his having retained a fee from a lumber company to act for them after he had been retained by the Government.

Further outcroppings are that another company has entered a counter-claim for $100,000 damages against the Attorney-General of the province for unjust and wrongful acts. It is demanded that a jury hear the case and it is declared the Attorney-General has been making use of his claim against the company for "ulterior purposes."

It is contended by the Commission itself that more evidence is desired in connection with the awarding of certain limits, examination of books, the duplication of returns and other revelations. In the meantime, the investigation has been halted until a new Crown Counsel is appointed.

The sooner that the Commission again gets under full speed, the better for all concerned. The Provincial Government, having put its hand to the plow, should not turn back until every evil, injustice and evidence of fraud or perjury relating to the administration of the Crown Lands affairs have been laid bare. There should be no favorites to play, no political stratagem, no indecision regarding the task in hand. If civil actions are entered by lumber companies and counter-claims presented, let the whole matter come out in the courts of justice.

Much was expected from the "Farmers' party" but its record and achievement so far in investigating the timber irregularities of Ontario has not been such as to win applause. The U.F.O. has yet a chance to redeem itself by proving conclusively that there is no political limitation in the present probe and decreeing that the inquiry extend over a quarter of a century instead of being confined to affairs of the last three or four years.

Getting More Efficiency from Bushmen

In all bush operations during the last three or four years lumbermen of Ontario, Quebec and the other provinces have complained bitterly and justly about the inefficiency of the lumberjack—his restless disposition and the constant "jumping of his job." Lumber and logging organizations have lost thousands upon thousands of dollars by paying the transportation of these men to the camps, only to have them leave without cause on two or three days' notice, and in some instances not going to work at all.

Then the organization in the woods has been constantly upset by a stream of ingoers and outgoers. One has no conception of how restless men have been during the past few years, while their efficiency has decreased from 33 per cent. to 50 per cent. An illuminating example of the nomadic spirit of the ordinary bushwhacker is shown in a report sent to the "Canada Lumberman" recently by an operator in Northern Ontario. During the past summer, from the beginning of April to the end of September—six months—the firm had on its payroll 1,155 different men, and the average staff was 125 men. One may gain from these figures some conception of the number who "came and went"; in fact, it is declared that frequently there were as many laborers leaving as were preparing to go to work. The board was satisfactory, the sleeping quarters thoroughly modern, hot and cold shower baths were provided and no excessive hours piled upon the workers, yet such was the ebb and flow to the travelling fraternity that production was far from being what it should be. Hundreds of men lost many dollars in moving from place to place without any valid excuse or reason.

Now there is a surplus of labor, and men, who were formerly hanging back, are anxious to secure jobs in the woods; in fact employment offices are besieged by many for whom they cannot find anything to do. Several operators have written the "Canada Lumberman" saying that the present wave of unemployment has brought them relief, in that it is making men, who are already engaged in logging operations, more efficient, contented and progressive. For the first time in years they are not leaving in droves, but are quite disposed to hang on to the positions which they have, knowing that if they step out, many others are willing to step in, so large are the number of applicants at various centers. The crews in the bush are giving visible evidence of increased production. Some logging companies have reduced wages and it is stated that others will follow by the beginning of the new year.

It is a long lane that has no turn and an ill wind that does not benefit some one. The logging and lumbering companies, after many years of loss, patience, discouragement and difficulty are at last being rewarded by a more faithful performance of duty, fewer complaints, more continuity of service and greater output on the part of their bushmen. In the past it has been a case of the operator seeking men and offering all sorts of inducement in order to get out his timber. To-day conditions are reversed and fellows, who never could be induced to leave the city with its brilliant lights, picture shows and music halls, are now grateful for employment at even considerably less money than has been paid during the past few years.

"The greatest incentive to efficiency," declared a manufacturer the other day, "is the lessened employment. I never secured the best results from those in my services until I took down the sign "Men Wanted." Then production began to be speeded up, for the fellows already in my employ realized that they had to earn their money or be displaced. As long as the number of men available exceed the number required, we are generally sure of faithful, productive work."

Facing the Future With Courage

This is a critical period in the history of Canadian industry. Difficulties have arisen and an unexpected quietness developed in the lumber line as well as in all other avenues of activity. There is, however, no need for despair or pessimism. The man who does not lose his head during a crucial time is the one who is at all stages master of himself and the situation. He calmly meets every emergency and does the best that he can, with faith in himself and faith in the future. He is not on the mountain-peak of hope one day and in the valley of deep dejection the next. In other words, he keeps his head.

There are a few in the lumber vocation who seem to have lost all confidence in humanity, and the status of the industry. One would think, to hear them talk, that the bottom had dropped out of everything, the sun had ceased to shine and nothing but blackness and desolation could be discerned during the coming years. These men made good profits during the first six or seven months of 1920, and during the next three months they, no doubt, managed to clear expenses and earn a fair return of investment. If, during the last three months they have to take a loss, there is no reason why a howl or wail should be sent up like that of a lost soul. Averaging the good months with the bad, we venture to say that there is scarcely a lumberman, be he wholesaler, retailer or manufacturer, who during 1920 has not had a most satisfactory year.

Because things cannot always be kept at the peak and every enterprise ride on the crest of the wave, there is no reason for hauling up the flag of distress or becoming panic-stricken. It is how men and institutions conduct themselves in time of danger, doubt and loss that their true character and worth are revealed. Some of those in the lumber line today need more strength of character, steadfastness of purpose and buoyancy of disposition. The mercurial, volatile individual is never a leader in any effort. He does not play the game in a true, sportsmanlike style or with grim determination.

It is most important, therefore, that all those engaged in the lumber industry should set their faces steadily towards a saner adjustment of business and wisely and carefully meet the existing situation in an endeavor to place things upon a solid basis and stabilize conditions. Periods of extreme inflation and serious deflation are not conducive to permanency or productiveness and do not, in the end, make for the prosperity or happiness of either the individual or the industry.

Now is the time when all units should get together, and when co-operation should be the watchword. As was pointed out in a recent address by the Premier of Ontario, the present period of stagnation will soon pass if the people meet it in a proper spirit and view it in a proper light.

It is the duty of all to face the problem of deflation and face it squarely and fairly. These are not the days when the false principle of "every man for himself" should prevail, but rather is it an occasion when "a long pull, a strong pull and a pull together," will do much to tide the business world over hesitation and pessimism. Playing the game; and playing it honorably, openly and fearlessly, is the great need of the hour. Be aggressive and optimistic and do not leave too much to mere chance.

We extend the season's greetings and wish you and those whose happiness is yours a full measure of Christmas joy and success for the New Year

Studying the Forests of Ontario from the Air

Feasibility of Using Aerial Craft in Survey Work Amply Demonstrated—How Great Stretches May be Covered Rapidly and Completely

By Roland D. Craig, F.E., Ottawa, Commission of Conservation

The aeroplane has at last come in answer to the prayers of the timber cruiser. Few of us, who have bucked the brush with packs on our backs have not longed for wings that we might clear the impeding rocks, muskegs and windfalls and also that we might obtain a bird's-eye-view of the lay of the land. I might also add that some of us had little hope of acquiring them while we were on that job.

The old saying that one cannot see the forest for the trees is often true, but when flying over a tract one can see it spread out before him like a map the lakes, muskegs, burned areas and green timber and can record these observations with greater accuracy than is possible from ground reconnaissance without a very intensive survey.

In estimating timber two factors are necessary, first, the areas of the waste land and of the various types of forest, and second, the average stand of timber on each type. The areas can be secured from an aerial survey more accurately and in a small fraction of the time required by a ground survey. The composition of the stand and the relative quantities of timber can be judged within certain limits by an experienced observer, but, knowing the location and extent of the timbered areas, the estimator can eliminate the waste areas and confine his cruising to the productive lands and with a comparatively small amount of ground work can secure definite information as to quantities of timber.

Transportation is an important item in conducting a forest survey. It frequently costs as much and takes as much time to get a survey party to and from the tract to be examined as is required by the actual survey. In regions where lakes or large rivers are numerous, such as in eastern Canada, almost any area can be reached by a sea-plane or flying-boat in an hour or two from the existing means of transportation. Distances which require weeks of canoeing and portaging can be covered in almost as many hours by air-craft, as these machines travel at a rate of 60 miles or more an hour.

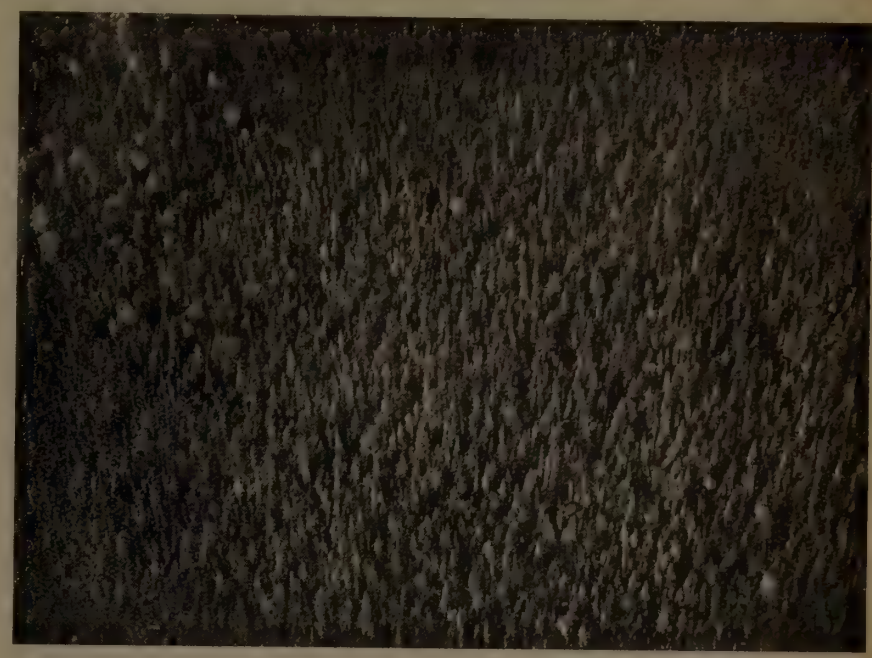
Through the co-operation of the Air Board, an experiment in aerial forest reconnaissance was conducted this autumn in the vicinity of Timiskaming lake by the Commission of Conservation and the Entomological Branch of the Department of Agriculture. Dr. J. M. Swaine, Chief of the Division of Forest Insects, by observations of the defoliated spruce and balsam trees, succeeded in determining the location and extent of the spruce bud-worm infestation which is spreading from the pulpwood forests of northern Quebec into Ontario. Flights were made from the base at Haileybury covering a radius of about 100 miles and extending south to Otter Station and Kipawa Lake, east to Lake Expanse and north to Larder Lake. This operation has the distinction of being the first aerial entomological study ever conducted.

Dr. J. M. Swaine, Chief of the Division of Forest Insects, Capt. C. McEwan, pilot, and Roland D. Craig, Commission of Conservation, landing at Haileybury after a 300-mile flight over Timagami Forest Reserve

For the purpose of determining the feasibility of using air-craft in connection with our survey of the forest resources of Ontario for the Commission of Conservation, Major Edgecombe and the writer attempted a reconnaissance of the region around Timagami Lake. We "camped" at a hotel in Haileybury and it took only a few minutes to get to our work in the morning 20 or 100 miles away.

In four days flying we mapped in the main types, such as coniferous, hardwood and mixed forests, recent burns, muskegs and clearings on approximately 1,800 sq. miles. Later we compared our aerial observations with what we could see from Timagami Lake and found that from 3,500 feet we had noted every block of any appreciable size of the various forest types.

On the return trip to Ottawa, a few days were spent in examining the area adjacent to Lake Nipissing, using Trout Lake as a base. As a result of this experiment, the Commission of Conservation is planning to conduct, with the assistance of the Air Board, an extensive aerial survey of the forests within flying reach of the National Transcontinental Railway in Northern Ontario during the coming summer. By this means, the existence or non-existence of commercial supplies of timber in these northern regions will be established in a very much shorter time and at a very much lower cost than in any other way.



An oblique view of a well timbered area on the north shore of Lake Nipissing. Note. That the main stand is spruce and balsam with a group of maples near the upper left-hand corner. Some white pine and white birch can also be distinguished

Believes that Cities Should Lend

On first mortgage, the loan companies will advance forty or at most fifty per cent. of the total value of a residential property, says a Toronto man. When the builder sells, this mortgage is assumed by the purchaser. But unless the latter is able to pay the remaining sixty per cent. in cash, a second mortgage must be drawn. In many cases this is taken by the builder himself—not to keep (for he would thus lock up his working capital), but to sell at the earliest opportunity. He knows that it will not fetch anything like its face value. In placing a price upon the property he has allowed for this fact. That is, he has charged the purchaser not only cost plus profit, but cost and profit plus the loss on the sale of the second mortgage. For that reason the second mortgage is to-day a substantial factor in the high cost of homes.

The builder of a $5,000 property will probably secure—and transfer to the buyer—a first mortgage for $2,000. The purchaser may have only $500 in cash. The builder is then forced to take a second mortgage for the remaining $2,500. He is lucky if he can sell it for $2,000. Who loses the five hundred? Not the builder if he can help it. It is safe to say that he has protected himself by charging just that much extra for the property in the first place. It is the buyer who pays this $500 for which he receives no value.

The city of Toronto should consider the securing of statutory power whereby it would be enabled to enter into such transactions by lending money on second mortgage. The loans might properly be confined to homes not exceeding a stated price, and the city would require to be satisfied that the builder was making only a reasonable profit.

Man Power Greatest Factor in Business Today

Personal Element, What it Constitutes and How It Can be Developed—What You Are Plus What You Know—How Progress is Made

Mr. A. L. Boyd, manager of the Sheldon School of Salesmanship, Toronto, in his able address recently before Wholesaler Lumber Dealers' Association on "The Personal Element in Business" said:

"You would do well to take to heart the ideas which have been so forcibly expressed by the previous speaker, and have each member of the Association make out its monthly credit report and submit it to the secretary regularly and promptly. Any man who has his ear to the ground these days can sense something of the situation that is coming and that will test the business ability of many men during the next six or eight months.

"If I were to visit any one of your institutions to-morrow, I would find with each institution just three powers by and through which you do your business. I would find there a certain amount of money at your disposal. I would find in the second place your equipment; that is to say your office, your stock, your records etc. This is your equipment power. Then, in the third place, I would find something else beside your money and your equipment. I would find man power. Just these three powers would I find. Now when you turn the searchlight of analysis on these three powers you do not have to search very long to discover that one of them is cause and two are effect. Destroy the man power of your institution but leave your money and equipment power intact. Your money and equipment would then rust in idleness. But destroy your money and equipment and leave the man power intact and your money equipment power will come into existence again, because the man power is the creator of the other two. The man power is the greatest factor in your business.

Profit Through Service Rendered

"Now the purpose of your business is to produce profit through the service that you render to those who buy from you. In other words, all your knowledge about how to build business is, in the final analysis, knowledge about how to serve those with whom you deal. You cannot continue to build business; you can get business for a while, but you cannot build business, in the absence of confidence. It is a well known statement that confidence is the basis of trade, but confidence will not continue very long without satisfaction. Without your customers being satisfied there is no confidence. The only way that you can satisfy your customers is by rendering them service of the right quantity and the right quality, and with the right methods of conduct in your relations with them. If we wanted a little more heat in this room our thoughts would immediately run, by the law of association, to the cause of heat—fire. We all know that it is a fact and not a theory that a little fire will create a little heat and greater fire will produce a greater degree of heat. No one will question that statement. I doubt if it is equally clear in the minds of all that a little service, or inefficient service produces, by the same way of life, a little deserved reward; and that a greater service or a more efficient service causes a corresponding degree of deserved reward. That is to say, we all recognize that fire is the cause and heat the effect. But do we see with the same clearness that service is cause and deserved reward the effect. In real life do we not oft-times find ourselves concentrating our minds upon the effect and failing to concentrate upon the building power of service. Note full well that if we see to the cause the effect—deserved reward—will take care of itself."

Mr. Boyd then made use of a diagram consisting of three horizontal lines to illustrate some of his remarks.

I IS R

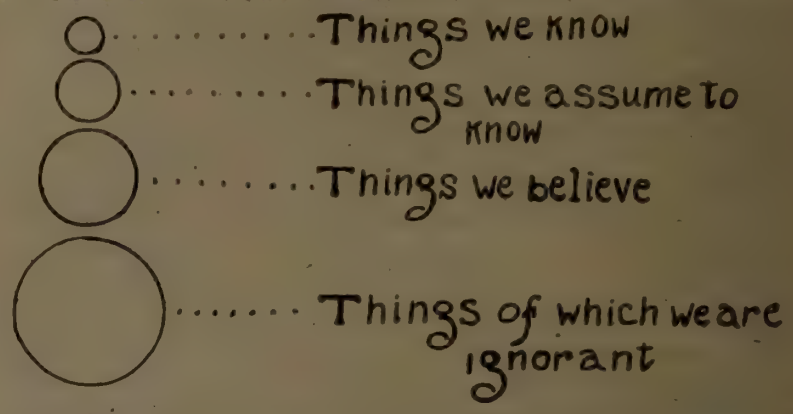
The last of these lines, he said, represented reward, the thing we were all after. The second line represented the cause of reward—service. And what was the cause of service, the thing that produced service? "It is the individual. The first line represents not only the individual, but the institution as well. The power of your institution, indeed, is the result of the sum of the power of the individuals from the president down; everyone on the pay roll.

"If we concentrate our attention upon individual, or personal power, the service will follow naturally by a law of life. How much service? Service in exact proportion to the personal power of the individual, or of the institution. And the deserved reward will follow the service rendered. For the man who really knows how to sell goods knows how to sell his own personal service as well. The man who tells me that he is working for less than he is getting; that he is worth more than he is getting, tells me in just so many words that he is a poor salesman.

What Constitutes Personal Power

"Now the question to-night is one of individual or personal power. Look well to the cause and the effect will take care of itself. Personal power of what does it consist? Your personal power consists of just what you are, plus what you know, and nothing more. I repeat. Your personal power to serve and therefore to earn consists of what you are plus what you know."

Mr. Boyd then referred to a magazine article which he had lately read containing a striking illustration of the point under discussion.

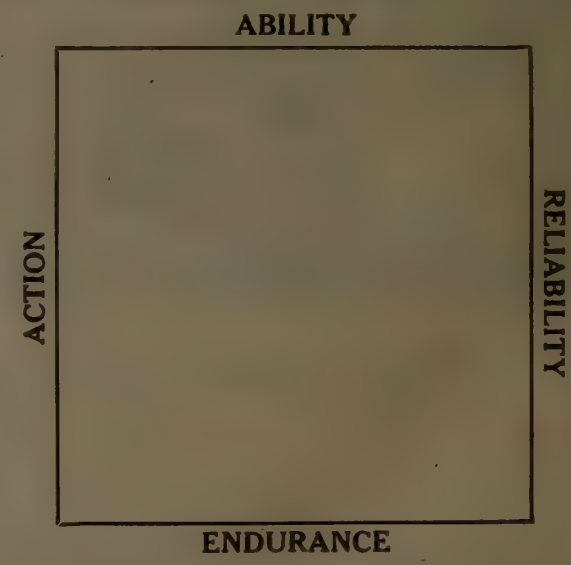


The illustration consisted of four circles of different sizes. The smallest circle represented things we know. The next represented things we assume to know. The third represented things we believe. The largest circle represented things about which we are ignorant.

"The more I thought over that to-day, the more truth I could see in it," Mr. Boyd continued. "Our personal power to produce business is based upon what we are plus what we know. Now, it is oft-times said that knowledge is power. It is not true. Knowledge properly applied is power. The value of knowledge depends upon the personality of the man applying it. The value of a dollar depends upon the man who is using that dollar. The value of an hour depends upon the man who is using that hour. The value of an idea depends upon the man who is using that idea. The value of your knowledge depends upon you; what you are physically, mentally and morally. So that, in the final analysis, knowledge plays a comparatively small part in the business of life and personality plays a mighty big part.

Persuasion, Purchase, Product, Profit

"'Salesmanship is said to be personal power to persuade plenty of people to purchase your product at a profit. Some people think that your power of salesmanship these days, especially in the past



few years, is your personal power to persuade plenty of people to purchase your product at a profiteer's profit. But any man knowing the facts knows that this is not true. The fact remains that your salesmanship is based upon your power to persuade, your power to

get the other fellow to feel as you feel, to see as you see and to act as you wish him to act; to get him to see that the transaction is of mutual benefit and that a transaction based upon any other foundation is dishonest and is not a business-building transaction, for business is service.

"Now let us look for a little while at this question of the personal power of the individual. I remarked that personal power consists of what you are plus what you know, and that the value of your knowledge is determined by what you are. Let us turn the search-light of analysis for a while on a simple diagram so that we may get clearly before us what we mean by that assertion.

There is a great deal of discussion on the question of personality. Like all other compounds it is more or less complex, and more difficult therefore to understand, but when reduced to its simple elements it is very clear. Let the top line of this square represent your physical condition. Your physique has very much to do with your business success. Your body is part of your personality. If you are not feeling very well we represent your physical condition by a short line. But if you are eating your three good meals a day and feel well, we represent your physical condition by a longer line.

But the question is not, are you healthy to-day, any more than are you wealthy to-day. You may have inherited health as well as wealth. The real question is, are you so living to-day in harmony with nature's fundamental laws as to guarantee your future health? Think of the number of men who drop off between 50 and 60 and 70, who ought to live to a ripe old age, just when they made money to enjoy and to spend wisely in the interest of others. Just when they have accumulated power to render a big service, they die, because they have given their attention to everything else except to one of life's essentials, the human body. The human body is the most wonderful creation—least understood and most abused. It is true that most of us know far more about how to take care of our motors than of our bodies. We simply rush on, all the time thinking that we are acting wisely, but the vast majority of us are disobeying nature's laws pertaining to our bodies.

Obediance to Fundamental Laws

"There are just seven fundamental natural laws which, if we obey them, we will be blessed with physical endurance. I will not take time to mention them tonight. If we obey them we will have physical endurance—the capacity to stay in the game; not only that degree of health which enables us to go about our work but which enables our mind to be always at its best.

But you may be ever so healthy and yet not succeed in business. Health alone is insufficient. Your intellectual life, the intellectual side of your personality plays a very important part in your success. With your intellect you can do just two things, and no man can do more with his intellect. You can think and you can remember. Now if you are a mighty thinker and if you have a poor memory we would have to represent your intellectual condition by a short line. Your intellectual condition would be represented by a long line if you are a clear thinker, an accurate thinker, a logical thinker, a creative thinker, a constructive thinker. Most men do not really think independently and creatively at their work. Most men somehow are limited in their thinking, to the work in hand. They cannot think beyond their job. They only think that they think. Some wise guy put it that they only think that they think. Thinking is the hardest job that we can undertake, but it pays. Now if you are a good thinker and if you have a good memory—and you think creatively you will not have much difficulty with your memory, your physical condition will be represented by a long line. A good memory is the natural result of creative thinking. We will assume that you are a good thinker and have a clear memory. We will let the top horizontal line represent the intellectual side of your personality—the side which is called ability, in an intellectual sense. The difference between one man's ability and another's is in his capacity to remember. But you may be possessed of a splendid physical condition and you may be a man of a high degree of ability and yet lamentably fail in business.

Developing Ability and Reliability

It is just as important that you have the reliability side of your life well developed, as it is that you have the ability side of your life. Reliability is made up of such qualities as self-confidence and cheerfulness. What is the good of an idea if you have not courage to use it? Do you suppose you can make a great success as a salesman if you are a pessimist? You cannot be a success if you are constantly taking the attitude toward life that was taken by the old lady who said she always felt bad when she felt good because the knew she was going to feel worse to-morrow. You cannot come into contact with the other fellow without him felling something of the qualities of life. You cannot build up a business by being dishonest. You can get business that way, but you are not in business for a year, but for a long time. You can make money at times by being dishonest. Many a man thinks he makes money by being dishonest, but dishonesty is a confidence killer. It tends to disintegrate the very foundation of your business. If a man makes money and practices dishonesty in his business, he succeeds in spite of his dishonesty, not because of it. He would make more money if he had added honesty to the qualities on his reliability side of life. The biggest factor in your life comes from the reliability side—that quality of certainty in you which causes you to look the other fellow square in the eye and get the other fellow to feel that he is being treated in every way at the hands of a gentleman.

"The function of management in your business is to take and work up men, money and equipment, but if you do not know how to choose men, each for his own peculiar type of work for which nature has best fitted him, then you are not a good manager. If you do not know how to recognize the outstanding characteristics of men, business for you is simply chance work and it is impossible for you to choose wisely and to direct and supervise.

The value of any man in your employ is determined by the amount of supervision that he requires. The more he can carry on his work without supervision, the more valuable the man is. This is just as true of you, Mr. manager as it is of your employees, with this difference, that an error of yours is more important than an error of your employees. Learn to supervise yourself, study the qualities that make up your own life and be able to put your mental finger upon its faults and to determine where you are weak and where you are strong. You are facing disaster if you permit the qualities on the reliability side of your life to be the inactive, destructive and foolish qualities. Look well to the reliability side of your life.

Faculty of Quick and Correct Decision

But you may be well developed on all these three sides of your life and yet fail. What about the faculty of quick decision as well as correct decision that every executive has to exercise, the faculty of interpreting facts clearly and rendering a quick decision? What about the faculty of despatch? Many a man takes twice the time that is needful for doing the things he undertakes. And what about initiative? Many failures in life are caused, not by lack of opportunity, but by lack of the capacity to see and to sieze opportunity. It is the capacity to create opportunity that counts. That is what your salesmen are doing. That is your business—creating opportunity for your firm to serve the public. Are you creators of opportunity?

Do you love your work? Was it Elbert Hubbard who said, if you do not love your job don't worry about it—some other fellow will soon have it? The man who fails to fill up properly the hours for which he is paid, is dishonest. It is just another form of stealing. The man who does not do more than he is paid for, who is not willing at least to do more than he is paid for, is very foolish. Just keep your eye on that man who becomes desperately interested in his work that occasionally he forgets his meals—forgets the time—looses himself in his job; the man who puts his entire personality into what he is doing. He is the fellow who does not stay long on that job. There is a demand for that type of man. These are the qualities that pertain to the action side of life. The degree to which these qualities are developed, plus your physical condition, determine the size of that square. The total sum of all these faculties is your personality—what you are. The square represents your personality and the degree to which your faculties are developed determines the size of the square, determines the actual practical use to which you put your knowledge, and determines it with absolute accuracy. It, therefore, determines your service rendering power, which in turn determines your value.

All Men Have Their Weak Sides

"Now the question arises—I have yet to meet on the streets of Toronto any man, anywhere, so symetrically developed as to have his personality represented by a perfect square. We all have our weak sides and the question is how does the presence of a weakness affect our earning power. Suppose, for illustration, this (pointing to the action side of the diagram) were your short side. Suppose you are only one half as active intellectually as you are able. How would that affect your earning power? Now I am going to make a statement that is not absolutely, scientifically true, but so near the truth that for all practical purposes we can accept it. Your actual earning power will be equal to the square of the shortest side. If you are only one half as active as you might be, you will earn only one quarter the money you would earn if you got busy and developed the faculties on the active side of your life. Do you know which is your shortest side. I am not talking about fault or failure on one side or the other, it is the shortest side that countts. Do you know which it is? If you do not, have you much of a chance to actually increase your earning power?

"It is a law of life for each man to develop the long side and to leave the short . This is a fact and we had better face the facts. The truest business spirit is to face the facts fearlessly and then adjust ourselves to those facts. Do you know which is the shortest

side of your life and what faculities are responsible for the shortness? And do you know how, having discovered these weak faculties, to develop the corresponding success qualities so as to greatly increase the length of your short side and thus increase your personal power?

"Most men think they have a pretty good introduction to themselves. We are the last individuals to whom we get a good square introduction. I have yet to meet the first woman whose estimates of her husband's qualities coincide with his estimation of his own qualities. The real question is, have we ourselves in hand? Are we working on the job of developing the man power within our institution—ourselves and those whom we serve? Personality is the greatest power in business. It is the greatest power in salesmanship. It is the thing that determines the value of our knowledge. If you get busy on this question, if you form the habit of looking within yourselves to find the cause of your failure and not blame it upon external conditions, then you are going to get some place. You are going to make progress.

It is just exactly twenty years this month since the late Andrew Carnegie gave an address at Montreal to the students of McGill University at which I happened to be present and I was greatly struck with his words. He was giving a talk on the secret of his financial success, and by the way, he had been invited to do so in order that he might have an opportunity of contributing something to McGill University. He said, among other things, "I spent much time studying how to discover my personal qualities, how to develop those qualities and how to make them effective, while others fixed their eye on the dollar and then wondered how I accumulated my wealth." Others, he said, busied themselves through the long years trying to secure the dollar that was closest, only to awaken at last, if indeed they ever did awaken, to the fact that the man who turns his attention to the study of himself and how to develop the qualities that comprise his personality, even though it be but for an hour a week, will outdistance his fellows in the race for money."

Big Opportunity for the Retail Lumberman

By W. Arthur Lynn

Mr. Retailer, are you taking your part in the practical publicity work which has gained a firm foothold in your industry, or are you sitting back indifferently as lumber merchants did in days that have passed and saying. "You can't use publicity in the lumber business?" Now is the time to think up something original, something worth while, to extend your business, not next month or next year, but to-day.

Get into the game at once and graduate your business from that time-worn and abused description "the lumber yard." Your business is a retail one, just as much and without exception as the furniture dealer's and the lumberman can advertise his goods as attractively by featuring the finished home as the furniture man features and illustrates the furnished room. The furniture dealer sells furnishings for the home, but the lumber merchant sells the main requirements for the building of that same dwelling. He has a big hand in the building materials of the garage, the silo, the additional sun porch and, if handy to the farm trade, will supply the lumber for the new barn, implement shed and other farm buildings. There isn't another line of business in the land affording the retailer so many opportunities to introduce taste and science in selling as the lumber enterprise.

Not a few retailers in various parts of the Dominion, who are now conducting their businesses on a sound, modern basis, and using advertising and display space to great practical advantage, have attracted the attention of the "Canada Lumberman." One of the most prominent and, perhaps, showing the most activity is a comparatively young retailer in an aggressive town in Western Ontario. This man, whose business perhaps is rather well situated in a town of some six thousand population and surrounded by a prosperous farming district, is finding satisfaction in a vigorous advertising and publicity campaign. He is using the columns of his local newspaper to good advantage by displaying a well thought-out series of advertisements of cosy homes and other well-planned buildings for different uses. He has also found time to criticize his own surroundings relative to his place of business, and has converted the wall of his office building which faces the street, into an attractive show-window at a comparatively low cost. The improvement is proving exceptionally well worth while, in backing up his local advertising.

One of the many bright displays thought out was a miniature bungalow and garage of wood, painted in appropriate and tasty colors. This was not an expensive idea and a good deal easier to work up when one gives it some thought. The original and novel display was the subject of much comment and people stop on their way about town to see the window just as they halt to look in at the grocer's or haberdasher's. Do you not think this is a worth-while advertisement?

Another good display (and, incidentally in the window at the present time) is a group of doors and window sashes showing several practical designs of French and Dutch windows, panelled doors, etc. This window, while being attractive to the passer-by, is a great help to the builder for illustration purposes in aiding the prospective builder of a home to gain some modern ideas along these lines. While placing your business in a favorable light towards the home builder, the contractor will also unconsciously bring business to you if he finds you are aggressive.

These are only a few practical methods of modernizing the lumber business at present in practice by wide-awake dealers who realize the importance of an up-to-the-minute service.

People of to-day are literally craving for the introduction of art into their homes, something that will appeal to their sense of good taste. It is up to the lumber merchant to start the ball rolling by showing some real individuality to the consumer in the selection of attractive surroundings. Think it out by asking yourself, "Isn't there some way I can make my place of business rank as one of the attractive spots in the town?

While the foregoing suggestions may not fit in to every business, they may, possibly, inspire some retailers who are really anxious to elevate their businesses to a more dignified plane, increase their service to their community and secure for themselves a wider connection and larger turnover.

New Lumber Company Organized

The timber and lumber firm of W. & J. Sharples, Reg., of Quebec, has been reorganized and incorporated by letters patent at Ottawa under the name of W. & J. Sharples, Limited. This firm, which was established in 1818, at the death of Hon. John Sharples, came into full possession of Mr. Wm. Power, ex-M.P., who by right of purchase from the estate of his late partner, became the proprietor. Mr. Wm. Power, who has been associated with the firm as a junior clerk from the time he left school, sixty years ago, by sheer ability and close application to business, as well as integrity of character, rose step by step until he became a full partner. Realizing lately that he was now in the autumn of life, and desirous of showing his appreciation of the service rendered the firm by his sons and old employees, Mr. Power

Wm. Power, ex-M.P., Quebec

John Levie, Quebec, P.Q.

decided to form a small stock company with a capitalization of $1,500,000, in which are now associated as members of this company his sons, Mr. John Levie and other old and faithful employees.

At the same time Mr. Wm. Power, who has been the centre and sole owner of the Power lumber interests with its mills and timber limits, has also formed these interests into a private company in which his sons and old employees constitute the membership. This company has just been organized and incorporated under letters patent of the province of Quebec, under the name and style of "The Power Lumber Company, Limited," with a capital of $2,000,000, for the purpose of purchasing and operating certain mills, properties, limits and freehold lands, situated on the south shore of the River St. Lawrence. The company intends to purchase the River Quelle Pulp & Lumber Company and the Lafontaine Lumber Co., together with certain mills situated at River Manie and Lapointe in the county of Kamouraska and St. Appollina, in the county of Montmagny, also other lands and timber holdings in the vicinity. Montreal, Ontario and Quebec capital is interested in this company. The head office will be at St. Pacome in the county of Kamouraska. No stock, however, will be issued for public subscription.

A man has a right to expect to succeed in business only so long as he is entirely and unalterably on the square.

The Logship is Unbreakable and Unsinkable

She Can Weather Any Storm and Resist Ice Screwing—How the Craft is Built and Her Advantages in Transportation of Lumber Overseas

References were made in the English Press some months ago to the effect that the late Sir James Ball, Timber Controller of Great Britain, had announced that plans were under way in Canada for practical tests of shipping lumber across the Atlantic and the Pacific by means of demountable rafts.

It was then pointed out that, should the experiments prove successful, they would solve the problem of high ocean freights and at the same time afford easy facilities for transporting the forest wealth to Great Britain. The designer and patentee of the logship referred to is Mr. Alexander Livventaal, of Montreal, who has given the following information as to the construction and capabilities of the logship to a representative of the "Canada Lumberman."

The logship, says Mr. Livventaal, is not a ship in the common acceptation of the word "ship" i. e. a "bottom," but a cargo of sawn lumber, piled and fastened into the forms and lines of a flat sailing schooner. Cargo and ship are but one. On arrival at destination the ship is dismounted and nothing is left except sails, rigging, rudder, navigating implements, and fastening devices, which are packed and returned to the base to be fitted to another logship.

Thee Cargo and Ship Are One.

The logship navigates water logged; there is no water-tight hull, and, therefore, no calking. The logship is unbreakable and unsinkable, does not fear the Arctic ice, can weather any storm and resist ice screwing. She can sail on moderate smooth ice, break through it, cut the broken ice and push her way out.

The construction is simplicity itself and does not require highly skilled labor. Undertaken by a trained engineer, construction proceeds at the speed of output of the sawmill. There is no stevedorage nor piling. The pieces necessary to form the keel, the keelson, and the stiff backbone extending from stem to stern, and from keel to deck, as well as the binding members, are assembled ashore and floated into position, where they are fastened together. Lumber to be transported is carefully packed lengthwise and crosswise between the binding members and the backbone; every one of the pieces is attached to the next by means of a patent clip composed of a disc of steel, having sharp projecting pins on each face. This patent clip practically solidifies the entire cargo frame and binding members into a solid piece of wood.

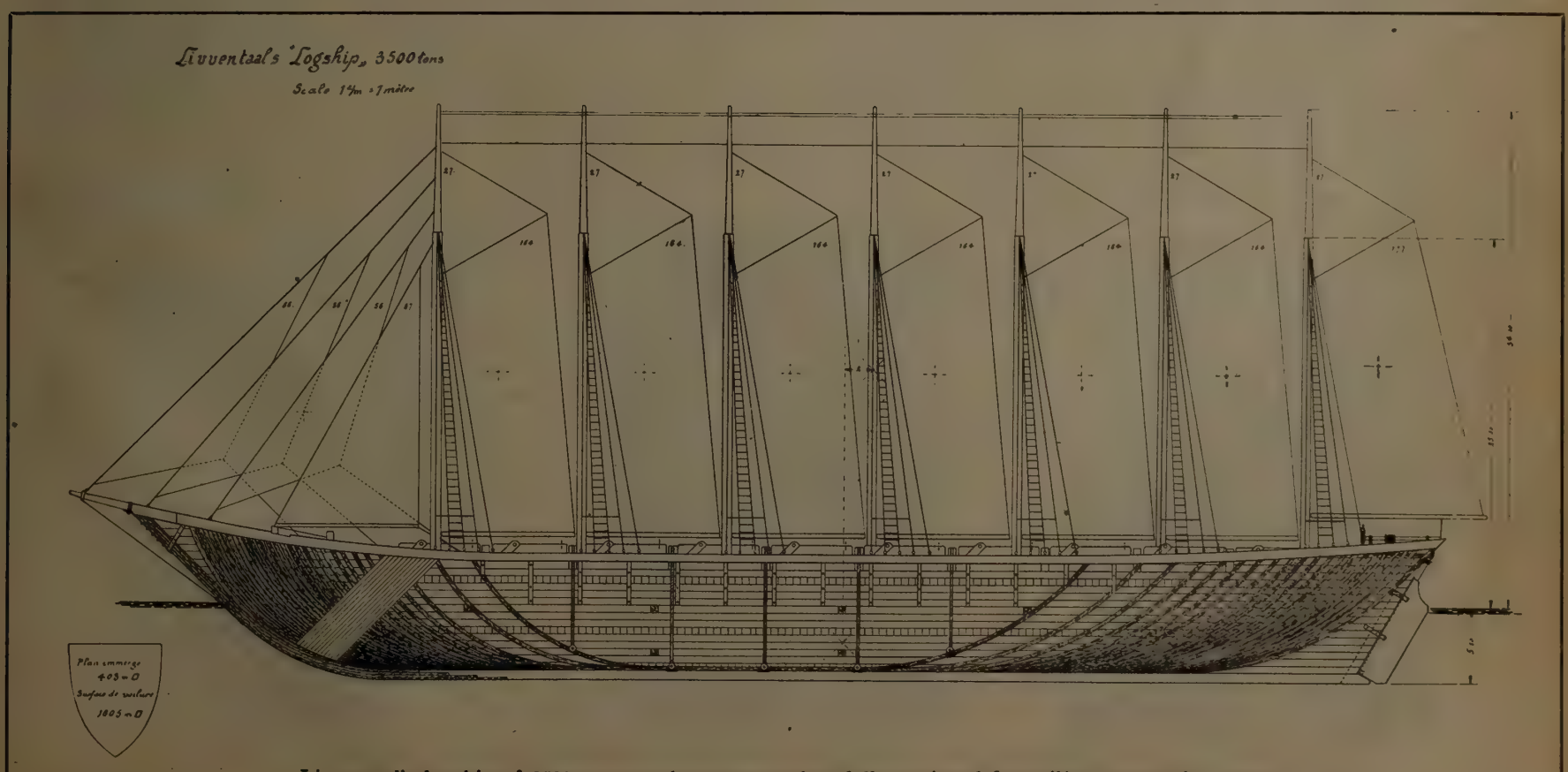
Fore and aft the binding pieces are firmly secured to a running gunwale, extending from stem to stern, and to secure the whole and give it an additional safety, co-efficient five extra lashings composed of chains at the bottom of the ship and of steel wires on the sides, are brought together on the deck by five powerful double screws, the pressure of which can be regulated to suit the expansion resulting from the penetration of the water into the wood. This penetration is very small on the side of the log, but very great at the ends; therefore the ends of each piece have to receive a coat of tar. This is very beneficial to the wood and becomes the trade mark of lumber shipped by logship.

With a force of thirty laborers, led by one killed engineer and one killed carpenter, handling one hundred and fifty standards per day—i. e. five standards per man (a very low average)—the logship can be constructed in ten days; the fixing up of the rigging and the preparations to sail would absorb another ten days, and it may, therefore, be safely assumed that a ship containing and put to sea every twenty days of work.

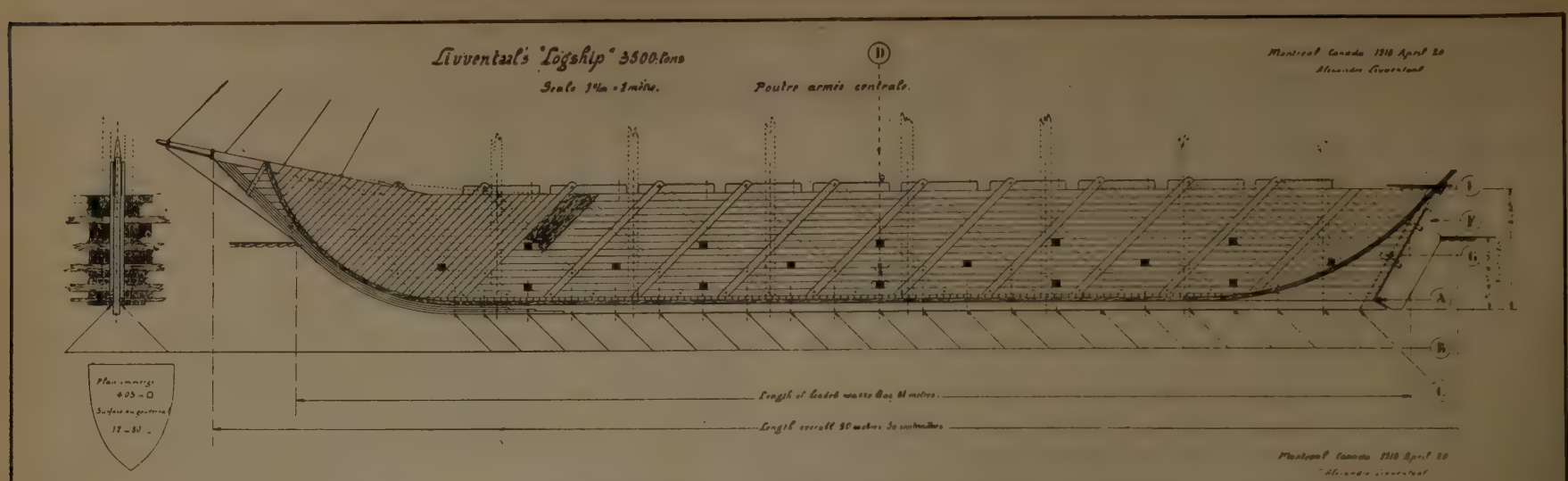
The logship could not be constructed on the water during the winter, but could be constructed on launching ways so as to sail over hard ice to the fringe of the water, where it would break through and free itself under sail. The theoretical displacement of the ship is four thousand five hundred metric tons, this varying with the density of the wood. The total length is 298 feet; loaded water line 267 feet; draft of water 17 feet; beam 49 feet; height 24 feet; height over water, forward 22 feet, amidships 7½ feet, and aft 15¾ feet. Assuming three tons per standard the logship would be composed of fifteen hundred standards, of which twelve hundred would be the cargo proper and three hundred the structure and binding frames.

Rides the Sea With Ease and Grace

By her homogeneous nature, giving a uniform distribution of weight throughout her mass, and by the unit construction allowing water to perpetrate through the small spaces left between the logs, the logship is very much less sensitive to the rolling effects of the sea than ordinary vessels. At the moment that the oscillation takes place the water forced on the sides of the ship percolates through all the spaces left free by the "grips" and is to some extent drawn in by the depression that is taking place on the other side of the vessel. The logship will also be less from pitching than other ships; by her design



Livventaal's logship of 3500 tons as she appears when fully equipped for sailing across the ocean


Livventaal's "Logship" 3500 tons
Scale 1/16 = 1 mètre.
Poutre armée centrale.
Montreal Canada 1918 April 20
Alexandre Livventaal
Length of loaded water line 80 metres
Length overall 90 metres 50 centimètres
Montreal Canada 1918 April 20

View of logship under construction composed of 1500 standards of which 1200 forms the cargo proper

fore and aft she is forced to lift on the wave. The fore part is constructed so as to protect the deck from "jumping in" seas. The regularity of the distribution of the weight of the mass is a factor in appreciably reducing the pitching.

The central backbone of the whole system, on which all the elements of the cargo are bound, is calculated so as to absorb all the shearing effects and moments of inertia to pitching or rolling. The strength of the logship is such that taking the co-efficients recognized by the Canadian Government and emanating from the testing station, and assuming that the logship is supported by the two extreme points of her keel, a load of 3,996 tons placed amidship would just equal her resistance.

The logship has the following characteristics: Ease of motion, stability of platform, rapid absorption oscillation, ease of evolution, free lift to the wave, and conservation of speed on a rough sea.

The effects of sea water on swan lumber are beneficial in so far as the sea water acts as a disinfectant. As the ends of the pieces are tarred, the amount of moisture absorbed is very small and dries up quickly. The "Rafnut," a raft constructed at Haparanda and towed to Ipswich in England, practically demonstrated that lumber can be transported by logship without any bad effect upon the wood, and at much cheaper rates of freight and insurance than by ordinary vessels. In the Livventaal logship the spacing of the logs permits the passage of water and air and thus prevents the formation of fungi and dry rot.

Reduces Cost of Freight to Minimum

The depreciation of merchantable value of the three hundred standards of lumber composing the stiff keel and binders is practically nil. The designer took care to select classes of wood used in paving streets, and spaced the bolts so as to have lengths suitable to cut the blocks. These blocks are sold at a higher price than running lumber. In this way the whole cargo, including the keel and binding members, can be disposed of at advantageous prices.

The logship, it is claimed, frees the lumber exporter from difficulties of shipping and reduces the cost of freight to the minimum figure. The vessel has been designed for trans-Atlantic and trans-Pacific work and it is calculated that she can weather the worst possible storms.

The scantlings, plans,rigs, and calculations have been submitted to the following authorities: The Minister of Shipping, Great Britain; the Minister of Marine, Canada; the Mercantile Shipbuilding Board of the Admiralty; the Board of Trade, and the Ministre de la Marine, France.

The Naval Staff of the British Admiralty has granted free navigation to this type of vessel.

Lloyds Registry had agreed to insure the ship against total loss at seven per cent. of the net value of the cargo plus 25 per cent. for costs and profits.

The total crew necessary for the sailing of the vessel is eight men, besides the captain.

The New "V-Bed" in Felling Trees

When Father Noah and his husky sons chopped down the trees from which to build the ancient Ark, they undoubtedly employed the "under cut" method in hewing, ran the risk of being injured by the "kick back" of the falling timber as it left the stump, and also very likely spoiled many feet of good lumber by reason of the "splinter draw" that ripped up the log.

Even before Noah's days, back to the time that the memory and records of man runneth not, and up to the present age of modernity, sawyers and lumber-jacks have used the same old "under-cut" method, honored by antiquity in chopping down trees, entailing the same menace to life and limb and the same wasting of valuable lumber.

This new "V-bed" method described by "Common Sense," has been evolved after careful study, exercise of ingenuity and patient experimentation by the Southern Pine Association, which is advocating its wide use by lumber producers all over the United States, as well as among its own subscribers in the South, seeking to give all branches of the forestry industry in the country the benefit of the discovery.

An idea of the importance of this new method is given in the fact that experts of the Southern Pine Association have estimated that if the "V-bed" method were applied to every tree now cut in the United States the saving in lumber would amount to the total annual products of several sawmills.

Twenty-five per cent. of the time lost due to accidents in the logging operations of Southern Pine mills last year resulted from the fall of trees, logs, etc. A large proportion of this was directly traceable to the "kick back" of falling trees. By eliminating this cause, the "V-bed" will produce a further saving in dollars and cents, but what is still more important, it will result in an inestimable saving of life and limb.

Possibly some unkind things have been said and written in recent years concerning the lumber industry, but regardless of any criticisms, it is a fact that in late years the producers of lumber and timber have exerted earnest efforts and expended large sums of money in the endeavor to conserve lumber, prevent and utilize waste and reduce to a minimum the hazardous risks of workers in the industry. In evolving the "V-bed" method of felling trees the object sought was the absolute prevention of the "kick back" accident, but according to the opinion of experienced lumbermen the other aims mentioned above have also been realized. Safety and efficiency go hand in hand. It has been proven in many lines of industrial life that as soon as safe methods and practices are adopted in any operation, the interest of the employees and the efficiency of the operation is sure to be increased.

Under the old method of cutting down trees a deep "under-cut" was made in the tree on the side on which it was to fall. The tree was then sawed through from tht opposite side to the base of the under-cut. If the falling tree fell into other timber or met with an obstruction, it was sure to "kick back" over the stump and often injured one of the sawyers. Furthermore, instead of the log breaking clean at the stump there would be a "splinter draw," ripping up the log from four to eight feet from the butt and damaging that much good timber. The "under-cut," 12 inches or more in length, was made in the lower end of the log, just above the stump, which caused a wastage of the undercut portion of the log when it was sawed up in the mill as lumber. Under the old method, only one of the two sawyers could hew out the under-cut at a time, the other member of the crew standing by doing nothing, while his partner was chopping.

Using the "V-bed" method, a deep V-shaped wedge, six to eight inches long, is cut in the stump portion of the tree on one side. By providing each sawyer with an axe the two members of the crew can chop the notch on either side of the V at the same time, thus performing that part of the work in half the time required by the old method. The saw is then started from the opposite side of the tree so that it will cut through and meet the upper points of the V.

The falling tree will break clean and pull no splinters from the butt, as the entire circumference of the tree has been cut or sawed, and the only possible breaking point is at the heart of the tree. The V-wedge remaining on the end of the log not only prevents the tree from "kicking back" over the stump in falling, but in fact actually causes it to jump away from the stump a distance of several feet.

Montreal Lumber Association Holds Annual

Interesting Report on Important Matters Arising During Past Year—Question of Wharfage Rates Not Yet Adjusted—The Officers for 1921

The members of the Montreal Lumber Association held their annual meeting in the Board of Trade on December 6th, Mr. G. W. Grier presiding.

The following are the main outlines of the report submitted:

Tariff Commission

Early in September, the Tariff Commission, composed of Sir Henry Drayton, chairman; Hon. J. A. Calder and Senator Robertson, began their itinerary, visiting the most important centers, gathering data and hearing evidence, for the purpose of revising the tariff. This association met on 13th October to decide if any change in the present tariff regarding lumber would be advantageous to the trade. A discussion brought out the fact that the removal of the tariff would flood a certain section of this country with an inferior quality of undressed lumber, which the Southern States are able to manufacture much cheaper than in Canada. It was thought, therefore, that no representations need be made by this organization before the Tariff Commission during their sitting in Montreal commencing October 15th, since the tariff now in force was satisfactory to the Lumber Trade.

Stop-off and reshipping arrangements on lumber, carloads for planning, tonguing, grooving, kiln-drying and sorting in transit.

In 1918 the railways proposed to increase the stop-over charge on reshipment to Canadian points for domestic consumption from 1c to 2c per 100 lbs. This was objected to, and no action was taken by the carriers. Again in 1919 (see last year's Annual Report) the same proposition was made, and the question was the subject of a conference with representatives of the carriers at Toronto on the 16th May, 1919, since which date, nothing further has been heard in the matter.

General Increase in Freight Rates

In July last the Railway Commission made application to the Railway Commission for authority to make a general advance of 30 per cent. in the tolls for the carriage of freight, and later in that month, owing to the award of the United States Lumber Board providing for a large increase in wages to be paid the Railway Enployees, supplemented this demand by an application for a further increase of 10 per cent. following the increase that had been allowed in the United States by the Inter-State Commerce Commission. While the general increase was not opposed, exception was taken at the hearing before the Railway Commission, to any increase in switching, diversion reconsignment, stop-over, demurrage, weighing and other charges for special service. The Railway Commission's decision in general order No. 308, effective on September 13th, which authorizes a general advance until the 31st December, 1920, of 40 per cent. in the eastern freight rates and 35 per cent. in western freight rates. Commencing the 1st January, 1921, these percentage increases will be reduced to 35 per cent. in eastern territory and to 30 per cent. in western territory. The order provides that the increase shall not extend beyond 1st July, 1922, and also, that no increase be made in the tolls for switchmen, reconsignment, demurrage and other special services. The increase between points in Canada and points in the United States become effective generally on August 26th.

Shortly after the order was issued, an appeal against the general increase in rates was taken to the Governor-General-in-Council by Ontario, Manitoba and other interests, with the result that the Railway Commission has undertaken to make an inquiry into the freight rates in Eastern and Western Canada with a view to ascertaining if any unjust discrimination exists against Western Canada as compared with Eastern Canada.

Weighing of Carload Freight Traffic

On 25th May, 1920, the Canadian Freight Association issued tariff 14 in this connection, this tariff being published on the authority of general order No. 283 of the Railway Commission, dated February 14th. Exception was taken to some features of the new tariff by the Wholesale Dealers' Association, at a hearing on 15th June, at which your association was represented. Decision in regard to this subject is pending.

Proposed Increases in Montreal Wharfage Rates

This matter was referred to in last year's report. The Harbor Commissioners By-law, No. 92, the effective date of which, owing to the action of the council of the Board of Trade, was postponed until January 1st, 1920, finally because operative on April 1st. and has been in force for the whole season of navigation, despite the efforts of the committee composed of members of the Board of Trade, Chambre de Commerce and the Railway and Shipping Interests, to secure the adoption of a more equitable wharfage tariff. A new Wharfage Tariff has recently been adopted by the Harbour Commissioners, making some slight modifications but does not yet meet with the approval of the committee appointed to deal with the matter. The question is still receiving the attention of the committee whose deliberations will no doubt result in further presentations, to the Minister of Marine and Fisheries.

The Officers for Coming Year

The officers re-elected were as follows: Mr. G. W. Grier, president; Mr. D. H. McLennan, vice-president; Mr. F. W. Cotter, treasurer; Mr. H. C. Beatty, secretary. Directors: Messrs. J. P. McLaurin, G. C. Goodfellow, W. A. Filion and S. F. Rutherford.

Mr. Grier was nominated for re-election to the Council of the Board of Trade.

G. W. Grier, Montreal
Re-elected president.

D. H. McLennan, Montreal
Re-elected vice-president.

F. W. Cotter, Montreal
Re-elected treasurer.

Lumber Cut in Ontario Decreasing

Men for the Camps are Now Numerous and There is Less of the Roving Spirit Evidenced

In connection with the lumber production for the coming year some interesting information has been received by the "Canada Lumberman" from the Crown timber agents in various parts of Ontario. It is a little early yet to gauge definitely the situation, but there will, no doubt, be a fair cut in Ontario during the coming season. Men are more plentiful than they were and it is expected that in some quarters wages may take a drop after the New Year.

W. P. Christie, Crown Timber Agent of the Parry Sound district, says: "There are about thirty or forty camps operating in that district, employing about fifteen hundred men. The probable cut will be from forty to fifty million feet of pine and fifteen to twenty million feet of hemlock, spruce and hardwoods. Men were very scarce at the beginning of the season and are now plentiful, the rate of wages averaging from $75.00 to $80.00 per month.

P. J. Whalen, Crown Timber Agent, of Renfrew, says that judging by the present time, there will be about 150,000,000 feet, board measure, and 75,000 cords of pulpwood taken out between timber limits and settlers' lots. Wages for men have been ranging from $60.00 to $80.00 per month and shantymen were scarce up to about the 1st of December when they became more plentiful. The fall months have been exceptionally favorable for the taking out of material. Mr. Whalen says there is no flu or disease in any of the camps that he knows of and declares that shantyboys working from daylight until dark are as happy as the day is long and seldom think or want to strike. Most camps are supplied to-day with first-class cooks and an abundance of good healthy chuck,—much better than can be had in most city hotels."

"In my opinion," concludes Mr. Whalen, "if some of the unemployed in the cities would put in a winter in the lumber woods, they would return healthier and better men. I certainly wish the 'Canada Lumberman' every success and also extend best wishes to all lumber, mine and pulp operators in Ontario. I hold the highest regard for the jolly shantyboy and the miner who toils year in and year out at this line of work. They will, I hope, have a better home above when their life work here is o'er."

H. MacDonald, Crown Lands Timber Agent, New Liskeard, says conditions in that district are much the same as last year with possibly a little more pulpwood being taken out. The wages have not changed from those prevailing in 1919 to any extent, and now that farming operations are over, more men are available for woods work.

The Crown Timber Agent of Thessalon says: "There will be a reduction of about 20 per cent. in camp operations, compared with last year. Men appear to be very plentiful on the shore just at present. Heretofore wages have been high, $75 and in some cases $80 per month and board, but it looks as though exalted wages would be a matter of the past for this season. Camp supplies are much cheaper than last year, particularly oats and potatoes. Everything is on the down grade at the present time in the way of lumbermen's supplies. The mills all sold their stock last spring and are anxious to get the logs sawed in order to get the high prices, as next season may not be quite so favorable. There will not be many posts or ties or pulpwood taken out in this division this season, nothing only what comes off patented lands and sold lots.

A. H. Huckson, Crown Timber Agent, Sault Ste. Marie, says that the cutting in that district will not be as large as last year. There are not as many camps operating on pine, and owing to labor troubles and the high cost of camp supplies, the lumbermen seem to be curtailing their output in this wood. The pulpwood situation seems to be as brisk as ever but there are not many operators in the line of taking out railway ties.

Revival in Lumber Business Early in Year

A revival of business in the logging and lumber manufacturing industries will again become evident about the first of the New Year, this business gradually picking up until, by March, all of the camps and mills in British Columbia will have all they can do to meet the demands, from not only the home market, but from other parts of the world also, in the opinion of Mr. Mark T. Rector, manager of the International Timber Company, who was guest of honor at the monthly dinner and meeting of the Canadian Credit Men's Trust Association at the Hotel Vancouver, Vancouver, B.C., recently.

Mr. Rector based his optimistic prediction upon several factors, mentioning among others that the big railway companies, for so long out of the market, were again placing orders for all kinds of lumber, that many of the industrial concerns of the continent had extensive building programmes ahead, the farmers were in good financial shape and would be anxious to secure building materials, and also that the lumber yards in practically every part of the country were without stocks.

"Prominent lumbermen all over the country figured we would have all the markets we wanted long before this, and based this belief upon many important facts, all of which has come true, but still there is no demand confronting the lumber industry. As a matter of fact business is now practically nil," said Mr. Rector.

"The reason that business is at a standstill just now, is because there is a strike on among the buyers. With no market before us, we may as well stop for the time being, at least. I don't see any reason to worry, however, about the lumber business. There is a temporary slump, it is true, but the millmen and the loggers will get over it all right. The local market has been good. There has been an immense amount of building in Vancouver, and it has helped the industry over the rough spots. Salesmen are now out after the business, and that is a sign that we are coming back to earth again.

"During the last three or four years the lumber industry, in all its branches, has enjoyed prosperity. The first six months of the present year were the most prosperous in the history of the industry. In the succeeding three months this business slowed down, until to-day, as I have stated, it is practically nil."

He mentioned that while the Canadian, British, American and a large number of other markets had been open to the mills of B. C. and even those markets supplied by Norway and Sweden had been invaded, with the return of lower cargo rates, Norway and Sweden had been able to get back into those markets again. This had revealed to British Columbia operators that the cost of production would have to be reduced, and as a matter of fact a reduction of 25 per cent. out of the estimated 35 per cent. deemed necessary, had already been effected.

He expressed the belief that too much credit had been extended to some operators, and that others had had to suffer in consequence.

As a logging operator, he said that but for the stand taken by the men in this particular line of the industry the bottom would have fallen out of the lumber market some time ago. The millmen went after the loggers, he declared, as far back as last June, seeking a drop in prices which the loggers refused to agree to. Had they done so they would have been dropping them ever since, he contended, until the bottom had fallen out of the market.

New Brunswick Firms Reducing Output

The Victoria Mills, operated by the Fraser Companies, Limited, at Fredericton, N. B., cut about 13,000,000 feet during the past season. They are carrying over about 1,000,000 feet of logs at the mill and other quantities in the Nashwaak and other streams. The company have about 16,000,000 feet of manufactured lumber piled in Fredericton and will not, it is said, make more than half the customary cut this winter.

Stanley Douglas, Limited, cut about 6¾ million feet this year at their mill at South Devon, purchased from the York and Sunbury Milling Company, and the balance of a gross cut of 10 million feet was manufactured at the mill at Stanley. Mr. Douglas' intention is not to operate the mill at Stanley next season at all and to reduce the cut at South Devon to five million feet.

Town Council Operates Municipal Bush

The Almonte Town Council has fixed the price of town wood from the municipal bush at $8.75 per cord in four foot lengths. Speaking of undertaking, an Almonte paper states that the town bush has been a remarkable investment and one that has been appreciated by the citizens. It not only provided them with fuel but had the effect of regulating prices. In figuring what the cost of wood ought to be, the council decided that the price of stumpage should be $3.00.

At present there is ready for immediate delivery at the town bush about 125 cords of mixed four foot wood. It was cut last winter. There is also a large quantity of 16-inch sawed wood split. This was cut out of about 400 logs.

Exclusive saw logs about 950 cords of wood has been cut out of the bush and there is probably about as much as that left standing. Last winter 175 cords of hardwood and about 16 cords of softwood were delivered to consumers. Besides that there were 50 cords of hardwood piled at the market to dry, and about twelve of softwood.

It will be remembered that the council did a little bit of enterprise which was very favorably commented upon at the time. There were about 118 maple saw logs cut for new flooring for the town hall, etc. These were sent to Carleton Place to be sawn and dressed. Also 122 elm logs for bridge covering and 100 of spruce for general town work were cut.

Retail Dealers Talk Over Lumber Prospects

Declare that Farmers are Disposed to Hang Back in Their Purchases—Fair Building Outlook—Old Officers Re-elected for Coming Year

Representative in attendance and enthusiastic in spirit was the annual meeting of the Orangeville branch of the Ontario Retail Lumber Dealers' Association, which was held in Orangeville on Wednesday, December 1st. This district is a particularly live one; the members come together three or four times a year, consider local problems, trade outlook, business customs and time and labor-saving methods. The discussion is always animated but good-natured, and many valuable pointers and timely suggestions are brought out.

The first business attended to was the election of officers. J. A. Matthews of Orangeville, chairman, and J. B. Mackenzie of Georgetown, secretary, both desired to be relieved of their duties in order that new blood might be injected. They expressed themselves strongly in favor of the honors being passed around, but the other members of the association would not listen to their proposals. The result was that Mr. Matthews and Mr. Mackenzie will again be in office for another year. This makes the third term for each, which is a tribute to their faithfulness and interest in the work.

What Will Be Public Attitude?

Mr. Mackenzie, of Georgetown, opened the discussion by stating that he would like to hear from all present their opinion of what the attitude of the buying public would be toward lumber next May or June, and how the building outlook for next year was shaping up in their respective localities.

Mr. Howes, of Harriston—I do not deem it advisable for a retailer of lumber to buy more stock than he really needs. The price of all lines of farm produce is falling and this has caused the farmers to halt in their purchases. They believe that all other commodities should come down. I do not think the prospects for building any better than they have been. In my own district they are probably not as good for the coming year as last and this is one reason why I do not feel like stocking up very heavily.

Mr. Gorvett, of Arthur—My own views are the same as those of Mr. Howes. Many persons are looking for prices to come down and will not build if prices stay up where they are. I do not feel like stocking up at present. After the new year, values of farm products may rise, but not much. We all have to look out for the farmers and have had a good farm trade during the past year. There has not been much doing in the building line in my village and I am going slow on purchasing.

Mr. Henderson, of Cheltenham—Business has varied with me. One week has been good and another bad. I have of late received a number of outside inquiries for stuff. If hemlock can be retailed at $45 to $48, I think we can sell some to the farmers, and that there would be some building. This year I sold more stuff to farmers than last year.

Mr. Matthews, of Orangeville—The general tendency on the part of the buying public is to hold off.

Mr. Gorvett of Arthur—That is the trouble, everybody is holding off.

Mr. McCulloch, of Brampton—Business with us has been good all the year until last month when it fell off. Every inquirer has been saying that he will wait until prices come down a little more, but stocks are so low that we will have to stock up soon. I had a traveller in my office the other day who dropped the price of hemlock seven dollars from his first quotation in order to induce me to buy a carload. We have had more lumber travellers calling upon us during the past few weeks than ever before in an effort to make sales.

Mr. Gorvett said that he had heard of one firm up north which had cut the wages of their bushmen from seventy to forty-five dollars a month.

What Manufacturers Are Saying.

Mr. Matthews—Mill men say that if they cannot get more for their lumber they are not going to cut any.

Mr. Dixon, of Grand Valley—The farmers are not going to buy more lumber next year and I am not selling as much as I did. Farm stuff has been coming down in price and it has kept the farmers from buying.

Mr. Matthews—There is not as much timber being cut in this section as last year.

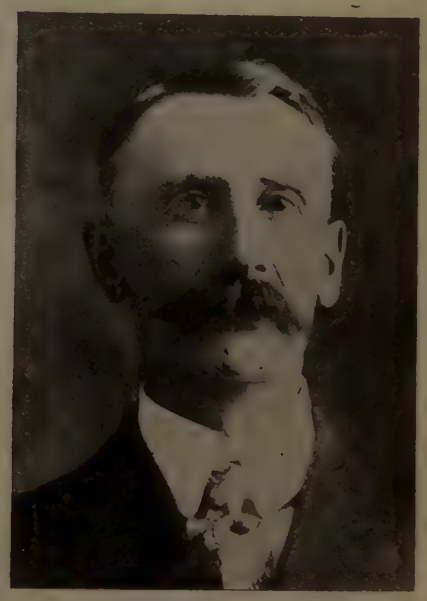
Mr. Mackenzie inquired if the Ontario Association of Retailers could not consider employing an advertising firm to put the case of the retail lumbermen before the public and educate purchasers that lumber prices were becoming stabilized.

Secretary H. Boultbee, of Toronto, explained that such a plan would involve a very large expenditure and the results would be doubtful. The same question had been discussed informally by a number of wholesalers in Toronto and it was found that to tell the public that lumber was reasonable in price but that other lines were up would be very costly. The conclusion arrived at was that the time was not ripe for such action. Brick, hardware, glass, labor and other things had not come down the same as lumber and it was the opinion of those who talked over the matter, that these also would have to drope in price.

Mr. John B. Reid, of Toronto, president of the Ontario association, when asked what he thought the attitude of the public would be next spring in regard to lumber, naively replied that if he could tell what the public was going to do three months from now, he would not be trying to sell lumber to-day. They could only guess what the public was going to do. If everything else was going down lumber would also reach a level. Millmen were saying that lumber could not be

J. B. Mackenzie, Georgetown, Ont.
Re-elected secretary of district.

J. A. Matthews, Orangeville, Ont.
Re-elected chairman of district



W. G. Gorvett, Arthur, Ont.
Member of executive of Association.

produced for less than what it was selling for to-day, but retailers would find out, if they looked back over a period of years, that lumber has been sold for considerably less and that the manufacturer has raised the same cry annually. The question resolved itself into one of what the public was willing to pay for lumber and the demand would fix that.

"Stock up with what you really need and buy as cheap as you can," was the advice tendered by Mr. Reid. "Do not hold on to what you have too long. Get rid of some of your high priced lumber if you can replace it for less.' These are not normal times and if you cut prices to get from under, no one can find fault with you. Every one is in the same boat." He would not advise his hearers to sacrifice their stock, however, unless they could replace it with lumber at a less figure and if they could do so, the difference represented a profit. Money was the principal thing to get hold of to-day. When you think things have got to the bottom buy. In the meantime, keep your stocks low, and dispose of what high-priced stuff you have if you can get your money out of it. Look well after collections and give short credits.

Let Wholesaler Carry the Stocks.

Continuing, Mr. Reid pointed out that there was not much to be gained now by laying in a large quantity of lumber in the yards, keeping it there until spring and paying men to shovel the snow off the piles all winter long.

"You have," he added; "carried the stocks in the past and why not let the wholesaler carry the stocks until the spring and pay interest on the investment, insurance, etc. Even if you do have to pay a dollar or two per M in a few months from now than you have to at the present time, you will have saved the difference in snow cleaning and interest charges. If everything else continues to go down lumber will follow suit." Mr. Reid pointed out that in normal times the retailer should get a gross profit on his lumber of thirty-three and one-third per cent. on the cost delivered in his yard, in order to cover all charges and make a fair margin.

Mr. Mackenzie said that he did not expect that any contracts for building would get under way in Georgetown until May or June next and that lower lumber prices would not in the meantime create any more demand. If he could make a profit on replacement values he was going to let his lumber go in March for what it cost him.

Some discussion took place on what the different dealers were getting for merchantable hemlock and the figures ranged from fifty-two to sixty-two dollars, while the majority said they were disposing of shingles at two dollars a bunch.

Mr. Mackenzie also brought up the matter of supplying material for barns and said that he had developed quite a business in this line last summer by working in conjunction with the metallic sheeting men. Going in with others he had taken the contract for everything required in the structure. The farmer was anxious to know what the whole thing was going to cost. Barn plans could be obtained from Beatty Bros., of Fergus, along with tally pieces for any desired structure and he thought it well to consider meeting the wishes of the farmer in every way. The metal sheeting men were alive and awake and the retail lumbermen could work with them. That had been his experience and he had furnished all the wood goods required for a number of such buildings. A general discussion followed on the subject and it was agreed that looking after the barn business was worth while and that the retailer should co-operate with the farmer as far as possible in assisting him in his building problems.

What New Order Blank Sets Forth.

Mr. John B. Reid spoke of the benefit of organization from both a social and business standpoint and told of the high regard in which the retailer was held to-day, through co-operation and association. He also referred to the work of the Trades Relation Committee, with its powers of arbitration in adjusting disputes between wholesalers and retailers or manufacturers and customers and thus eliminating litigation. He outlined the new uniform order form, prepared by the Ontario Retail Lumber Dealers' Association, which will soon be ready for use. When a dealer buys a carload of lumber he will be able to use this form and set forth clearly the quantities, grade, price, terms, delivery, etc. Then there will be a certain date for the order to be confirmed by head office and returned to the retailer. Until this confirmation is obtained, the retailer has a right to cancel the order. After confirmation has been received, the order becomes a contract. Heretofore retailers often purchased lumber from a traveller and the order was not confirmed by head office or the representative has sold the carload to someone else a few hours later for a dollar or two more per M, leaving the retailer in the lurch. The new order form would be a protection for both buyer and seller.

Mr. Reid also touched upon the benefits of a summer outing and how it was proposed to bring up the matter at the Ontario retailers' annual meeting of having a fishing club established and a camp opened on Lake Nipissing not far from North Bay, where there was excellent angling. Everybody, who was a member of the club, could get away for a few days from business and have a thoroughly enjoyable time at a comparatively small outlay.

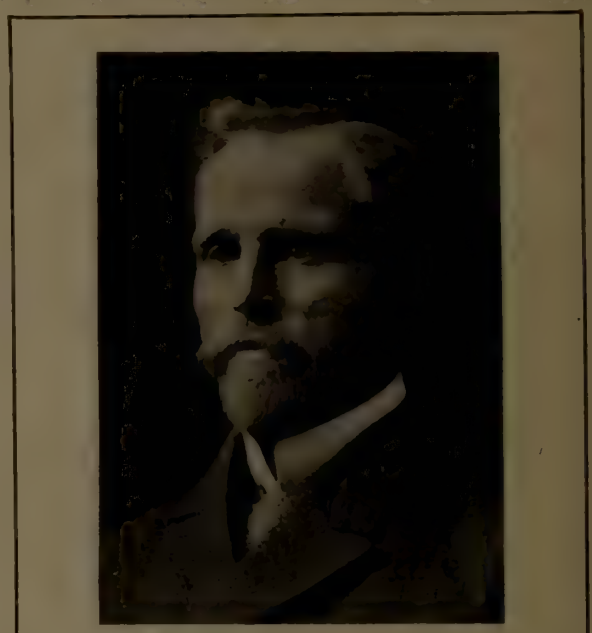
Among those present at the meeting were: J. A. Matthews, Orangeville, (chairman); J. B. Mackenzie, Georgetown, (secretary); John Howes, Harriston; W. G. Gorvett, Arthur; A. Henderson, Cheltenham; E. W. McCulloch, Brampton; Robert Dixon, Grand Valley; R. W. Tarzwell, Hillsburg; John B. Reid, Toronto, president of the Ontario Retail Lumber Dealers' Association; Horace Boultbee, Toronto, secretary of the association, and G. B. VanBlaricom, Toronto, editor of "Canada Lumberman," and others.

It was decided to hold the next meeting in Toronto prior to the annual gathering of the Ontario Retail Lumber Dealers' Association, which will take place during the first or second week in February.

Arthur Ludlam Joins Silent Majority

Many friends in the lumber industry will regret to learn of the death of Arthur Ludlam, which took place at Leamington, Ont., on Wednesday, December 1st. He had been ailing for many months and the end was not unexpected.

The late Mr. Ludlam, who was born in Beamsville, Ont., was in his 69th year and was the senior member and president of the Ludlam-Ainslie Lumber Co., Limited. He was engaged in the retail lumber business all his life, and at the time of his death was vice-president of the Southwestern Ontario Retail Lumber Dealers' Association. He first embarked in the lumber line at Comber, from which place he went to Leamington in 1893. There he entered into partnership with the late Thos. Fuller, under the name of Ludlam & Fuller.



The late Arthur Ludlam, Leamington, Ont.

Twenty-two years ago he acquired the interests of Mr. Fuller and conducted the business as an individual until 1904 when he organized the Ludlam-Ainslie Lumber Co., Limited.

Mr. Ludlam was twice married, first to Miss Elizabeth Ainslie, who pre-deceased him by twelve years, and second to Miss Sarah Summerfeldt, who survives. By his first marriage he had eight children, of whom seven survive. He was a life-long member of the Anglican Church of which in his own town he was a prominent member.

The funeral of Mr. Ludlam, which took place at Leamington on December 3rd, was largely attended, several lumbermen being present from a distance to pay their last tribute of respect to one who had always been an honor to the calling and an upright member of the community.

How One Retailer Views Conditions

"I am buying only one-third of the lumber that I normally require," remarked a leading Eastern lumber retailer recently. "I do not intend to make any more purchases at the present time than I can help. I do not know what the future has in store, but, certainly, very little stock is moving at the present time, and we will not be able to size up the outlook until after the first of the year.

"Farmers are complaining bitterly about their produce going down in value, and, as a good deal of our trade is with the rural community, the members of that community are not disposed to pay the present prices of lumber and are hanging off. Some farmers are becoming confirmed pessimists and believe that war prices should prevail on their products for all times. They are among the slowest to accommodate himself to the spirit of the times and the process of readjustment.

Bargains! Bargains!! Bargains!!!

By "Onlooker"

Before beginning what I have to say regarding "Bargains," I wish to contradict the impression gained by reading the heading and to state that bargains do not exist. It is quite an undertaking to write about something which does not exist; but the desire to obtain or to distribute something under that caption exists and in a lively degree, as we of the grip can testify.

Human nature craves excitement and oftimes evidences a desire to do something better or obtain its desires more easily than its neighbors. Coming directly to our own circle of business acquaintances, we frequently meet the dealer asking for something cheap. Cheap in grade or quality? Oh, my no! but cheap in price! Friends, it cannot be done. The products of nature or man cannot be bartered at less than their equivalent either in cash or personal returns.

We, who so often meet with these requests, must not allow ourselves to be deluded by thinking that we are doing a kindness to our dealer friend when we give in to his wishes and sell him even at a slight reduction off our lists. Nor must he think that because we assure him that his competitor has paid us more than we have just closed the order with him for, he will receive something for nothing. It will not work out that way.

Before attempting to show why there are no Bargains, let me say a word in explanation of the application of the previous words to the lumber retailer and his customers.

Better unsold than at a loss; better a temporary loss of friendship than a loss eventually of both stock and finally capital.

Who best determines one's selling price—the purchaser? No, the merchant who alone knows the costs which he must pay before he can set his selling price.

Catering to the public by offering bargains, will not, in your business as retailers, bring you a permanency of business so essential to success.

No one has a shorter memory than the public and no matter in what commodity a person deals, he gets what he pays for, no more, no less.

The greater the purchase price or sacrifice, the greater the consequent returns or achievements.

The law of recompense is just and while the present opportunities may appear extremely auspicious, the ultimate result can never vary for, as a man sells, so shall he balance his ledgers when the day of accounting arrives.

Always remember that the person purchasing lumber—and lumber is your business and you can forget all else—does not as a rule know anything of the early costs entailed before the articles, which he desires are in a fit and proper form for him to receive them; he does not know your costs, no matter how much he may know of business, and no two businesses can be placed on the same cost basis.

Nor does he expect to receive something for nothing. He expects to pay and pay justly, no more, no less. Therefore, if you hand him his purchase, assuring him of a bargain, he must realize that some one must pay more, so that you may give him the so-called bargain. He may also expect some day to be called upon to pay in excess of his just dues.

Competition, if just and fair to all, must be alive, not spasmodically but all times, and if healthy it will not harm either yourself or your nearest opposition.

Continuance in a straightforward honorable business, giving both you and your family an honest sense of justice to mankind and a fair honest living, is to be more desired than great riches, quickly attained. The latter invariably bring their attendant uneasiness of mind and knowledge that all is not well.

As retailers of forest products you have within your grasp the moulding of the appearance of the community which you serve—the dispensing, at a proper value, of our fast-vanishing resources of the forest.

To-day it should be your aim to conserve and not destroy; to distribute at its proper value—neither inflated—the products of our one time vast forests.

To return the respect of your fellow-man, to hold his confidence in your ability to give him value when he makes a purchase at your place of business, it is not necessary to give him none of the so-called bargains but to ask a fair and just return for the commodity which you sell.

It is easily understood that the problems of sale facing the wholesaler and retailer differ only in their frequency. The retailer is confronted many more times with the request for a cheap article than his brother, the wholesaler. It cannot be oherwise for he meets the mass of his customers every week whereas he does not desire the services of the wholesaler but occasionally.

Now I will try to show how I arrive at my opening statement that there are no bargains.

Surveying the forces of nature we find that the one, we all use, which is as yet in its infancy; and is, possibly, our most powerful servant, does not waste any of its substance. I refer to electricity, and the engineers tell us that there is no waste of electrical energy.

One might take various other servants of man and by analysis we would learn that they too are never wasteful of themselves. Man alone wastes, and pays eventually.

If you give of your substance to another for an unfair value, in return you must pay that which he fails to give you, be it in money or merchandise.

Should you give for too great a period, you will have nothing with which to continue in the position of a retail lumberman. You must pass before the exacting tribunal of public justice and give way to your more fortunate fellowman who provides for the future by asking and receiving a fair and just return for his labor and investment, be it lumber or whatever he offers for sale.

When the Jam Begins to Haul

By a Lumberjack

When you're pickin' and you're choppin' out the logs that key the jam;
While the rushin' of the water sounds like thunder in your ears,
You must strain your every muscle and you mustn't give a dam,
Nor give way to foolish weakness, nor give heed to nervous fears;
Just be catty, that's the watchword, and just keep your optics peeled,
For there's nothing that can save you if you fall:
You may say your prayers like lightnin', for your doom is surely sealed,
If you ever lose your footin' when the jam begins to haul.

When the log that you're achoppin' snaps so quick you slice the wind,
Or you're axe gets wrested from you and goes whizzin' out of sight,—
While the logs take life beneath you, and get workin' up behind,
Then it's time that you're amovin' and a plannin' for your flight.
There's a log a shootin' endwise and upon it you must ride,
There's another rollin' sidewise like a ball,
And you've got to tread them lightly, if you'd keep the sunny side,—
It ain't a time to linger when the jam begins to haul.

It ain't like reefin' up a sail, nor like shinnin' out a yard,
For the danger's up above you and around and down below,
When the logs once get aworkin', they're a workin' fast and hard,
And there's nothin' that can save you but to keep upon the go,—
You must ride that log a bouncin' that one thrashin' like a flail,
Light and catty you must keep above them all,
Though they're spewin' through the Black Jaws as if down hell's mill-tail;
If you'd live to draw your wages,—when the jam begins to haul.

Personal Paragrapes of Interest

Aird Flavelle, of Thurston-Flavelle, Limited, Port Moody, B.C., recently spent a few days in Toronto and Lindsay on business.

After an absence of several months in Great Britain, Mr. J. Bennett, of the Bennett Lumber Company, Limited, has returned to Montreal.

W. C. Shreiner, of Anderson, Shreiner & Mawson, wholesale lumber dealers, Toronto, has returned from a visit to his brother, E. H. Shreiner, wholesale lumberman, Pittsburg, Pa.

J. O. Cameron of the Cameron Lumber Co., Victoria, B.C., and George R. Elliott, of the Genoa Bay Lumber Co., Genoa Bay, B. C., were in Montreal and Toronto recently on business.

W. H. Crowe, of the Federal Lumber Co., Vancouver, was in Toronto lately on his return from a six weeks' visit to his parents in Scotland. While on his way West he called upon a number of members of the trade.

H. G. McDermid, of the Union Lumber Co., left recently for French Lick Springs, Ind., where he will spend a few days. He has not been feeling up to the mark during the past couple of weeks and hopes that the change will be beneficial to him.

Robson Black, secretary of the Canadian Forestry Association, Ottawa, and A. L. Dawe, secretary of the Canadian Pulp & Paper Association, were in Toronto recently attending the annual meeting of the Timberlands Section of the Canadian Pulp & Paper Association.

E. H. Newton, superintendent of the Thurston-Flavelle Lumber Co., of Port Moody, B.C., died recently at that place. He was born in Eastern Ontario but had lived in Vancouver and British Columbia for the past eighteen years. He is survived by his wife, three daughters and one son.

E. D. Warner, of Toronto ,eastern representative of the Associated Mills of Vancouver, received the sad news last week of the death of his mother, Mrs. Omar Warner, who passed away in Vancouver after an illness of some months. Mrs. Warner formerly resided in De-Cewsville, Haldimand county, and, besides her husband, leaves a family of six sons and two daughters to mourn her loss.

Ed. Killilee, late of Buffalo, N.Y., who has been a lumber traveller for some years, has joined the staff of the W. M. Ritter Lumber Co., Columbus, Ohio, and will look after their interests in Montreal and certain portions of Ontario. John Hall, who has been their Canadian representative for the past nine years, will devote his attention exclusively to Toronto, Western and Southwestern Ontario.

G. M. Strong has opened an office at 403 McGill Building, Montreal. The firm—established in 1859—own a sawmill and a stave mill at Cambria, P.Q., which were rebuilt last year. The Montreal office is the selling office for the mills, and also does a wholesale business in general lumber, specializing in spruce and hardwoods. Mr. Strong served overseas and attained the rank of Lieut.-Col., being latterly attached to the forestry branch.

Angus McLean, vice-president and general manager of the Bathurst Lumber Co., who recently returned from a trip to Europe, was accorded a warm welcome home by the citizens of Bathurst. All the business men assembled to do honor to one who was held in very high esteem. Mr. McLean was presented with a walking-stick, emblematic of the support of his fellow-townsmen in all his undertakings. He made a fitting and graceful reply.

The many friends of Col. Thomas Gibson, of Toronto, vice-president of the Spanish River Paper Mills, and of Joseph G. Gibson, secretary of the Spanish River Paper Mills, are extending sympathy owing to the death of their father, Joseph Gibson, of Ingersoll, who passed away recently. Mr. Gibson was a leading figure on the platform, in the church and in temperance circles, and was one of the most widely known men in Ontario. Since 1882 he had been postmaster of Ingersoll.

Walter T. Newman, secretary of the British Smelting & Refining Co., Limited, Montreal, sailed recently for London at the request of the principals of the firm. The object of his visit is to attend a joint conference between the Montreal and London head-offices, which will draw up a programme of expansion for 1921. Mr. Newman takes with him a report of the progress of the Canadian company, which has met with a gratifying reception in the introduction of Canadian-made "Stanley Process" babbitts and alloys.

Andrew Martin of the Cochrane Lumber Co., North Bay, lost his life recently while hunting. He and a young man were going down a hill. The latter was walking behind, when his gun struck a stump and discharged a shot which went through Mr. Martin's body. When a member of the rescuing party reached Mr. Martin, he was able to talk and became unconscious before the others came up. The body was brought to North Bay. Mr. Martin was a man of about 60 years of age and leaves a wife and grown up family.

Mr. Barclay Makes Change

L. D. Barclay, Toronto, Ont.

L. D. Barclay, of Toronto, who for the past eight and a half years has been connected with the Canadian Western Lumber Co., Fraser Mills, B.C., is leaving the service of that organization and at the first of the year becomes associated with the Central Canada Lumber Co., Excelsior Life Bldg., Toronto.

Mr. Barclay is widely known throughout eastern Canada as an able salesman and has established a strong connection with the trade by reason of his genial disposition and pleasing personality. His first position was with the R. Laidlaw Lumber Co., Toronto, with whom he spent three years in various capacities, and in 1909 he went west and for a year and a half was tally man for the Canadian Western Lumber Co. He then returned to the east and joined the selling end of the firm, covering Toronto and Ontario. For the past six or seven years he has been eastern sales manager. He is one of the pioneer salesmen of B. C. forest products in Ontario and booked for many a retailer his first car of Douglas fir. Mr. Barclay carries with him in his new position with the Central Canada Lumber Co. the best wishes of his late employers for his continued prosperity and success.

Lumbermen Take Part in Worthy Work

In the recent Federation of Community Service campaign, conducted in Toronto, during which nearly $4[illegible],000 was raised to carry on the work of forty-nine charitable and humanitarian institutions, the lumbermen took an active part. D. C. Johnston, H. J. Terry and A. E. Clark captained teams, while F. H. Bigwood was chairman of one of the districts. All these gentlemen did aggressive work for several days and among the lumbermen who ably assisted were: C. A. Westley, Maurice Welsh, John Hillock, Wm. Weller, Walter Davidson and others. In every patriotic, relief or effort of a public character that has been made in Toronto, the lumbermen have always played a prominent part and given liberally of their time and money. All the workers in the recent campaign were entertained on the last night by A. E. Clark and O. H. Moore, who proved to be genial hosts. A pleasant time was spent in the wind-up of a strenuous week.

New Pulp Industry for Arnprior

A plan of industrial development which must mean a great deal to the progress of Arnprior, Ont., is in process of being worked out by McLachlin Bros., Ltd., and the proposal to increase the company's fixed assessment is to be voted on by the ratepayers at next municipal election. The project is to build a solid concrete dam across the Madawaska River, 150 feet north of the present mill bridge, and develop at once 2,000 horsepower electric energy, carrying it to the point at the mouth of the river, where a pulp-grinding mill will be built of an initial capacity of 30 tons a day.

The company's present fixed assessment is $125,000, and a by-law is prepared providing for a fixed assessment of $150,000 for the next ten years.

Miss Oakes Weds Mr. Pine

When Miss Ada Oakes, daughter of Mr. and Mrs. J. C. Oakes, of Washington, D.C., became the bride of Walter Pine of Salisbury, N.C., recently, the pair had a "wooden wedding." For instance:

The Groom—Walter Pine.

The Bride—Miss Ada Oakes.

The Best Man—Robert L. Birch.

The Bridesmaid—Anna Lee Laurel.

The Preacher—The Rev. Oscar Wood.

The couple went to Hickory, N.C., to spend a week with the bridegroom's aunt, Mrs. E. W. Shingle.

Ottawa, the Picturesque Capital of Canada and Mecca of Canadian Lumbermen on January 12th and 13th, 1921

Opening of the last session of Parliament, which took place in the new building

Rideau Hall, residence of his Excellency, the Duke of Devonshire, Governor-General of Canada

Vista looking down the Rideau Canal, showing the locks, Inter-provincial bridge over the Ottawa River, and Laurentian Hills. On the right is seen a portion of the Chateau Laurier where the Canadian Lumbermen will hold their 13th Annual Convention on Jan. 12 & 13 next.

Woodland's Section Holds Fine Meeting

An important meeting of the Woodland's Section of the Canadian Pulp & Paper Association was held at the King Edward Hotel, Toronto, on December 8th and 9th. One of the most important matters, which came up for consideration and discussion was the use of Laurentide Co. of Grand Mere, Price Bros. & Co. of Quebec, and the Spanish River Pulp & Paper Mills of Sault Ste. Marie, are all employing aerial machines in fire patrol and photographic work, and several of their operatives took part in the discussion.

Dr. C. D. Howe, acting dean of the Faculty of Forestry, Toronto University, gave an inspiring address on "What Can Be Done with a Few Culled Acres," and Ellwood Wilson, chief forester of the Laurentide Co., Grand Mere, and president of the Canadian Forestry Engineers, gave a timely and edifying report on the Imperial Forestry Conference held last summer in London, England.

Brig.-General J. B. White, Montreal
Chairman of Woodlands Section.

R. O. Sweezy of Montreal, spoke ably and well on "The Advantages of Planting, Seeding and Natural Re-growth in Forestry," and H. Graeslund, a graduate of Stockholm University, and a member of the staff of one of the largest pulp producers in Sweden, who has been spending some months in Canada enquiring into pulp and paper conditions, was present and delivered a most interesting talk on "Forestry Progress in Sweden."

This was the first meeting of the Woodland's Section that has been held outside of the Province of Quebec, and it will naturally stimulate wider interest in the worth and work of the organization.

The Woodland's Section, which was instituted a couple of years ago, is a live branch of the Canadian Pulp & Paper Association, and embraces in its membership representative woodsmen from all over the Dominion. Brigadier-General J. B. White of the Riordon Co., Montreal, who commanded the Canadian Forestry Battalions in France during the war, is the chairman of this section, and A. L. Dawe of Montreal, is secretary.

Banker Held on Charge of Theft

John Stanley Bancroft, Assistant Manager of a branch of the Merchants Bank of Canada, Vancouver, has been arrested on a warrant issued by Manager A. C. Fraser, charging him with the theft of $45,000 in Victory bonds, the property of William Day, Managing Director of the W. H. Day Lumber Company, and placed within the bank for safekeeping. Phil Gevurtz, broker and president of the Gevurtz Lumber Company, was also arrested and charged with having conspired with Bancroft in the theft. Another warrant sworn out by the bank charged Gevurtz with obtaining money from the institution by means of a false statement.

Will Cut on Much Reduced Scale

Winter is here in earnest, with from six to eight inches of snow on the ground, and the river closed to navigation for another year, says a correspondent from Gagetown, N.B.

Lumbering operations have started for another season, but the cut will be much smaller this year than last, owing to the conditions prevailing in the lumber market. Most of the larger operators are going into the work on a much reduced scale, and a number of smaller operators are not planning to carry on any lumbering this season. Last year nearly eight million feet was cut in the vicinity of Gagetown, the largest cut in the history of lumbering operations here. In this area, between Upper Gagetown and the Otnabog Lake, about two and a half million was cut by Reid Brothers, other large cuts by Fox Brothers, E. C. Atkinson Lumber Co., Fred. W. Cameron, Gilbert Stockford and Donald A. Adamson, as well as McKeague Brothers, H. and G. Law, D. Moore & Son, Mahoney & Owens, Wm. C. Belyea, F. S. McAllister and others.

Breezy Jottings from the East

Lumber mills throughout the province have all ceased operations for the season and from present indications sawing will be considerably curtailed next season.

Hugh Chisholm, of New York, arrived in St. John on December 2 from Cape Breton and left in his private car for Montgomery, P. Q. He is interested in pulp and paper manufacture and was formerly president of the International Paper Company. When interviewed by a representative of the "Canada Lumberman," he said he had nothing to say regarding his visit with the exception that it had to do with pulpwood.

A satisfactory settlement of a claim of the Bathurst Lumber Company against the Canadian Government Merchant Marine for towage was effected in St. John recently by an arbitration board consisting of Captain A. J. Mulcahy, representing the Bathurst Lumber Company; C. J. Warkman, of Halifax, representing the London Salvage Association for the C. G. M. M.; and Captain Neil Hall, of Halifax, as the third party. The action arose out of the towing of the tugs Betty D. and Nepisiquit, owned by the Bathurst Lumber Company, of the steamer Canadian Rancher from a stranded position in July last.

That employes interested in sport will derive untold benefits from the friendly competition seems to be emphasized by the co-operation of employers expressed in various forms. An industrial bowling league was recently organized in St. John and one of the first teams to enter was that of Stetson-Cutler & Company, the large lumber manufacturers. Allan Beatteay, son of F. C. Beatteay, is manager of the team. He is an ardent advocate of sport and has been instrumental in getting the younger members not only interested in this pastime, but also baseball. Although having to work hard all day the men showed remarkable skill on the diamond and made a wonderful showing. They are also proving themselves clever candle pin artists.

In the city of Fredericton mills recently discontinued sawing. The Victoria Mills, operated by the Fraser Companies, Limited, cut approximately thirteen million feet during the season and are carrying over about a million feet at the mill, and large quantities in the Nashwaak and other streams. The company has approximately sixteen million feet of manufactured lumber piled on their property. They do not propose to cut more than half what they did last year. Stanley Douglas, Limited, cut nearly seven million feet this season at their mill at South Devon and the balance of a gross cut of some ten million feet was manufactured at their mill at Stanley. It is said that Mr. Douglas will not operate his mill at Stanley next season, but will cut at South Devon, curtailing his operations to about half, or five million feet.

So marked has been the decline in pulpwood prices during the past few weeks that some operations, which had been undertaken in various districts throughout the province, have been discontinued and others are curtailing to a large extent. Elwood Burtt, of Fredericton, had arranged for a cut of between 4,000 and 5,000 cords, but owing to the said decline and the unsettled state of the market has called off his operations entirely. While the decline has been great in this district it is said to be more marked in Maine. An operator from the eastern part of the state had a contract calling for $18.50 for rough wood per cord, and $28.50 for peeled. To-day he is quoted as saying that he cannot get more than $12 or $13 a cord for rough, while the price for peeled is down to $19. The price for peeled pulpwood some time ago reached $30 a cord.

John Kilburn, a well-known retired lumberman of New Brunswick recently celebrated his seventy-eighth birthday at his home in Fredericton. Mr. Kilburn is not enjoying the best of health, two years ago having suffered a severe stroke of paralysis, which partially deprived him of the power of speech and rendered him quite helpless. For nearly forty years he carried on successful lumbering operations about the head waters of the St. John River, employing a large force of men and cutting annually from five to ten million feet of logs. He made a habit of visiting his camps frequently during the season and in the spring was on hand to supervise the big drives. In addition to being so prominently associated with the lumbering industry of the province he, in conjunction with his brother-in-law, the late O. M. Hartt, founded the Hartt Boot & Shoe Company of Fredericton. He also took an active part in reorganizing the John Palmer Company.

Business and Pleasure in Swedish Forests

Graphic Description of Triumphant Fishing Jaunt to Snurrevallen—Looking Over Timber Limit and Counting the Trees in the Whole Area

By Anton Selander, Montreal

Anton Selander, F.E., Montreal

Dear Old Place! with red painted clubhouse and white veranda. You bet we all felt good when we saw the spot of so many happy memories and fish stories.

Snurrevallen is situated in a bend of Osterdalelfven on a slope right in primeval forests of pine and spruce, with a clearing surrounding the clubhouse of about five acres.

The trail from the main road drops abruptly when entering the clearing, to a small plateau, and then from the clubhouse is another drop, down to level land, about an acre wide from the river bed, and about three acres long.

There is located the guide's house and the "Harbour."

The guides' house consisted of one large room with an open fireplace, where the guides live and do their cooking.

In the harbour were six river boats as described in my previous article. Each boat had a name: there was "Elvan," the "old man's" boat the best of the flotilla, "Svan" the boat only for guests, a very fine boat in the rapids "Stromkarlen" the boat that was selected for us boys, a very good boat, but a little heavy to pole; "Hvalfisken" that was used by our uncle, a heavy boat that could stand very rough handling, then "Necken," and "Svart" our packboats.

The "Old Man's" guide was Lindquist, he was no good except when at the oars or when using the landing net in getting the fish in the boat; our guide was James, a splendid lumberman and one of the best men in the province for estimating standing limber; then Bjorquist, also a very good bushman. As he had been a soldier he was very suitable and obedient to instructions given; then there was Per another busman and Nyhus all of whom had been in the "Old Man's" service for over twenty years.

After we had unloaded the pack-horses we began to straighten up a bit around us and so we had to look over aur fish poles and fles. When you are river fishing in Sweden you use heavy poles of hickory fourteen to sixteen feet long and a cast as long as the pole. On this cast you usually place five to six flies distributed at equal distance.

Today was the first day and although we boys wanted out at once, the "Old Man" said that there would be no fishing until next day, when we were going three miles up the river to a place called Fjatros.

Next morning we had breakfast at seven a.m. and five boats were ordered to pole up to Fjatros and wait for us there.

Anders packed down a good lunch for us all, and there was also something to wash it down with.

About eleven o'clock forenoon we started off on a winding trail through pine forest, where necer an axe had been. A mile from Snurrevallen we crossed a small creek of ice cold springwater called Husvallbacken and, of course, it had to be sampled.

After having marched along for an hour and a half, we came out on a small clearing on the shore of the river, our desination.

All the boats had already arrived and the guides had gone to sleep on the soft grasscarpet, such grass as you find only just below the perpetual snowlevel.

Loose bottoms were taken out of the boats, poles were hammered in the ground and on top was placed the boat bottoms as a table, them smaller poles on each side of the table and boards on top of them for seats and our dining room was ready.

Anders soon had lunch ready, a lunch that nobody could kick on and after lunch cigars, black coffee, and so in the boats.

The "Old Man" started out first with instructions to the rest of the flotilla to keep about half a mile apart and then to meet further down the river about six p.m.

The river is generally of the same width or about three hundred feet all along.

Took Ten Minutes To Land It

Leaving shore we come right out in a turbulent rapid named Rappaforsen. Large rocks are scattered here and there in the rapid and we achored and started to cast our flies.

Brother got the first bite and it was a nice greyling weighing five pounds. It took ten minutes to land it.

While describing brother's greyling I got one myself, not so large, but a beauty, so we were even.

Then brother had two on and landed them both, one was a greyling and the other a rainbow trout, the trout weighed about two pounds. Then he got another and I did not get a bite and as I was the oldest I told brother the place was no good and we moved.

We fished all the rapid down until we came into calmer water, with good luck.

In calmer water we never anchored but rowed crossways over the river, letting the boat slowly drift downwards and soon we reached another rapid called Longbrostet.

The "Old Man" had been teasing the fish everywhere here, so we had poor luck and we went further down stream to Getholmarna a short rapid where there used to be some excellent fishing in what is called hols.

I beat brother this time in landing three once and two twice, all good sized and all greylings.

Brother did not like it at all and insisted that I took the best side of the rver, but luck turned and after a while he caught up to me.

It was near six o'clock so we moved on and came up alongside the other boats below the rapid.

On the shore of a little bay we had some coffe and sweatbread and the "Old Man" and uncle as well as the guide mixed some cold spring water with a yellow fluid, that once had come from Scotand.

After the ceremony was over, a ceremony that was repeated every day, we spread out again and about eleven at night we all landed at Snurrevallen.

Every guide collected from his boat underneath the double bottom, the catch, put them in the landing net and disposed the nets on the shore for inspection.

The result was very satisfying, the "Old Man" had three hundred and sixty, Uncle had one hundred and fifty and we two boys had two hundred and four.

The air was very chilly and when we came up to the clubhouse, Anders had hot water, sugar, sliced lemon and French Cognac on the veranda, also a bottle of Swedish punch.

We all had a good warming up before we went in to supper which consisted of trout and greyling, boiled in butter and water with green spring onions chopped into it, eaten with boiled potatoes.

After supper we went to inspect the salting of the superfluous fish which were salted and put in kegs, trout in one and greyling in another and that ended our first day of fishing.

Next morning a council was held and it was decided to go down river, as we had heard that a party was coming up from below, fishing all the way, and wanted to be there before they arrived.

Forenoon is generally no good for fishing, but we had lots to do in changing flies and comparing the ones we had got most of the fish on, and to make the reserve casts ready for use.

We had late breakfast and after having gone over our fishing tackles started out about two p.m.

Slowly Drifting Down The Stream

We let the flotilla slowly drift down the river, until we reached the first rapid, a short one called Svanforsen, a spot where we generally used to get big fish, but not many.

It was, however, too warm and too early in the afternoon to bite good, so after having anchored twice, we moved on and came into calm water called grundfloon.

No luck at all here, so we moved on again to Calbofarsen. Here we caught a dozen nice trout (rainbow) before we moved on to another rapid called Halvarsbrostet.

This rapid is very steep and stony and the waves are very high. The guide must use great skill in handling the boat, so that it will not hang up on the rocks and trun over.

We navigated the rapid alright, and caught a few greylings and came down in a smooth running river.

On the northern shore is a clearing covered with grass and here we landed and had our dinner.

The "Old Man" did not say much about his luck until dinner was over, when he asked us to take a look under the bottom boards in his boat and so we did and saw something that made us say oh!

There in all its beauty lay a salmon of about twenty-five pounds, and so promptly had to have the story of how the fellow was caught.

The "Old Man" explained that he had felt a strain on the line and immediately the reel began to unwind with a rush until about one hundred and fifty feet of line had been let out.

Lindquist got awfully nervous and trembled all over, understanding that it was a salmon.

For the first minutes the "Moose of the Rapids" would not budge and, as the "Old Man" expected another rush momentarily and the line might not be long enough, Linquist was ordered to keep alert and not as usual let the anchor go. The "Old Man" succeeded however to wind in some seventy-five feet of line before the next rush came so there was enough line left for the salmon to waste his energy on.

The fight went on for nearly an hour, when Mr. Salmon got tired and nearly drowned, he was hawled near shore and caught in the landing net.

I understand that there was a heavy claim on the wet stuff just after the landing of that fish, but then you don't land a salmon every day on a small fly. After dinner we all separated and we boys started fishing in front of our dinner place called Bustucroken.

We got some very fine fish here and then we drifted down to Hellforsen. This rapid was carefully fished through, but the fish was not the same size as higher up.

At six o'clock p.m. we met again and the ceremony of the day before was repeated. Then we finished down Hellfloon and at ten p.m. the "Old Man" in his oat came along, poles upstream giving orders for return.

To lighten the boats as much as possible for the guides we all landed and walked back and had no trouble in finding the trail although late as sunset is, up here at this time of the summer, is not under the horizon more than fifteen minutes around twelve, midnight.

The trail however was very rough and although there is no underbrush of hardwood up here, there was quite a lot of dead fallen pine and spruce in our way.

We had six miles to go and although we walked as fast as we could it was nearly midnight when we arrived in camp and supper tasted splendidly.

Having had supper so ate we were not in bed before the early hours of the morning and consequently when we awoke it was pretty late.

As we had tried the river both up and downstream now, it was decided to use some days in looking over the limit, which the "Old Man" expected to get with the club property as soon as the crown forests were divided.

Getting the Diameter of the Log

Consequently we were divided up in two gangs and each received a calipher. Each gang also had a checker with a book in which the width of the trees were entered, and we counted trees all the day.

After us came the "Old Man," with two estimators with caliphers on thirten feet long sticks. By pushing the stick above your head and slipping the calipher over the trees you got a fairly correct idea of the diameter of the top log.

Several trees of different diameter were so measured, the size of the second and third log being guessed at, then the average was taken, and this was used as a basis for the amount of cubic feet of lumber per tree and, after deducting cost of logging and the drive, you got the value of tree and you had only to count the trees on the whole area to arrive at the value of the whole forest which is not such a complicated thing at it may seem.

We worked hard for three days and on the fourth day we had counted all of it or seventeen thousand trees.

One day when in the forest we heard in a distance the deep mellow tones of a herd horn, which is made of birch bark, six feet long and which can be heard for miles.

Up in these parts of the country, fodder is very scarce and, as there were no railways at this time, the cattle were collected from different owners in herds of from one to two hundred cows and two robust farm girls walked away to the muskegs followed by the herds who would follow them and always come at the call of the birch bark horn.

The tones of this horn are wonderfully impressive when you hear them in the stillness of these vast forests.

Every night the herds come back to the barns in what is called, fabostalles, or temporary stopping places, where cows are milked and the cream is made to butter and the milk to cheese, to be sold later on in the season.

To get fresh milk one of our guides had to go six miles from camp every morning.

Six miles above Snurrevallen a tributary empties itself in Osterdalelfven. A little above where this river empties itself is lake Sarna, a lake about three miles wide and eighteen miles long, and on the shore, at the lower end is the village Sarna, like a sapphire in emerald green, with a background of the mountain Stadjan with its top enshrouded in perpetual snow.

We had heard that the fishing was very good this year in Fjatellan and so at our usual council meeting it was decided to equip for an expedition up Fjatelfen twelve miles above its confluence.

Consequently everybody became very busy. Provisions were packed down, blankets, two tents, fishpoles, etc. and two boats were sent off with two guides in each boat, one poling in the front and the other in the back.

As the provisions and outfit were very heavy we decided to take along a horse, but as we had only a narrow trail to follow, we made a special rig for the horse on which the baggage was loaded.

The rig consisted of two thirty feet long Spruce logs, the heavy butt being reduced to necessary thickness. The butt end attached on each side of the horse like a pair of shafts, the other end trailing on the ground.

Crossways behind the horse were nailed two bars and on this the load was placed.

Came Upon Dozens of Quail

The following morning we started off and reached lake Sarna in two and a half hours march. There was a small steamboat, which we had hired and which took us up twelve miles on the lake and landed us opposite the place, where we were to start fishing in Fjatelfven.

We had now to cross over from the lake to Fjatelfven a distance of about eight miles but by very rough road. After an hour's march we came upon dozens of quail; uncle got busy with his gun and suceeded in downing six of them.

At noon we cleaned out the intestines of the birds without removing the feathers filled them with butter and parsley, then rolled them in a two inch layer of clay and threw them into the fire. After an hour and a half we took them out and with some other good things that Anders spread out we made a royal meal.

About three hours later we came down to the river about two hundred feet above where the boats were drawn up on the shore.

The tents were put up at once and the ground covered with Spruce, boughs and blankets and a few hours after a hearty supper, the camp became silent except for the roar from the rapids.

Next morning was very chilly as we were right under the snowtops, and every one was glad to get up and warm himself in front of the camp fire.

We had a heavy breakfast, and we started to get ready for a real good time. Fishpoles were put together, anchors were attached to the ropes in the boats and everything carefully inspected, and so the whole forenoon slipped away very quickly.

After lunch it was decided to fish down the river for six miles and then camp for the night. One man was sent back with the horse and the baggage was equally divided in the two boats.

One of us boys had to go in the "Old Man's" boat and the other in uncle's. Both of us wanted to go with the "Old Man" on account of his luck, so he settled it this way that I went with him the first day and brother the next.

We started fishing about five, and the trout kept us busy indeed all the time.

When we landed about 10 p.m. we found that he had a record catch and everybody was fully satisfied with the day's sport.

Next morning uncle went out with his gun for a few hours and came back with a few braces of quail and two ptarmigan.

He had seen fresh moose tracks all around and expected to see some animals at any moment; but his shots scared them away. It is forbidden to shoot moose at any time on crown forests and they watch this game very carefully.

In the afternoon we fished down the river, making an enormous catch and, after having towed the boats, passed a few waterfalls we came down to Fjatros. Looking over our catch we found that it was even bigger than that of the previous day.

We had taken two empty kegs with us, but they were now both filled with salted fish, the next night was to be in camp at Snurrevallen.

The following day we drifted down the river, anchoring here and there in the rapids and we arrived at Snurrevallen late in the evening. Counting over our catch we found that we had over fourteen hundred trout and greylings, but that they were very much smaller than in Osterdalefven.

Next day was used for repairs of rods and boats and for salting

fish. In salting fish you must remember that the fish must not be washed in water after it is cleaned. Open up the fish, take out the gills and intestines,, but don't cut off the head. Then sprinkle coarse salt all along inside the fish and lay him on his back, side by side until a row is filled. Then sprinkle some salt or sugar and salt, on top of this row and begin another row crossways over the first one, and so on until the keg is filled; then put a small board on top and on the board a heavy stone until it sinks down. Fill up the keg with fish again and put on the cover, and the fish are good for any time, many years.

To take out the salt put the fish in water, and cook as you want it. The time for breaking up was near but we wanted one more excursion, so we agreed to make another trip downstream next day.

But next day proved to be very wet so we postponed our trip for one day, and that next day proved to be ideal weather.

We left the clubhouse in the forenoon and fished down to Bustuskroken, where we had dinner, and at night we had another great fish story.

All boats had gone back to camp, but the "Old Man" did not turn up until half past twelve, and here is what he told us: "In fishing below Bustuskroken, he had seen something like a bark moving in an eddy and told his guide Lindquist that he believed the water was rising and consequently the bigger fish would come out. Coming nearer to the spot where the bark was supposed to be, he found to his astonishment that, instead of a piece of bark it was the fin of a salmon, and looking sharp at it he saw a small wound on it.

He ordered Lindquist to approach the fish and came up quite close to it. Taking a pole he rapped right over the water where the salmon stood, and that was the end of it. The salmon disappeared and he considered the incident closed. But a little further downstream they came on the same piece of bark. This time he drove the pole, end first, down in the water and succeeded in hitting the salmon right in the back. The fish turned belly up at once and was caught in the landing net. It weighed seventeen pounds."

Think we had "some" celebration on that fish. Next morning was packing day and at noon we had everything ready to start for southern parts. After dinner the packhorses were loaded. We started up the hill for the forest. At the end of the clearing we all stopped, looked back, but could say nothing.

Farewell Snurrevallen—until next year.

The Lumber Dealer and the Farmer

In recent articles in this paper, lumber dealers have been urged to do their part in promoting the best interests of their town and trade territory. One of the most insistent problems coming up in trade territories composed largely of farms is that of obtaining and maintaining an adequate supply of farm labor, says the Long-Bell Bulletin.

On many farms, unfortunately, the "unrest" among farm labor is traceable directly to the lack of suitable quarters. A farmer hires a man and gives him quarters either in his own house or in a tenant house unsuitable for occupancy. The man soon becomes dissatisfied. He has no place of his own. Particularly if he is married, he sees no opportunity ahead of being so much a part of that farm as to have a pretty home—no matter how small—and a few acres for his own use.

It is needless to go into extended argument regarding the need of tenant houses. Every lumber dealer realizes this need—or will realize it if he takes occasion to look around him at the farmers in his territory.

How many farmers in your neighborhood, Mr. Dealer, have suitable and attractive tenant houses?

Dealers experienced with farm trade know that a farmer must be shown why he needs a certain building. If you can be personal conversation, advertising and circuar letters persuade several farmers that a small tenant house of moderate cost will do much toward keeping hired labor on the farm, you will have made good headway in introducing this suggestion into your whole trade territory. No doubt you can pick out a dozen farmers who not only are able to build but are also in need of a house for hired hands. There are many arguments you could bring to bear on these twelve farmers to pave the way for your campaign on tenant houses. Newspaper advertising would help, personal letters woud give you a medium for putting your arguments right into the farmers' hands, and seeing them personally would develop your campaign still further.

The dealers interested in making some headway in their own trade territories along the lines suggested, and desiring further information on this subject, may have the benefit of some concrete suggestions we have to make, by writing the Advertising Department. This service is, of course, free and dealers really interested in promoting the building of tenant houses may be sure of co-operation from the advertising department by writing a letter to us.

The Salesman—Missionary to the Trade

A Salesman occupies a peculiarly important position in the organization. He is the conveyor as between production and the market, the connection between cost and selling prices; and as the degree of his efficiency, so will be the degree of profits—all else being equal, says the "Log of Long Bell" He is the missonary of his industry; an educator of his trade. The industry looks to him to carry the work of its product to the buying world; it looks to him to create a confidence in its product and a demand for it, and then to secure a price equal or better than competition in its class. It looks to him to assist in establishing and maintaining a reputation as a producer of goods of quality. He is one of its most important advertising mediums. It looks to him to overcome undue prejudice, and to climinate unjust claims; to act in the capacity of a judge in the matter of credit worth and risk, and to collect or assist in the collection of slow accounts. It expects the salesman to have confidence in himself and in its product.

From the viewpoint of the customer, the salesman is the representative of supply and its cost. It is the salesman who brings to the buying world word of the condition of supply and the extent of demand. He is looked to as the conveyor of information as to the condition of the market in his territory. And if he be the right kind of salesman—the one who gets close to his trade—his advice and counsel will be sought as to the time to buy, and the quantity. His judgment will have weight in guarding against an over-stock and in preventing a supply detrimentally inferior to the demand. He will be an educator to his trade of the merits of the product he sells; will inform of its various uses, and suggest new fields for its consumption. He will propagate his particular brand of products over all competition, and be prepared with facts and figures to substantiate his contention.

So, as it stands between the Manufacturer and the Salesman, and as between the Salesman and his trade:

Confidence creates co-operation; and the right kind of confidence begets the right kind of co-operation.

The Manufacturer who does not place every confidence in his salesman should not expect the salesman in turn to have full and complete confidence in him. Neither should he expect him to be able to influence his trade to a full confidence in the article produced, nor in the manufacturer, nor in the salesman himself. He should not expect confidence and representation from the salesman if he hold that salesman in a position which lacks the possibilities of efficient representation, and is indicative of or lacking in ability to create confidence. If he would have his salesman gain the confidence of his trade and strongly represent him in his appointed field, individuality of position will be the key to a successful realization of that objective.

A position lacking in indviduality does not command the full co-operation of the co-workers. The trade also senses it, perhaps unconsciously, and as unconsciously it has its detrimental effect. They sense the lack of confidence placed in him by those he represents, and they, in turn, refuse their confidence. His power of influence is abrogated or to a great extent destroyed. And not only does the representatives suffer in consequence, but the represented as well.

A manufacturer will pay out thousands of dollars in advertising; he will name his wares before the public so that "he who runs may read;" and yet, in too many instances, he will hide the light of his most brilliant medium of advertising under a bushel—he refuses sufficient publicity (Individuality of Position) to his salesman.

If the manufacturer would secure to his representative the open door of confidence, let him place him in a position of individuality, have confidence in him, advertise him, that he in turn may create confidence in the manufacturer and his products among his trade, and that he may advertise those products to a position a step or two above competition. Let the manufacturer place the salesman to himself, and have the trade refer to him alone their requirements. Let him supply the salesman with the necessary assistants; give him his territory and let him alone sell that territory. The confidence placed in the salesman by the manufacturer and the salesman's own personality count with the trade. Advertise those qualities. A brand will represent quality, but it takes a salesman to sell the brand. Advertise him.

An Aggressive Lumber Salesman

John Hall, Toronto, Ont.

John Hall, 160 Huron St., Toronto, who represents the W. M. Ritter Lumber Co., Columbus, Ohio, is widely known to the Canadian consumers of hardwood. He has been with the firm for nine years, calling upon the wholesale and retail trade, manufacturers and others. The W. M. Ritter Lumber Co. recently joined the Wholesale Lumber Dealers' Association.

Mr. Hall was present at the last meeting, being accorded a hearty reception. Born in West Virginia, he spent his boyhood days in Richmond and his first job was as tally-boy with the Deverex Lumber Co. of Charleston, W. Va., with whom he remained seven years, serving in various capacities which gave him a practical, all-round knowledge of the lumber game. He then went into business for himself, which he followed for some four or five years previous to becoming associated with Mr. Ritter. Mr. Hall has had twenty-one years' insight in the lumber line and remembers Mr. Ritter when that gentleman started out with one mule and a truck drawing out logs for a little circular mill. To-day the Ritter Lumber Co. own and operate thirteen band mills with an annual capacity of 130,000,000 feet, six planing mills and eleven flooring units. Mr. Hall, their Canadian representative, handles oak of all kinds, poplar, chestnut, cypress, birch, beech, basswood, buckeye and yellow pine.

Lumberman Does Not Lose Good Name

The victim in 1913 of what Justice Middleton, of Toronto, describes as "a series of financial reverses comparable only to the business disasters of the patriarch Job," Charles Pedwell, of Lion's Head, Bruce county, sawmiller and lumberman, had been in 1912 abundantly solvent, worth $75,000, according to his own estimate, and $25,000, according to his banker's. He struggled along for six years as one "whom unmerciful disaster followed fast and followed faster." In 1919 he was hopelessly insolvent, and on November 21st, 1919, assigned to Osler Wade, of Toronto, for the benefit of his creditors.

In July, 1912, in the days of his prosperity, Mr. Pedwell had given his wife certain property for an expressed consideration of $9,800. She had granted him the right, on the same day as the gift, to cut timber on the land for twenty years. This right he mortgaged with his bank to secure the ready money, $9,800, which he required to close a contract for the purchase of a valuable timber property in which he was associated with a man named Tackaberry. The gift to his wife was part of a plan to raise the necessary funds. The bank not being able to advance money on the land, the bank and the bank's lawyers devised this scheme to circumvent the provisions of the Bank Act.

In the days of Mr. Pedwell's adversity his former business associate and friend instigated legal action which the assignee had not desired to take. The action attacked the gift of these lands to Mrs. Pedwell, who has since died, as being fraudulent and void as against Mr. Pedwell's creditors. Mr. Justice Middleton, Toronto, recently gave judgment dismissing the action with costs, pointing out that the property given to the wife was but an insignificant fraction of Mr. Pedwell's wealth in 1912, holding that there was an effective gift of the property, and that there was nothing further from Mr. Pedwell's mind than to defeat or defraud his creditors.

Mrs. Pedwell died intestate in 1915. Mr. Pedwell's share of the property has passed to his assignee for the benefit of his creditors. It was the share which would pass to her six children which Mr. Pedwell's creditors have vainly attempted to seize.

Comprehensive Review of Lumber Operations

A general survey of conditions in the lumber industry in Canada is given in the last issue of the Labor Gazette, Ottawa, which says: Labor was generally reported scarce during October in the lumber camps in the Maritime provinces, Quebec and Ontario. Charlottetown reported quiet conditions in the industry. The saw and shingle mills at St. John and Fredericton were still running. Bathurst reported the demand for men to be less than last year, and the camps were beginning to fill. In Quebec district the sawmills were actively engaged in finishing their season's cuts. The mills at Sherbrooke were fairly active and the logging, tie and other surrounding camps were busy. At St. John's and Iberville sawmill workers were still employed. One sawmill at Ottawa and Hull closed during the month; some improvement was reported before the month closed in the water power situation. Peterborough reported the lumber camps very active and taking on all available men; the saw and shingle mills continued busy. A strong demand for loggers was reported from Timmins, Pembroke, North Bay and Cobalt. The saw and shingle mills at Owen sound were still active. Sault Ste. Marie, Port Arthur and Fort William reported a shortage of men for the woods. A demand for bushmen for the prairie provinces was reported from Winnipeg, Regina, Edmonton and other employment centres, the fine weather tending to keep many men working on the farms. A considerable curtailment of production was reported in the lumber industry of British Columbia. At Fernie the lumbering industry was reported rather quiet owing, it was said, to the unsettled condition of the prairie and American markets, the new freight rate increase and unsettled labor conditions; the closing of some mills and the return of laborers from the prairies reduced the previous labor shortage; the pole and tie branch was also rather quiet. The lumbering industry was very slack at Nelson and Trail, many mills closing down; some, it was said, because of a shortage of cars, and some because of low prices or high railway rates. Some demand for loggers was reported from Kamloops and Vernon. Vancouver reported that a number of camps closed down towards the end of the month, and saw and shingle mills less active; tie makers and piece workers on poles and posts were in demand for interior points on the Grand Trunk Pacific Railway. At New Westminster several lumber mills were already curtailing operations owing to the unsatisfactory state of the market or shortage of cars, and one mill closed down, throwing about 170 men out of work. Prince Rupert reported most of the lumber camps as still busy, but a few of the smaller camps closed for the winter; the tie camps along the G. T. R. Railways were opening up. Victoria and Nanaimo reported some decline on Vancouver Island from the activity of the past months, several mills ceasing operations on account, it was said, of the dull market and high freight rates.

Bargain Lumber Sale Advt. Did Not Pull

Is there such a thing as "bargain lumber" from the retailer's standpoint and how far would a special publicity campaign, proclaiming cut prices or a sacrifice sale be successful?

A well-known retail lumberman in Manitoba city, got a chance to buy several carloads of lumber at a very low price and thought he could clear up money on the deal by some catchy advertising, the same as is often presented in the announcements of dry goods stores, shoe merchants, clothing houses and others. Here is the way he relates his experience:—

> "We appreciate that coming out in the paper with a splashy price in lumber is a unique proposition, but from our experience we are inclined to think that this is our first and last effort in that direction. We had in mind trying to dispose of about $10,000 worth of stock, but our effort proved anything but satisfactory. In our opinion, lumber purchasers are no different from the general public and seem to think that when there is a drop, it is time to stay out of the market as this is only a starter. We think that was the case here.
>
> "We are extremely sorry that we cannot give you a better report than this as we would have liked to have had the lumber move, especially when we can buy it at about $10.00 per M. less to-day. While we favor newspaper publicity and straight-forward business talks on stock, service, delivery, building prospects, etc., for the retail lumberman, we cannot endorse, with any degree of assurance, a bargain campaign, a cut-rate move or a sacrifice sale, the same as merchants in other lines advertise and get away with successfully. In our little excursion into this arena we, as lumbermen, have to report a reverse, much as we would like to record a success."

Canadian Trees Over Brave Canadians

Hon. Honore Mercier, Minister of Lands and Forests, has had shipped five thousand maple and elm trees to the forest service in Belgium, through the channel of the Quebec Government agent, Mr. Godfroi Langlais, at Brussels. These trees are sent by Mr. Mercier, who asks that, as they were grown in the Quebec Province nursery, situated at Berthierville, P. Q., they be planted in the grave centers of France and Flanders, where the Canadian soldiers who fought and died during the great war, were buried. This will, no doubt, give consolation to the parents and families of those brave soldiers who made the supreme sacrifice for the allied cause and Christian civilization. It will be at the same time please the families and Canadian people in general, to know that the boys sleep within the shadow of trees grown in Canada, their home.

Pulpwood and Its Varied Activities

Why Pulpwood is Worth the Money

Writing the "Canada Lumberman" a leading eastern pulpwood concern says: The pulpwood situation is very much mixed at present and we scarcely know where we stand. It is true that American mills are just at the present staying out of the market, but we anticipate that they will all be back together with the result that the price will be maintained.

It is hard to say whether or not there has been an over-production of pulpwood, but it is quite apparent that many dealers are willing to accept much more reasonable prices than they have been receiving during the past fall and summer. Prices on pulpwood were no doubt inflated by the demand for spot wood that existed during the summer and fall months, and it looks now as if quotations may go back to where they were last spring, of a delivered basis somewhere around thirty-three dollars Watertown.

As far as we are concerned we are not purchasing at the present time, but reports of any sales made would give us the impression that perhaps prices have fallen about five dollars per cord below the recent high level, making a figure of about twenty-five dollars f.o.b. cars Quebec Central to the shipper on the most favorable freight rate. This price would, of course, be reduced by additional freight rate from more isolated points of shipment. These prices are quoted on sap-peeled spruce and balsam pulpwood.

Quite a quantity of rossed wood was made this fall, and quite a few lumbermen anticipate putting their logs into pulpwood this winter, but we are inclined to think this will be discouraged on account of the present low market. We are of the opinion that there is sufficient pulpwood for the 1921 requirements, and for this reason are discouraging further manufacture of either rossed or rough pulpwood for the market, asking our shippers to concentrate on making sap-peeled pulpwood in the spring of next year for the 1922 market.

The present facts in the pulpwood situation that must be taken into consideration constitute good argument for this country against the Underwood resolution, in that, by paying good prices for pulpwood there is no question that a sufficient output can be obtained tc take care of all the requirements of both the Canadian and American mills. Heretofore before the war, our farmers practically got nothing for their stumpage, selling their pulpwood for about the labor cost that was put into it at a small margin of profit. Our people should wake up to the fact that their stumpage is a valuable asset, and as it is something that cannot be reproduced in this generation they should demand a reasonable price for it.

There is not much demand for other kinds of pulpwood outside of spruce and balsam, and when pulpwood is made from hemlock or jack pine it is rather difficult to dispose of, there being very few mills who can use this product.

Equipping New Rossing Plant at Bancroft

"The Hydro Electric Power Commission of Ontario who operate a pulp and paper mill at Campbellford, Ont., are putting in a rossing plant at Bancroft, Ont., from which place most of their wood is procured. Previous to this they simply had the logs cut into 2 ft. wood and loaded on cars for shipment to Campbellford where it was barked on disc barkers, but now they intend to cut up the logs and bark them right at Bancroft. For this purpose they have recently placed orders with the William Hamilton Company of Peterboro for complete barking outfit, including three strand log haul-up, eight saw pulpwood slasher cutting the wood into 2 ft. lengths, and also an 8'x30' barking drum on rollers, together with the necessary conveyors and transmission machinery. The power will be supplied by two (2) 66"x16' boilers, and 20"x24" engine. This equipment will greatly increase the supply of barked wood for their pulp mill, and it is expected that they will be able to ship from six to eight cars of barked wood every day. The foundations for the machinery have already been laid, and it is expected that they will be ready to commence operations around the 1st. of May."

Pulp Industry Wants New Research Building

The Canadian Pulp and Paper Association is supporting a proposal to obtain legislative authority to establish in Ottawa, and under Government support and direction a national institution which is to combine a bureau of standards and an institute of scientific research and which shall be available to every Canadian industry. The bill to be introduced will provide for a free grant of land and an appropriation of $500,000 with which to erect a building and inaugurate the work. Once established it is proposed to make the institute self-supporting through the co-operation of individual manufacturers and groups of manufacturers who may desire to make use of its facilities. Such industries as desire, furthermore, will be furnished opportunities to install their own facilities and employ their own staffs for carrying on work of any specialized character, all under the general supervision and guidance of the institute's executive staff. It is proposed to make the institute independent of the Civil Service Commission in order that appointments to its staff may not be subjected to the salary limitations ordinarily placed upon public servants in Canada and which would otherwise prevent the employment of highly-trained, skilled experts such as would be necessary to make the institute of real service.

A committee of technical experts of the pulp and paper have reported to the association in favor of hearty co-operation with the council. It is proposed that the industry shall engage its own technical director and staff and equip and maintain its own laboratory, in conjunction with the general government plan. Among the proposed objects of research in such a laboratory would be: Determining the output of fiber extractable from different wood species by the various processes employed; development of by-products such as alcohol from waste sulphite liquor; studying the effect of fungi in wood; developing means for the utilization of hardwoods in making pulp, and the study of many other problems confronting the industry. The new institute would probably, among other things, absorb the forest products laboratory, now carried on by the Government in connection with McGill University.

Good Progress on New Plants

It is understood that construction is going ahead satisfactorily in the case of mills being erected at the head of Lake Superior. The Kaministiquia Pulp & Paper Co. is pushing work at Port Arthur, and expects to be producing thirty tons of ground wood by the end of the month. It is expected that a newsprint mill will be added later on. The Fort William Paper Co. is also making good progress in its undertaking and hopes to reach the production stage in the early spring. Progress was recently handicapped by the lack of carpenters, but this defect has now been overcome.

Discussing the future of the industry, a leading authority stated recently that the Canadian pulp and paper industry had naturally received adverse comments of late from the heavy declines of many pulp and paper stocks in the market, but, the losses were in the speculative stocks and the change did not affect all the companies, and, after all, the biggest decline might, from speculative reasons, have taken place in the case of companies which were most firmly established and highest in earning power. Canadian paper companies would have an advantage for some time because of the lower cost of production through proximity to raw materials, while at the same time having the advantage of the price being fixed in the United States market, where production costs were higher. At present, the United States fixes the price, as it still has a larger production of paper. In a few years, however, that condition might change, and the price be fixed in Canada, when the production here exceeds the production across the line. The region at the head of Lake Superior seemed well suited to the paper industry, because of the large consumption in the middle Western States, and because of the great quantities of wood available, much of it from territory that had been previously cut over by lumbermen.

The Future of Pulp, Paper and Timberlands

By Frank J. D. Barnjum, Annapolis Royal, N. S.

No one should be deceived by the present lull in business in so far as pulp and paper are concerned, as this particular line is in a class by itself and any decline in price will be very transitory as this industry differs from any other, owing to the short supply of wood, its raw material, which will be the price controlling factor for the future.

There are so many paper companies who own either no lands at all or very small holdings who will be forced out of business on that account, that there will be a continued shortage of pulp and paper from the time business once takes its normal stride, which in all probability will be not later than next March.

The foregoing statements apply with equal force to the lumber situation, and as soon as building begins next spring prices for lumber will be higher than have yet obtained.

Within two years timber lands will be selling in the State of

Maine, for instance, for fifty dollars per acre. I am willing to stake my reputation on this, and I shall leave it to my friends to state whether or not my predictions in the past in connection with timber lands have been correct.

When one considers that land in Maine has already sold for thirty dollars and more per acre, and stumpage contracts have already been made at prices running up to nine dollars and fifty cents per cord, it is not a very far cry to fifty-dollar land and thirteen-dollar stumpage.

Within two years there will be little, if any, wood going out of Canada, and I shall leave the reader to imagine what will happen when this annual supply of a million and a half cords is no longer available to the American mills.

This will be simply a case of self preservation on the part of Canada, as her own mills have absolutely no wood to spare. The Province of Quebec has already been forced to notify her large limit-holders that they must reduce the cut on their Crown Lands one-half. This will necessitate the purchasing by the Canadian mills of all fee-land wood which has been going across the line; otherwise they will be prematurely forced out of business themselves.

Personally, I will not sell an acre of land, a cord of stumpage, or a cord of wood at any price. This is the advice which I have given all of my friends for the past year. I am not cutting a cord of wood on my holdings, but am buying wood and stumpage, and have stocked my mills for the coming year in this way.

The facts above stated are all indicative of our only too short timber supply, and further emphasize the necessity of practicing greater conservation.

A word further to the paper mills. Don't be deceived by a present supply of wood in the mill yard and at the railroad sidings, as every cord of extra wood cut this year means a cord less standing.

In the wood we are now cutting we are simply robbing our children.

The present accumulation of cut pulp wood has been brought about by the four following causes:

1. A temporary recession in business during the readjustment period, which was bound to come.

2. The increase in price for wood, which helped to pay for the longer haul, as much of the wood that has been cut recently is from the very back end of many of four timber lots.

3. An attempt on the part of land owners in the bud worm killed area to salvage at least a small portion of the bug killed timber.

4. The fact that lumber has temporarily dropped in price, owing to the delay in building, causing a diversion of logs from lumber to pulp wood.

The great trouble with the paper companies is that they are always living in the present, forgetting the past when at times they have already known where the next carload of wood was to come from, and disregarding the larger and more permanent shortage of the future.

The latest reports which I have received from cruisers in New Brunswick now raise the amount of loss in the standing wood supply of that Province from the recent attack of the bud worm to approximately fifty per cent., so when you look at the present wood pile don't lose sight of any of the above facts.

It is far better to look this situation squarely in the face and endeavor by every means at our command to prepare for the future. Therefore, anything that can be said or done which will tend to arouse the public to a realization of the danger that is confronting us with regard to our future timber supply is a public work of the first importance.

Frank J. D. Barnjum.

Annapolis Royal, Nova Scotia.
November 27, 1920.

Tractors to Haul Wood on Ice

Due to the freezing of the river north of Grand Piles, 1,000 cords of hardwood belonging to Laurentide that were cut near the Manigance Rapids during the late summer are still in the woods. An experiment is to be made shortly with a few loads of the wood which will be brought to the mill by the tractors which are at the Proulx nursery of the Forestry Department. If the cost of bringing in the hardwood over the ice by means of the tractors is not too expensive, it is likely that much of the wood will be brought in during the winter. The hardwood, it will be recalled, is to be used for the manufacture of groundwood pulp, experiments having shown that certain varieties of hardwood may be used advantageously.

The salesman who does the talking himself, may be all right, and may get the business. But look out for the fellow who gets you to talking. He'll sell you, sure as fate.

New Industrial City Will Spring Up

A new city, whose name, Saguenay City, is already incorporated, is to be built, beginning next spring, near Kenogami, Lake St. John county, by the Price Brothers & Co. This firm intends to establish there a very large pulp and paper plant. The contractors say they will need at least 4,000 men next spring.

Lumber is Bound to Bring Good Price

Writing to a prominent Ontario wholesaler a leading Eastern man thus sizes up the lumber situation, present and prospective:—

"We all realize that deflation in many commodities that have been artificially manipulated and driven much beyond their value, is necessary and has got to come. For instance, sugar, coffee, tea, rice and many other lines that there were tremendous stores of in the Orient and were left there to accumulate for at least three years owing to the impossibility of getting shipping to move it. Java in particular was at its wits ends to find storage for many of the above commodities. Where an artificial shortage has been created, naturally, when these came on the market it brought a tremendous slump in many of them, possibly carrying things further than there was any need of, through tightness of money, high exchange, and the natural tendency of the individual who had carried things away beyond their value to throw on the market regardless of results once it seemed to be going against him.

"The lumber situation is entirely different. The world's production of lumber for several years has been under normal, and produced at a tremendously increased cost. The increased prices until this year, in the opinion of many, did not meet the increased cost of production, and I think you will find that with the wage reduction in labor that is being brought about by unemployment in many of the trades, a tremendously increased building programme is going to be brought about in the coming year.

"They are in bad shape on the Continent. A shortage of houses, and practically the only competition that this continent has, has been from Sweden these last few years. Russia was a large producer of lumber and, to a great extent, our prices for export were determined by their cost of laying down in France, or the British Isles. They have not been a factor for several years and, under the conditions now existing and likely to exist for some time, are not likely to be a factor for at least two or three years' time, many think five. The bulk then has got to be produced on this continent, and from the present outlook, we are going to have the smallest lumber production in 1921 that we have had in many years.

You speak of spruce prices. I will venture to assert that in the provinces of Quebec and New Brunswick in the coming year, there will not be made over forty-five to fifty per cent. of the normal production. The pulp and paper producers are the governing factors for wages in the woods now, and have been for approximately the last three years. Practically all of them, with the exception of a very odd one, are short of pulp at the present time and are paying prices, and are willing to pay more if necessary, in order to get the stock. The prices being paid at many points east of Montreal, and I know whereof I speak, equal $60.00 per M. or better in the log for the small sizes. You will find that many of the smaller mills will not produce spruce this winter, nor in the coming summer. I know of several instances where mills normally making from 500,000 to 2,000,000 feet, will not produce any in this coming year, and have made contracts for rossed wood for they can make more money in this way than by putting it into lumber.

"If this is the case, and with the tremendously increased building programme which nine out of ten admit has got to come, through easier money—and money is going to be a lot easier and cheaper after the New Year—and with more competition for work, more efficiency in the trades, and labor, lumber prices are not going to be considered very much in the aggregate, for on the average contract lumber is not a factor to exceed 17-18 per cent. of the total cost.

"There is a great variance of opinions on these matters, and I love to discuss them with the man who is prepared to cross swords, so to speak.. What we want to-day is vision, well balasted, and nerve. Everything is going to be right, and I believe with the turn of the year, or shortly after it, we are going to have a number of very prosperous years ahead of us."

Western Mills are Ready to Meet the Demand

"Seller Knows That There is Not a Chance of Prices Going Lower as Present Quotations are Not on Legitimate Basis Relative to Cost of Production"

When lumber inquiries get beyond the curiosity stage, and crystallize into real-honest-to-goodness orders, the purchasers will find on the part of British Columbia lumber producers a readiness to serve, amounting to alacrity. They will also find a spirit of co-operation with respect to securing the best material for any particular order, and a desire to foster the re-awakening trade by every means in their power. One means will be the modest price basis which will continue to prevail, by all appearances, for some time to come.

Another very valuable means will be in the assurance of being able to supply promptly stocks to almost any specification, says the Vancouver correspondent of the "Canada Lumberman." Of that there can be no question, for the stocks exist in the hands of the producers, and are fully up to normal, and very far beyond any prospective demands so far in evidence.

It is somewhat difficult to get real statistics of lumber stocks on hand at any definite date. The practice of the mills in the Coast association is to report an estimate quarterly and an exact figure, as near as obtainable, from actual inventory at the end of each year. The Mountain association mills are in a somewhat different position, as so many of them close down at the beginning of the winter season. Their stocks at that time can be very closely figured, especially in a year like this when the outgoing orders are reduced to very small compass.

Capacity to Deliver the Goods.

Some idea of the stocks on hand this year in comparison with other recent years can be gathered from a few figures secured from official sources in the two British Columbia associations. These figures show that there is nothing alarming in the present situation, with so many mills shut down and the log production dropping to zero. The fact is that it would afford the lumber manufacturers of the province of British Columbia the extremest pleasure to have their capacity to "deliver the goods" put to the utmost test. They are not in the least likely to have that strain put upon them for a few months at least, but whenever they do, they will demonstrate their ability to take on all comers at any specifications and at almost any notice, car service being about the only thing that might put a bar on their activities.

As to actual stocks in sight in the mill yards of the Coast and Interior, here are some figures which will serve at least as a guide in forming an opinion on the capability of the mills to make deliveries:

The mills in the B. C. Lumber & Shingle Manufacturers' Association—the Coast mills—had on hand at Sept. 30, 1920,—two months ago, 147,000,000 feet of lumber. September 30, 1919, the total was 168,000,000 feet; December 31, 1919, the inventory total reported (final figures) was 163,000,000 feet. The Mountain Lumber Manufacturers' Association mills had stock on hand at September 30, in the past five years, as follows: 1916, 103,000,000 feet; 1917, 8,000,000 feet; 1918, 154,000,000 feet; 1919, 111,000,000 feet; 1920, 154,000,000 feet.

From the above figures, it is seen at once that the situation at the present time is that stocks of lumber now in the hands of the manufacturers are well up to normal. In the case of the Mountain mills the present stocks are greater than those of a year ago. The Coast mills have somewhat less than at Sept. 30 last year, and than at the end of the year, but the amount is not enough less to make any serious difference in the lumber situation. That the latest available figures are for Sept. 30 of this year is not an important matter either, for the very good reason that any selling done in the past two months will be found to have been more than offset by the lumber cut in the same period. That the Coast mills in particular have been cutting more than they have been selling since Sept. 30, is not disputed by any one—it is too well known. Of course in the past few weeks that condition has been in course of correction, for the mills have been curtailing their output, and more mills have been shutting down. Practically all Mountain mills are down, and most of them cut their season shorter than usual, simply because of the dull market. The cut in the Mountain districts will be greater this year than last, though shipments have been considerably less.

Mills Are Ready to Meet Demand.

Should there be a revival in demand—either steady or sudden—the mills of British Columbia would be ready to meet it. The situation is shortly, that all interior mills are closed, many coast mills have closed or are closing, those still running are reducing their output, and in the main are working on orders, such as the railway tie export orders still unfinished. The coast logging camps are almost all closed down or closing. The mills of the interior, which nearly all do their own logging, are getting out some logs, but the majority of them will not get out many this winter unless there is much better prospect for business next season.

One might be led to think that with all this closing down a sudden awakening of the market would find the manufacturers unprepared to cope with it. But so far as the mills are concerned, most of them are utilizing the shut-down to put their plants in repair and refit them generally. The logging camps could start up at short notice if there was a demand for logs. The labor situation is not likely to cause any difficulty. With the Government Employment Bureau sending out distress signals to other parts of the Dominion warning all men seeking employment to stay away from British Columbia, there is no fear of dearth of labor for logging camp or sawmill, should they all start at once.

Unemployment is on the increase in British Columbia centres at the present time, with very little prospect of relief. The only possible source of employment is that which might offer if real and not feigned activity were to start on sundry projected public works, for which the Ottawa Government has let a number of contracts. Among these are the Ballantyne pier and the big dry-dock at Vancouver. Of minor possibilities are the improvements to the Canadian Northern Terminals at False Creek, Vancouver. All of these, and others, would afford employment for a good many men, but it is rather more than suspected that the men in authority are "swinging the lead" on all of these propositions, whatever the reasons may be behind the delays. The only work in sight for the several thousand out-of-works who have reported in coast cities, is a small amount of street work and road work started by the city of Vancouver and the provincial government. Most of the logging camp employees have by now drifted to the cities and could not get work if they tried.

No Chance of Any Lower Prices.

So far as the market is concerned, the lumbermen are a unit on the question of taking on future business and dating it forward at present day prices. While nearly all would be ready to discuss real orders and to quote present current prices, none would commit themselves to giving those prices for orders dated, say three months hence. It is a fair summary of the situation to say that lumber sellers are not a bit more anxious to sell on present basis than buyers are to buy. Possibly the sellers are less willing to do business than the buyers.

The seller knows that there is not a chance in the world of prices going lower, as present quotations are not on a legitimate basis relative to cost of production. Even if some elements of cost were to be reduced, it would only have the effect of putting future production more nearly on a parity with cost of production, should present selling figures stand. Stocks now in hand were not produced at a cost that shows a profit when disposed of at present current rates.

Decking logs—An operation on the Pearce Company's limits near Marmora

Use of Tractors in Woods Operations

Lighter Machines are the Best and Will Play Important Part in Lumber and Log Hauling

There appeared recently a photographic illustration showing a ten-ton caterpillar tractor with four loaded eight-wheel log wagons trailing behind it. Underneath it was this line: "Ten-ton tractors are now able to pull thirty-ton loads over our dirt highways."

For some time now there has been keen interest on the part of both millmen and tractor makers in the subject of tractors in the woods, especially in the lowland logging woods for logging operations. Many experiments are being tried. Some are proving disappointing, some show that mistakes have been made, some demonstrate remarkable possibilities, and gradually we are getting at some understanding of the possible future, nature and extent of the usefulness of the tractor in the logging woods.

A friend of the writer has had a ten-ton tractor in some logging operations in the hardwood belt of Louisiana quite a while now, and the picture referred to was so suggestive of this instance that following its appearance, the owner of the tractor in question was interviewed as to how it was getting along aand as to whether he thought tractors were to replace short line logging roads, or whether their mission would be more to replace horses, mules and cattle in logging.

The Main Trouble

First he told of some troubles he had had with the tractor. It is a ten-ton caterpillar, one of those "tanks" made famous by the war, and he said he thought he had made a mistake in the size; that a five-ton would have been better. He said the ten-ton tractor would pull thirty tons with proper trailers behind it, in fact it would pull anything that would hitch onto it, but that was not the trouble. The trouble happened to the things it was pulling. In the logging woods, if the wheels of a wagon mired down, or if it stuck a stump or something, the tractor would march right ahead and often the wagon would be torn to pieces. That, he said was the main trouble, hitting obstructions in the woods with the wagons. He figures that a smaller tractor, with only one or two wagons trailing behind, will give better results in logging operations proper.

He figured, however, that with a larger size good service can be had in short hauls over good dirt roads to the railway; that is, a ten-ton tractor with a proper equipment can be made to haul a carload at a time, of lumber or similar products, and in many instances it will solve the hauling problem from mills in the woods to the railroad.

Great Service Possibilities

From his experience he was very emphatically of the opinion that the tractor will not, to any extent, replace logging railroads. He does think, however, it will, to a great extent, replace horses, mules and oxen and in this respect will render great services. He thinks for the woods operations the lighter machines will be better, and for all tractor work. whether hauling logs or hauling the lumber to the railroad, the tractor wagons should be specifically designed for tractor work. The great trouble with hitching the ordinary wagon behind the tractor is in tearing up the wagons and pulling them to pieces when they hit some obstruction.

The indications are that tractors and trucks will both play an important part in log and lumber hauling from now on. The caterpillar type of tractor especially offers advantages in the lowlands for logging operations. Both trucks and tractors should do much to help solve the problem of hauling from country points to railroads.

It will take some time to develop proper roads in some instances, and from experimenting we will have to learn the types of tractor best adapted to a given service or kind of ground, but during the next year or two, we should be able to develop from the experimental into the readily practical and successful use of tractors on a larger scale in woods operations.—J. Crow Taylor in "Lumber."

How Service is Taking Hold To-Day

If we were asked what great idea and ideal had taken hold of the minds and hearts of men in the last ten years to a greater extent than ever before in the world's history, we would immediately answer, "The idea of service."

We hear and see more of "Service" in a religious, a social and a scientific way than ever before. We have seen in the past five or six years the spectacle of men giving up their time and talent without thought of remuneration that whole nations of people, thousands of miles away, might be clothed and fed. We have seen scientific men giving their lives perhaps to save some suffering people from the ravages of disease. We have seen millions of men die for a cause, often the cause of others than themselves, and we have all been called upon to give our time and money to an extent we would not have dreamed possible six years aago.

We have learned to think in terms of the other fellow's interest as well as our own—in fact, to realize that our own welfare is but a frail and unsafe structure if it does not take into consideration the welfare of others; that it isn't mere moralizing to say "That no man liveth to himself.' This is an actual fact that anyone who reads the signs of the times can see for himself. Our national ideals will affect the national ideals of the world, our ethical ideals will affect the ethical ideals of the world and our industrial ideals will affect the industrial ideals of the world. Whether we wish it or not, this is true. We cannot evade the actuality of it and it would seem that our national and ethical ideals are to be tried out in the crucible of our industrial life. In the final analysis from a great nation down to a small business organization, simmer down to the character and convictions of the individuals who go to make it up. It is like these composite pictures where we see a blending of the individual traits. A business organization can rise no higher than the ideals of the men who make it, and to be the greatest benefit to itself and others a broad conception of "service" must reach each individual employed. A home, a business or a nation cannot continue to exist where the individual is determined to get as much as he can for as little as he can possibly give. Each one must be brought to realize that there is an ethical as well as a material value attached to work well done and it is doubtful if anyone ever helped to build a material success for himself or anyone else without first coming to realize the truth of this statement..

We are living in perilous times, when the very foundations of our world seem insecure; when the institutions we have been reared to think unshakeable would seem to tremble. How shall we individuals meet these new conditions? Our greatest problem today is an economic one and only by greater "Service" can we cope with it—a giving of more—more energy, more time, more thought and more loyalty; and the measure of our "Service" will be the measure of our success.—R. F. Morse in the "Log of Long-Bell."

Prospects Bright in Equipment Line

Fisher & Davis Mfg. Co., of St. Louis, Mo., report that the prospects for the coming year in the line of sawmill machinery, etc., are exceptionally bright. They say that the past ten months have seen the greatest call that they have ever experienced, and that in the majority of the equipment they could not promise a better delivery than four months. A deided slump in the lumber business occurred during July and August and at the present time there is practically no demand for lumber of any kind, due principally to the almost complete cessation of building. The company do not expect any increase in demand for lumber during the remainder of this year, but as there are practically no big stocks on hand, with the exception of a few of the largest southern mills, there is almost certain to be a brisk requisition for all lumber in the early part of 1921.

Reforestation Plans in York County

York county is preparing to go into reforestation on a large scale. Recently the committee in charge of reforestation plans, headed by Reeve Geo. B. Padget of Markham, waited on the Ontario Government, and succeeded in getting a promise of assistance. The county will have to buy the land, but the Government has promised to plant it and look after the trees for forty years, when it will turn it back to the county. To what extent reforestation work will be done will be decided later by the county council.

Urges Buyers to Take Housing Bonds

Dr. Copeland, New York City Commissioner of Health, says that something must be done and done quickly in New York City to relieve the housing situation which is intensely acute. He states that New York City health laws are being winked at by the Health Department itself, in many cases, to avoid putting in the streets thousands of tenants who are overcrowding apartments and other buildings.

Before the Senate Committee on Reconstruction and Production Dr. Copeland approved the British plan of stimulating building by selling "housing bonds" guaranteed not only by municipalities but also by the government. He suggests that buyers be urged to take the housing bonds "in the name of civilization".

Many friends of J. L. Apedaile, managing director of Price Bros. & Co., of Quebec will extend sympathy in the death of his daughter, Miss S. Apedaile, who was fourteen years old and had been ill for some months. Besides her parents one brother and two sisters remain.

Chase rainbows—and you see no dollars. Chase dollars—and you see no rainbows. Moral—try a little of both.

What Canada is Doing in Pulp Line

A. L. Dawe, Montreal

What the pulp and paper industry means to Canada and her future development was emphasized in a recent instructive address delivered by A. L. Dawe, of Montreal, secretary of the Canadian Pulp and Paper Association. before the Kiwanis Club in Montreal. He spoke of the remarkable growth of the industry and laid stress on the splendid position of the newsprint trade, by reason of the large export to the United States, which had resulted as a consequence of the passing of far-seeing provincial laws restricting the export of the raw material, and a free market on the other side of the line, which the Canadian mills had had during the last few years. In passing, he remarked that Canada now supplied over one-third of the total consumption of newsprint in the United States, which at present represented over 200 million tons per annum.

He pointed out that while the Canadian mills were utilizing the forests of the country in making paper, they were also broad enough to see the future and the rights of posterity in the country's natural assets. In fact, he intimated that extensive reforestation plans were now being carried out by the larger companies; and, in addition to this, some of the companies had already sent experts to Europe to study forest husbandry systems developed there, and were planning to concentrate on this matter in the next few years. He urged his audience, as Canadians, to do everything possible to increase the interest taken in the matter of reforestation so that the younger generation might grow up harboring a just pride in their heritage, and a determination to safeguard the basic element of all paper and lumbering industry.

As indicating what the industry amounted to in Canada, Mr. Dawe remarked that the capitalization of the companies engaged in pulp and paper making was now over 300 million dollars and that the industry employed over 25,000 men, with as many more engaged in the winter operations in the woods. The value of the exports of newsprint and pulp, marketed in the United States and the British colonies, was now over 180 million dollars per annum. As a means of offsetting the adverse trade balance of the United States, he suggested that these figures must be considered in a national way.

In addition to giving a description of the newsprint mills of the country, Mr. Dawe also outlined the manufacture of specialty papers and paper boards, and urged his hearers to buy Canadian papers wherever possible, and if impossible to obtain exactly the papers required, to remember that, through the exigencies of a small market, it was not always possible to produce in the same volume as the United States mills were capable of doing, with a market of over 100 million people. He also referred to the by-products of the industry, such as artificial silk, alcohol, paper clothes and paper barrels, and described the process of making waterproof pipes and other articles, which are manufactured from what used to be considered the waste product of the mills.

Speaking of the social side of the industry, he gave an interesting description of some of the model towns which have been created by the paper industries and which have been promoted by the companies for the purpose of housing their employees, under happy hygienic conditions. Instances of this feature of the industry were mentioned at Iroquois Falls, Grand Mere and Kipawa.

It was mentioned, in the course of Mr. Dawe's address, that the province of Quebec is supplying about 40 per cent. of the total Canadian pulp and paper production at the present time, and that under the present sympathetic government there was likelihood of it becoming the leader in the pulp and paper industry.

Want to Export Burned Pulpwood

A meeting of the N. B. Forest Advisory Board was recently held in Fredericton.

The Lumbermen's Association has been asked to fill the vacancy caused by the death of D. J. Buckley.

The term of office of Archibald Fraser as representative of the private timber limit holders expires on Dec. 31. His successor will be appointed after that date.

J. W. Vanderbeck, M.P.P., tendered his resignation as a member of the board of examiners of fire rangers. No appointment will be made to the vacant office until the next board meeting, January 12.

The delegation of limit holders who appeared before the board asked for permission to export burnt timber to the United States from crown lands as pulp wood. The Act of 1911 forbids export of lumber in the round to the United States, the intention being to encourage the manufacture of lumber in New Brunswick. The delegation advanced various arguments in support of its request, notably that the timber was out of danger of destruction after being burnt unless cut as soon as possible.

Big Tract of Lumber Made Available

Approximately 900,000,000 feet of timber will be made accessible for commercial use by the construction of an eight-mile logging railway in Maple Ridge Municipality, the contract for which was let to the Northern Construction Company of Vancouver. N. S. Lougheed, head of the Port Haney Lumber firm of Abernethy & Lougheed, and H. M. Johnston of Chicago signed the contract on behalf of the Miami Corporation, Chicago owners of the big limits behind the Lillooet rivers. The work is to be completed by next spring and in a few days the contractor will have a gang of men at work, for much of the preliminary surveying and sketching has been done.

Tries Side Piling of Lumber

A retail lumber firm in Boonville, Mo., has found it necessary to expand its plant to take care of the increased business. The office and yard of the company, located, are on one of the most prominent business sites in the place and the business district is steadily expanding about it. All lumber is kept under cover and this year a house and lot adjoining the old plant on the east were bought. On the rear part of this lot an additional shed was put up. This shed simply has a V-shaped roof with no sides and the lumber is piled sideways in the shed instead of endways. The company finds it much easier and quicker to pile and unpile lumber when it is stored in this manner.

Value vs. Quantity of Lumber Exports

Although the value of exports of lumber and other forest products of the United States in 1919 was approximately $137,000,000 as compared with $55,000,000 in 1915 and $87,000,000 in 1918, the quantity in feet and cubic feet does not show any such advance. The tremendous increase in value over quantity is due largely to money inflation and higher prices. It is impossible to give exact quantity figures for all wood manufacturers as quantity is of necessity variously computed by number of pieces, as of shingles and railroad ties; by board feet, as of lumber, and by tons, as of wood pulp.

Strong Advocate of Practical Forestry

Frank I. Ritchie, Three Rivers, P. Q.

Frank I. Ritchie, who is well-known in the lumber trade and has always taken an active interest in forestry work, is the president of the Quebec Forest Protective Association. He is a strong exponent of reforestation under practical methods, and a number of interesting articles from his pen have appeared from time to time in the "Canada Lumberman."

Mr. Ritchie is a son of Wm. Ritchie, one of the pioneers and largest lumbermen in the province of Quebec, and was associated with his father in the operation of his mills until they were sold to the Union Bag & Paper Co. in 1900. For the next ten years the subject of this reference was in charge of various operations in the Three Rivers district, when he became actively interested in the organization of the Wayagamack Pulp & Paper Co., Three Rivers, Que. At the time this progressive institution started operating, he was appointed superintendent of the lumber department, and is now, and has been for the past three years, manager of the company, which is making splendid progress and will, within the next few months, add six new machines to its equipment, practically doubling its production of kraft paper, both glazed and unglazed. The company does a large export business and also manufactures sulphate pulp, turning out about 200 tons daily.

Second Hand Machinery & Equipment Wanted & For Sale

Quick Action Section

Special Lots Of Lumber—Positions Wanted & Vacant

Lumber Wanted

Wanted

4 foot Body Hardwood by the cord for firewood purposes, in any quantity. Advances made.

Toronto Timber & Cordwood Co., Limited,
24-3 95 King St. E., Toronto, Ont.

PULPWOOD

We are open to purchase peeled Spruce and Balsam Pulpwood in carload lots. Quotations furnished on request.

The Jost Company, Limited,
285 Beaver Hall Hill,
1-t.f. Montreal, P.Q.

Pulp Wood

We are prepared to buy unlimited quantities of peeled poplar and hemlock and peeled or unpeeled spruce and balsam pulpwood.

ADVANCES MADE

Thompson & Heyland Lumber Company, Limited,
12-t.f. 123 Bay St., Toronto.

Lumber For Sale

Baled Shavings

For sale at attractive prices. Send your enquiry to L. S. Barrand Planing Mills, Pembroke, Ont. 24-3

FOR SALE—3000 Cords of Mixed White Birch and Tamarac, ready for shipment 10th December, 1920, at Stone Siding, A.E.R., 28 miles west of Sudbury. For further particulars apply to C. G. Hyett, Worthington, Ont., Soo branch C.P.R. 24-3

Pulpwood For Sale

1920-1921 Delivery

3,000-4,000 cords Spruce and Balsam.
1,000-1,500 cords Poplar.

JAMES THOMAS CLAIR,
11-t.f. Clair, N.B.

For Sale—White Ash

1 car each 1", 1¼", 1½" and 2" No. 1 Com.
1 car each 1", 1¼", 1½" and 2" No. 2 Com.

Dry Northern stock of good texture. Can ship immediately at attractive prices. Also have good stock other grades and thicknesses one inch to four inch. Address Box 426, Canada Lumberman, Toronto. 23-24

For Sale

115,000 ft. White Pine Lumber, classified as follows:—

1"	25,000
1½"	13,000
2"	64,000
3"	13,000

This cut of lumber, being out of large trees, runs very wide, and is well sawn. It was sawn in the months of January and February, stuck-up and covered and should be ready for shipment very soon.

For further particulars apply to J. A. Farnsworth, Cookshire, Que. 15-t.f.

PUBLISHER'S NOTICE

Advertisements other than "Employment Wanted" or "Employees Wanted" will be inserted in this department at the rate of 25 cents per agate line (14 agate lines make one inch). $3.50 per inch, each insertion, payable in advance. Space measured from rule to rule. When four or more consecutive insertions of the same advertisement are ordered a discount of 25 per cent. will be allowed.

Advertisements of "Wanted Employment" will be inserted at the rate of one cent a word, net. Cash must accompany order. If Canada Lumberman box number is used, enclose ten cents extra for postage in forwarding replies. Minimum charge 25 cents.

Advertisements of "Wanted Employees" will be inserted at the rate of two cents a word, net. Cash must accompany the order. Minimum charge 50 cents.

Advertisements must be received not later than the 10th and 20th of each month to insure insertion in the subsequent issue.

PILES FOR SALE—Norway Pine and Jack Pine Piles 30 to 60 feet. Wish to contract for a quantity of these, delivered on cars at Whitefish or on Vermillion River. Con. McGuire, Whitefish P. O., Ont. 24-3

Selected Trimmer Ends

8 to 10 cars White Pine Selected Trimmer Ends for sale. For prices and particulars apply JOHN B. SMITH & SONS, Toronto, Ont. 23

Timber For Sale

3,000 acres Crown Right Virgin Timber in Ontario. Birch, Hemlock, some White Pine, Basswood, Elm. Warren Ross Lumber Co., Jamestown, N.Y. 6-t.f.

Sawdust

FOR SALE—Sawdust in car lots. Can load any time.

W. H. JOHNSTON,
24 Pefferlaw, Ont.

Dry Spruce

One Million Feet 1, 2, and 3" merchantable and culls. Also a few cars laths and shingles.

D. G. RHEAULT,
24-3 Mont Joli, Que.

Railroad Ties For Sale

Standard Railroad Ties for sale for immediate delivery. Also small ties suitable for sidings. Enquiries solicited.

ST. LAWRENCE LUMBER CO.,
22t.f. Quebec, Que.

For Sale

355000	No. 1 W. P. Lath	48"
185000	No. 2 W. P. Lath	48"
620000	No. 3 W. P. Lath	48"
241000	Mill Run W. P. Lath	32"

For prompt acceptance $9.00 per thousand average price, F.O.B. Field.

The Mageau Lumber Company, Ltd.
24 Field, Ont.

Crating Spruce

About 500 M. ft. of 5/8" CRATING SPRUCE—also Log Run SPRUCE.
500 M. ft. of 1", 2" & 3" Culls SPRUCE.
ALSO ONE MILLION LATHS.

J. P. Abel, Fortin, Limited,
379 Desjardins Ave., Maisonneuve,
21-24 Montreal, Que.

Machinery Wanted

WANTED—Two heavy log or lumber trucks. Box 257, Canada Lumberman, Toronto. 11-t.f.

One Band Resaw, either Cowan or Yates, 5 or 6 inches saw, tilting rolls, 50 to 60 inches complete and in good order.

CHICOUTIMI PULP CO.,
22-25 Chandler, P. Q.

WANTED—Second hand 8" Waterous Gun Shot Saw Mill Feed, Without carriage.

Trenton Cooperage Mills, Ltd.
21-24 Trenton, Ont.

Machinery For Sale

FOR SALE—75 H.P. Westinghouse 2200 V. 60 cycle 3 phase induction type motor, complete with starting panel and oil switch. Address Box 543, Sault Ste. Marie, Ont. 22-25

FOR SALE—Fairbanks Morse Gasoline and Kerosine Hoist, on skids, 144 H.P. $700. Also complete Logging Equipment for 40 men Inquire Box 543, Soo, Ont. 21-24

For Sale—Locomotive

One 28 Ton 3 Cylinder 8 x 10 Standard Gauge Lima Geared. Located in Canada.
Box 376, Canada Lumberman, Toronto, Ont.
19tf

For Sale

One Waterous Portable Saw Mill, including saws, belting and pulleys. Also twelve H.P. Oil Engine. Cheap for quick cash sale. W. J. Bennett, 255 N. Lisgar St., Toronto. 24-1

FOR SALE: 275 DRY-KILN TRUCKS, Channel Iron, Roller Bearing, 6' 9" long. Planer & Matcher, 4-side, 15x6" Woods No. 32. Woodworking Machinery of all kinds for sale.

Chas. N. Braun Machinery Co.,
24-1 Fort Wayne, Indiana, U.S.A.

Engines and Boilers For Sale

1—No. 3 Jewell Engine 10 H.P.
1—Leonard Clipper Engine 60 H.P.
1—Leonard 8" x 10" Ball Automatic Engine.
1—McEwan Automatic Engine 11" x 10" R.H.
1—60" x 14' Horizontal Return Tubular Boiler 42-4" flues, full C.I. front.
2—Horizontal Erie Return Tubular Boilers, 64" x 16', 54-4" flues.

The above are in good condition and can be inspected at any time. Apply to Box 433, Canada Lumberman, Toronto. 24t.f.

For Sale

One Edison Electric Light System running 300—16 candle power lamps. Perfect condition $300.00
One Steam Engine, Bertram, 180 H.P., in good order $550.00
One 150 H.P. 13 x 27 x 30 Tandem Compound Wheelock Engine $1000.00

Large stock of electric motors of all descriptions at about 50% off value.

Apply L. S. Tarshis & Son,
402 Front St. East,
24-3 Toronto.

Second Hand Machinery

We have over $250,000 worth of used machinery of all kinds for sale. Suitable for mines, quarries, railroads, pulp and lumber mills, etc.

Everything carefully overhauled at our shops before shipped.

Send us your inquiries.

R. T. GILMAN & CO.,
19tf Montreal.

For Sale

Waterous Big Champion Edger for six saws, Waterous Log Kicker 10 inch cylinder with arms all complete, Waterous Ratchet Set works, Two single bevel friction live roll drives complete. For further information apply Conger Lumber Co., Ltd., Parry Sound, Ont. 22t.f.

Situations Wanted

Young man, 27, several years' general office and accounting experience, desires employment in lumber camp, preferably where his duties require him outside, such as scaling and working in the bush. Box 432, Canada Lumberman, Toronto. 24

WANTED—Position as Superintendent of planing mill or woodworking factory. Have had 12 years' experience in all lines of planing mill work, interior work, hardwood flooring and box making. Am good draftsman and estimator; am a thorough mechanic and can get results. Box 423, Canada Lumberman, Toronto. 23-1

MILL ACCOUNTANT—Competent mill accountant, 15 years' experience in P. Q. lumber business, desires change present employment for a better one. Could leave on a month's notice. Conversant in both French and English languages. Can furnish highest references. If in need of one not afraid of work and able to show results apply to Box 439, Canada Lumberman, Toronto, Ont. 24-1

Situations Vacant

WANTED—Thoroughly reliable, experienced and competent head sawyer for our factory at Rodney, Ontario.

CANADA WOOD PRODUCTS CO.,
23-24 St. Thomas, Ontario.

Man wanted to take charge of Sash Department in a city planing mill. Must be competent and be able to run machines as well as lay out sash. Apply Box 132, Canada Lumberman, Toronto. 4-t.f.

Salesman Wanted

An old established wholesale lumber firm requires the services of a first-class salesman for Ontario and the Maritime Provinces. One having a knowledge of B. C. Coast products and the Door trade will have a preference. Must have a good connection. None others need apply. A liberal salary paid to a first-class man.

Apply with details as to salary required and experience to
Box 424, Canada Lumberman, Toronto. 23-24

Wanted for British East Africa

Two Canadian Sawyers to run a Sawmill equipped with Steam Engine, Circular Breakdown Saw Bench by the Lane Manufacturing Company, U.S.A., and usual Breast and Cross-cut Saw Benches and to hammer a Saw.

Engagement for three years with accumulative leave of six weeks per annum. Terms about £30 per month with quarters.

Apply to Riddell, Stead, Graham & Hutchison,
80 St. Francois Xavier Street,
24 Montreal, Que.

Business Chances

FOR SALE—SAWMILL COMPLETE with planers, etc.; capacity 25,000 daily; located on G. T. P. near Pacific Coast. Reasonable terms can be arranged for mill and standing timber. For full particulars apply Box 291, Edmonton, Alta. 22-25

For Sale—Timber Limits

187 Square Miles in province of Saskatchewan, including Saw Mill, Planing Mill and general equipment such as Logging Engine, Tanks, Rutters, Snow Plows, 30 sets McLaren Logging Sleighs, etc., etc., For further information address the Saskatchewan Lumber Co., Limited, Crooked River, Sask. 22-25

FIRM MANUFACTURING High Class Interior Finish want experienced men in towns within shipping distance of Montreal to solicit business and book orders on a percentage basis. Good opportunity for men carrying on small carpenter or repair business.

Apply for full particulars to Box 11, Station "C", Montreal, Que. 22-25

Saw Mill For Sale

Complete 50,000 ft. capacity Circular Saw Mill for sale. 3 boilers over Dutch ovens, steam feed circular, live rolls, belted throughout with leather, rubber and canvas belting.

Mill building 120 x 38 with extensions built of heavy timbers and easily removed.

Small cash payment, balance easy terms on good security.

Box 427, Canada Lumberman, Toronto. 23-24

Canadian Pulpwood Co.

MOREAU BARKER FOR SALE

Also invite offers of sar-peeled and rossed pulpwood.

129 Commissioners St. W., Montreal

For Sale

Sawmill and sawing contract, located in the township of Carter at Bethnal Mileage 95, C. N. R.

Circular Mill 30m. Feet Capacity per day, everything complete, one of the most up-to-date and speedy mills in Ontario. Operates with five men less than any other mill of its capacity, must be seen to be appreciated.

A guaranteed contract for three years timber, enough in the lake now to double power all season of 1921, and enough timber on the berth to keep this running to capacity for a term of years.

Office, Camps, Horses, Wagons, Sleighs, Cooking Outfits, Beds, Springs, Mattresses and Blankets in first class condition, also good stock of fresh supplies on hand, for full particulars apply to Greer Bros., Bethnal, Ont., or to

J. T. GREER,
Bala, Ont.
24-1

For Sale

Planing Mill on Canadian National Railway Lines, between Levis and Mont Joli, doing a Milling In Transit business, working night and day, with work ahead, guaranteed for several months at profitable prices. Fully equipped with planer, sticker, ripper, re-saw; handling several cars daily, with siding capacity of five cars, which is shortly to be extended to nine cars capacity; right in the heart of lumber section where more than ten times mill's capacity has been refused due to over-taxing of mill. Mill built of cement with cement floor, with additional buildings for Sash and Door Factory or Box Factory attached, and sheds for piling, also with piling ground for around half of million feet of lumber. Sellers will guarantee work several weeks ahead. Price $30,000.00, on terms that will be satisfactory. A live man or group of men can easily clean up $20,000.00 a year net profit, and mill can be extended for increased business very easily up to ten cars per day. Principals only. If interested write to Box 430, Canada Lumberman, Toronto, Ont. 24-4

Lumber Property For Sale

About 8,000 acres (held in fee) of lumber lands estimated to contain about 30,000,000 sp. feet of merchantable soft wood.

As a pulp wood proposition, this property should contain 60,000 cords or more.

Included with the lands, is a saw mill, equipped with Dutch furnaces, Waterous edger, planer and lath machine, and situated along the line of the C. N. Railway, the port lies within three miles of the mill, so that water shipments may be made as well as rail.

All the lands are within easy distance of the river, and stream driving does not exceed a distance of more than six miles.

For further information apply to

E. A. SMITH,
Shediac, N. B.
23t.f.

Miscellaneous

SAWDUST GRATES WANTED: about 75 sq. feet, good and heavy, 4 or 5 ft. long. French River Lumber Co., Bigwood, Ont. 23-24

TENDERS for Pulpwood and Timber Limit

Tenders will be received by the undersigned up to and including the **18th day of December, 1920**, for the right to cut forest products on an area in the English River Water Shed.

Tenderers shall state the amount of lump sum cash bonus they are prepared to pay, which sum shall be in addition to the rates of Crown Dues fixed by Order in Council dated 27th day of March, 1920.

Parties making tender will be required to deposit a marked cheque payable to the Treasurer of the Province of Ontario for the entire amount of the lump sum bonus specified above, which lump sum shall be forfeited to the Crown if the successful tenderer does not enter into an agreement as provided in conditions of sale.

The highest or any tender not necessarily accepted.

General terms and conditions of sale may be had by applying to the undersigned.

BENIAH BOWMAN,
Minister of Lands and Forests.

Toronto, September 24th, 1920.

N.B.—No unauthorized publication of this notice will be paid for. 23-24

Tenders for Pulpwood and Pine Limit

Tenders will be received by the undersigned up to and including **the 29th day of December, 1920**, for the right to cut pulpwood and pine timber on a certain area situated on the North Shore of Lake Superior, and territory adjacent thereto, in the district of Thunder Bay.

Tenders shall state the amount per cord on pulpwood, and per thousand feet board measure on pine, that they are prepared to pay as a bonus in addition to dues of 80c per cord for spruce and 40c per cord for other pulpwoods, and $2.50 per thousand feet board measure for pine, or such other rates as may from time to time be fixed by the Lieutenant-Governor-in-Council for the right to operate a pulp mill and a paper mill on or near the area referred to.

The successful tenderer shall be required to erect a mill or mills on or near the territory and to manufacture the wood into pulp and paper in the Province of Ontario.

Parties making tender will be required to deposit with their tender a marked cheque payable to the Honourable the Treasurer of the Province of Ontario for twenty-five thousand dollars ($25,000), which amount will be forfeited in the event of their not entering into agreement to carry out the conditions, etc.

The highest or any tender not necessarily accepted.

General terms and conditions of sale, together with particulars and description of territory, may be had on application to the undersigned.

BENIAH BOWMAN,
Minister of Lands and Forests.

Toronto, 1920.

N.B.—No unauthorized publication of this notice will be paid for. 24

Sale of Timber

Tenders will be received by the undersigned up to and including **Friday, the 31st day of December next**, for the right to cut the timber on the south half of the Township of Shackleton, in the district of Temiskaming.

Terms and conditions of sale and further particulars may be obtained upon application to the undersigned or to Mr. Dalton Spence, Acting Crown Timber Agent, Cochrane, Ontario.

BENIAH BOWMAN,
Minister of Lands and Forests.

Toronto,
November 2nd, 1920. 23-24

Uses of Sycamore.

More than 50 per cent. of the sycamore cut in the United States is made into boxes and crates, says a recent bulletin of the Forest Service. In 1918, the estimated cut of sycamore was 30,000,000 feet. Arkansas cut 6,437,000 feet; Indiana, 3,457,000; Tennessee, 3,162,000, and Missouri, Ohio, Illinois, Mississippi, Kentucky and Louisiana each cut more than a million feet.

After boxes and crates, slack cooperage takes about 20 per cent. of the sycamore cut and furniture and fixtures more than 10 per cent. Much of the sycamore manufactured into furniture goes into common varieties, as kitchen cabinets, chairs, etc., and into the interior and hidden parts of more expensive furniture, especially drawer sides, backs and bottoms, shelves, linings and core material for veneers. Its moderate price is its chief advantage in such uses.

More than 300,000 feet of sycamore is used in making musical instruments. It is employed largely for the interior parts and braces of pianos and organs because of its fair degree of strength and moderate cost. It is also used for agricultural implements, carpet sweepers, trunks, sewing machines and wooden novelties.

One of its greatest advantages for boxes and crates is its non-contaminating qualities as well as its moderate strength and attractive appearance. Tobacco boxes and fruit and vegetable baskets and boxes are often made of sycamore and it is considered the best wood available for berry boxes as it will bend successfully without breaking when made into square or octagonal shaped boxes.

The sycamore occupies flood lands and areas along streams not suitable for cultivation. For this reason it is especially valuable to the agriculturist as it keeps his lands from washing. Its growth should be especially encouraged in such situations.

New Kiln Drying Process.

A kiln-drying process which will dry one-inch softwood lumber, green from the saw, to 10 per cent. moisture content in 24 hours or less has been developed at the U. S. Forest Products Laboratory at Madison. The novel feature of the process consists in forcing superheated steam at high velocity first in one direction and then in the opposite through the pile of lumber in the kiln. This treatment dries the lumber very uniformly and rapidly with a minimum of checking and warping. Drying lumber by this process consumes more steam per thousand feet of lumber than ordinary kiln-drying processes; it somewhat reduces the toughness of the lumber and cannot be used in thicknesses of more than two inches.

TIMBERLANDS FOR SALE

We have many attractive properties listed with us, for sale, in all parts of Canada and Newfoundland, in both Freehold and Crown lands.

BRITISH COLUMBIA
Large tracts of Cedar and Spruce situated on tide waters and the larger rivers, with or without saw mills.

NEW BRUNSWICK
Some very fine Freehold hardwood properties.

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More than 3,000 square miles of the best timbered pulpwood land in the Colony.

ONTARIO
Many pulpwood and hardwood tracts, both Freehold and Crown land.

QUEBEC
Some excellent Freehold properties running heavily to pulpwood. Large pulpwood limits on the Upper Ottawa and on the North and South Shores of the St. Lawrence.

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MONTREAL, QUE.

Review of Current Trade Conditions

Ontario and the East

General conditions in the lumber line remain unchanged, and, while some wholesalers report business as being fair, other dealers declare that trade is decidedly quiet. In certain lines the turn-over is spotty, but as a rule very few cars are being sold, and it is not expected that there will be any material alteration in conditions until after the new year.

All the retailers are marking time and wondering whether the bottom has been reached in prices. They declare that unless lumber comes down more, the farmers will not buy. The produce of the farmers has been lowered in value and yeomen naturally think that everything else will come down in proportion although lumber has taken a decided drop, particularly in hemlock, and reports are heard of cut prices. Travellers, who are out on the road, say that they are finding it difficult to interest purchasers, and factories who consume large quantities of hardwood, are not in the market just now unless it be for something to satisfy immediate requirements.

Labor appears to be plentiful at all points, and the report comes from Port Arthur and the Sudbury district that some operators have reduced the wages of lumberjacks from $70.00 to as low as $45.00 a month. This condition of affairs is, however, not general as yet although there may be some drop in the high figures, which have prevailed, after the Christmas holidays. Men are coming forward in larger quantities than camps can require or can accommodate them, and as logging operations are on a restricted scale, not as many lumberjacks are needed at this time as last season, and in the ranks of labor generally there is more unemployment.

In Eastern Canada the production of spruce will be very light, and it is also expected that the hemlock output in Ontario will not be large owing to the recent slump in quotations. Some souhern pine is still being offered at low prices by firms who are obliged to liquidate, and some purchases have been made. However, the offerings are not as plentiful in number or as low in price as they were some time ago.

It is too early as yet to give any indication of what the building demand will be for next year, and no prediction can be made whether the present level of values will be raised. Many believe that, as soon as confidence reasserts itself, declines in prices will cease and lumber will get back somewhere near the quotations that prevailed in 1918.

Stocks of most retailers are low and with the exception of a few firms, wholesalers are not heavily loaded up. There will be no particular hurry this season to buy cuts for 1921, judging by the present attitude of the wholesale price.

While much is heard regarding existing conditions, there are very few pessimists in the industry, and the number who are wearing blue spectacles can be counted on the fingers of one's hand. The outlook on the whole is regarded as favorable as soon as the present temporary period of depression has passed away, but the query arises when will it be over? The best guesses are that next spring will see the termination of the period of stagnation.

Fall building keeps up fairly well in the larger centers.

For the month of November the city architect's department, Toronto, issued building permits to the value of $1,482,914. For November, 1919, the total was $2,536,045; for eleven months of 1919, $17,779,811; eleven months this year, $24,333,045.

United States

What buying is done, is on a limited and conservative basis. Each week there is a further slump in other commodities and the feeling grows that the sooner these declines are over, the better. Then will the process of readjustment be ended and things get down to a normal prewar state. Speaking of declining values in lumber, a leading exchange says: "The outstanding feature of the present price movement is the resistance which the retail dealer is offering to the force of deflation, and if there is any force comparable to this resistance of the retailer, it is the termination of buyers to refrain from purchasing anything except absolute necessities.

In the eastern market there have been few inquiries of any importance, and the only buying that occurred was for special stock and railroad material. There has been a considerable shaking up in the late market and a few sales have been made at sacrifice prices. Many yards have practically all the stock on hand which they bought last spring, and one firm says "There are millions of lath on hand bought at $15.00 and up which the dealers had hoped of disposing of at $20.00 and up. These laths are being hustled out to-day at $12.50 retail, and with the yards taking this loss and big stocks on hand, there does not appear to be much hope of an early revival."

One concern say there is absolutely nothing in sight between now and spring, which will give the yards a chance to run their lumber out, and run this high-priced lumber out they must, before they will buy again.

Summing up generally, one market letter, sent out a few days ago, says:

Liquidation in general business has by no means been completed, although the prices of raw material, manufactured goods and wholesale lots have decreased to what must be the minimum in the greater proportion of industry, the retail prices have not fallen in proportion to wholesale. Until these stocks, which were purchased at former high levels, have been worked off or closed out by the retailers lowering their prices and taking a loss no normal demand can develop.

How close this country has come to a panic does not appear on the surface and is known only on the inside of the big banks. Just at present there is a false air of prosperity in the retail shops due to the holiday buying as the banks are unquestionably carrying these stores over the holiday, but once the holidays are over, you will see further price reduction until liquidation is completed.

By the end of the winter the readjustment period should be over and the general industry ready for a turn of normal activity, but under the circumstances no one should believe for a moment that this means a return to the speculative prices of 1920 as any attempt to reach those levels will immediately result in closing down what business develops and of a repetition of last year.

The real situation is clearly illustrated in the lumber business. The retail yards are stocked with high priced lumber which they are moving only in small parcel lots. They have stocks below previous records, but due to the change in business and new sources of supply it is not necessary for the retail yards to-day to carry the stocks of former years and they never will again; consequently it is fair to assume that their stocks are slightly under normal. They are doing no business; what little lumber they are selling is going for repair and industrial work, as there is no frame house construction whatever.

The hardwood demand is quiet and sales are few and far between. The requisition for hardwood lumber continued heavy and at peak prices considerably later in the year than the maximum softwood prices held. The same conditions which caused a drop in softwood prices have operated to bring about reduction in hardwoods; though these causes operated on the hardwood trade at a later date. The result is that the hardwood trade is now going through the experience that the softwood trade went through some weeks ago. The most encouraging feature of the market continues to be the export announced as having been placed in Memphis several weeks ago is an actual order and since its placement there have been a number of small orders given which lend encouragement to the millmen. Hardwood production is being greatly curtailed and stocks are not up to normal in many cases. There is a wide spread in prices with no set market.

Great Britain

The trend in business lately has been quiet and there is a tendency on the part of buyers to withhold from replenishing their stocks at present-day prices. The general opinion is that values have not yet reached their lowest limit, so that almost everybody is waiting to see if shippers in the U. S. A. will further reduce their prices for all kinds of American hardwoods. On the other hand, there are some merchants who hold fairly large stocks of imported timber bought before the recent decline in values, who are "hedging" themselves by purchasing further supplies at whatever lower offers they may obtain.

It is difficult to say whether prices will decline to such an extent as many people imagine. For one thing the rate of exchange is militating against any serious drop in values, while it would appear as though shippers, are becoming impatient at the lack of orders from this side, and are more inclined to come down in their ideas of values so as to secure a larger proportion of business. Whatever may be the ultimate outcome of the present situation. it must be admitted by everyone that a greater volume of trade would ensue if we were all sure that prices had reached the bottom.

We have said enough, we think, to show how extremely uncertain is the whole question, says an exchange. We are now more than half through November, and yet practically nothing has been done in the way of buying for the ensuing season. In an ordinary year, business commences in earnest about this time, and quite a number of special

View of Mills in Sarnia.

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contracts are fixed up. We doubt, however, whether anything of importance will be concluded this year, as all buyers state that they intend to wait until after Christmas before considering 1921 purchases. By that time the financial position should be clearer, and it will be seen how the general shortage of money and the fall in the prices of other commodities is going to affect the timber trade.

Dealing with the Continental market, we cannot write in a very hopeful strain. Two years after the war, Great Britain is still only commencing to recover, but France, Belgium and Germany are far worse off. Their international trade is hampered to such an extent by the depreciation in their currencies that the timber importers simply dare not attempt any larger business. This depreciation is due in a great measure to the fact that the national budgets have not been placed on a sound footing, and that the process known as deflation has scarcely commenced. In order to meet current expenses, all the Continental countries have to resort to the issue of fresh paper money, and until this ceases, there can be no real improvement. There must be a tremendous demand in France, Belgium and Germany for softwoods, but it costs too much to import, and therefore business cannot be done.

Meantime, in Great Britain, we find the consumption is just ready. Every day small contracts are made, and in these contracts prices keep up, because the wood is bought for immediate use, and for a specific purpose. Trade, of course, is not brick, and outside the housebuilding sizes there is no very large demand. Stockholders, therefore, must exercise patience, but if they avoid the fatal mistake of pressing their wood, they should be able to sell slowly at fairly good figures.

The worst market of all is spruce. Prices for months past have continued to drop. In the Manchester and Liverpool districts, the supplies are out of all proportion to the demand, and a lot of money must have been lost. In London and in other parts of Great Britain, the situation is not quite so acute, but it is bad enough, as the prices which spruce fetched at the last auction in London clearly show. Over the market hangs the cloud of the old Government stock. It is not known how much of this is still left unshipped, but reports state a very considerable quantity, and it is also believed that there is a lot of rubbish among the unshipped balances. In this country, 3x9 in. St. John's spruce is scarcely worth more than about £35 to £40, while for the smaller sizes it is difficult to find buyers at any figure.

Market Correspondence

SPECIAL REPORTS ON CONDITIONS AT HOME AND ABROAD

Quebec Trade Quiet and Production Not Large

The lumber trade in Quebec has undergone no change in its condition and judging from the present outlook, the activities for manufacture this winter will be greatly lessened in comparison to previous years. Quebec lumber firms consulted, regarding the situation, make the laconic reply that there are no changes in the situation, and they have as yet formulated no plans. The drop in prices and the high cost of production offer no encouragement. Together, with the stringency in the money market these factors are causing all Quebec firms to proceed with the utmost caution. The market is practically at a standstill and the retail trade doing very little, in fact no business. This is due to the continued high cost of material and the arrogant demand of labor.

Like all other sections of Canada, Quebec is suffering acutely from a scarcity of houses, and people are packed in apartment and rooming houses and tenements for want of home accommodation. Nevertheless those, with capital and a desire to build, are determined not to invest until the cost of material and labor comes down to meet the exigencies of those with money to invest in building that will at least give them a fair and equitable return.

The recent decision of the banking interests to loan no money is having an alarming effect on the people with medium means, who, finding they cannot obtain loans to carry on their business ventures, feel that there must be something amiss in the financial conditions of Canada. This has caused them to close their purses and sit tight on their holdings. When told that the banks are curtailing their loans in order to conserve their money to finance, the wheat crop of the Canadian West, they are dubious and make the reply that that is no reason why the general business activities of the whole Dominion of Canada should be sidetracked.

In the meantime the big lumber interests of the city and district of Quebec who have all their money practically tied up, and who have been closely watching the industrial condition in the United Kingdom, which show so little sign of adjustment in the present, have concluded to curtail greatly their operations in the woods and their mills this winter.

During the past season of navigation in the St. Lawrence, the lumber trade has been fairly good, in fact much in excess of expectations, but it is generally concluded that unless the building question in Great Britain undergoes a material change between now and next spring, Canadian lumber products will be greatly affected. Export business will be diminished and competition, that is sure to ensue by no demand, will destroy profits, a future condition that the Quebec trade are carefully watching, and using their sense of judgment accordingly. In consequence they have decided to curtail operations for manufacture this winter. The news of the curtailment of operations is beginning to have an affect on laborers, who are realizing that the demand for their service in the woods and in the mills will also be curtailed.

The pulpwood business at Quebec is also at the present suffering from a slow market. The pulp and paper mills having stopped buying, is causing the dealers considerable concern, especially those indebted largely to the banks. They feel, however, that the slump is only temporary and are determined to stand by their prices, knowing that in the end the mills will require their wood. The situation, however, is affecting the independent farmers, who for the past few years have been engaged in cutting pulpwood in the wooded sections of their farm lands, and just as soon as they realize that there is no immediate call for their wood, they will cease to operate. The French Canadian farmer is not the unsophisticated, ignorant habitant of the past, proving education has greatly enlightened him as to material things and his welfare, and as a close student of market conditions, he is not to be caught napping; therefore, rather than sacrifice his wood, he will quietly bide his time until things improve, with the knowledge that sooner or later his wood product will be needed. In the meantine he will quietly await his opportunity.

The meeting that took place between the Quebec limit-holders and the Provincial Government of Quebec, is having its good effect. Though no modification of the tariff has yet been declared, it is learned that the Government is studying the question with a likelihood of meeting the wishes of the limit-holders. The Government in the meantime has in a measure acceded to the petition as contained in the memorandum submitted by the deputation of the limit-holders, who waited on the Taschereau Administration on November 18 last in regard to article 12 of the forest regulations which forbade the licensees to cut on crown lands white or red pine measuring less than 13 inches, and other trees less than 12 inches in diameter. The correspondent of the "Canada Lumberman" was told by the Department of Lands and Forests, "That the department was now co-operating with the Quebec Limit Holders in connection with surveying under operation, with the object of having regulations strictly followed. The Department has modified article 12 passed by order-in-Council in April last, which will allow the cutting of spruce below the diameter stipulated in article 12, providing the findings of the inspection warrants it.

Mr. G. C. Piche, superintendent of the forest branch of the service in an interview with the "Canada Lumberman" said: "We are employing forty men this winter to assist the usual staff in checking operations in the woods. In many cases the lumbermen also furnish an inspector who travels with the Government inspector. Thus we have secured a walking tribunal who immediately fines the jobbers who violate the law. Posters are put up in each lumber camp, explaining how the logs must be cut, with the threat that any man who cuts below the permitted size will be liable to a fine of $3 per tree.

"There have been complaints that some of the pulpwood camps were butchering their forests, but this the Quebec Government will not tolerate or any such infraction of the law. We wish to, and are determined to preserve the forests, and perpetuate them in the best manner possible, the law in regard to lumber and pulpwood operations must be strictly obeyed.

"The Quebec forest engineers, despatched to Europe, have arrived at Paris, France, and have begun their studies, as outlined in the last edition of the "Canada Lumberman."

Montreal Market Slow and Trade Dull

The Montreal market continues very quiet. Here and there business is fair but on the whole the market is slow. Although prices have of course declined from their previous high level, the drop in quotations has had no effect in stimulating sales.

In discussing conditions with wholesalers two main ideas developed—one is, that in the spring there is likely to be a recovery in

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the direction of a greater consumption, due to more construction. This larger building programme will, it is argued, be influenced by the probable reduction of values in general building materials, in line with the lower prices for many commodities. Lumber, it is further argued, has already dropped, and that there is not an appreciable margin for lower values, having regard to the cost of production. The other idea is, that there is little hope of any great increase in business, this view being based on the assumption that there is little hope of any great increase in business, and no encouragement in the present situation for expansion. It is true that there is a shortage of houses, but even should the cost of building be reduced, it will not come down to such an extent as to invite the expenditure of any large sums. Moreover, many manufacturing departments are now being carried on at a loss, and there will be no spare capital to be spent in new ventures requiring lumber.

Some reports from the Province are to the effect that the new cut will be considerably smaller. The output from the camps is likely to be curtailed.

The general woodworking firms have a good amount of work in hand, one company being engaged on a very large order of pine doors for the Old Country.

The housing problem in Montreal is still acute. The Administrative Commissioners having made no progress with the scheme for workmen's dwellings, a meeting of contractors and supply firms was held to expedite matters. A committee was appointed to wait on the Commissioners, with a view to some aggressive action being taken.

For the month of November Montreal building permits totalled $612,810, a decrease of $278,054, as compared with the corresponding period last year. For the eleven months the total was $13,685,455, a gain of $4,309,955.

Market at Ottawa is Quiet and Orders Scattered

A continued slowness of business, coupled with firm prices, and the hope in some circles that the first few months of 1921 would bring about a change for the better, were the principal features of the Ottawa lumber situation during the opening period of December.

Taken all around, trade was abnormally slow even for the season of the year, and some sellers stated it was the dullest market they had witnessed since the autumn of 1913. Orders or inquiries either from the domestic or United States markets were practically nil, and very little trading went on with the European countries. Stocks in most instances were more plentiful than in demand, but most buyers did not express great apprehension as to their ultimate disposition and seemed willing to retain stocks rather than cut prices or sacrifice them.

The general view taken as to the future was that it would largely depend on the amount of building that would be undertaken next spring. In this connection the two dominant factors to the minds of the trade were "the easiness of money," and the attitude of labor.

The money market at present as the retail and part of the wholesale trade sees it, is that money is "exceptionally tight" and that the banks will not advance it for speculative building purposes. This they point out has had a great deal to do with the curtailment of building operations, which consequently reflects itself on the lumber market.

"No one can just tell what the readjustment will bring about. Unless the banks loosen up and loan money to home builders and for commercial building there is not going to be the volume of building next spring that should take place. Consequently there is not going to be the demand for lumber stocks if building does not go ahead," was the summary of one wholesaler. He was also of the opinion that if money could be more readily secured from the banks that 1921 would see one of the greatest building booms that Canada has ever witnessed. So far as Ottawa goes, the indications are that there is going to be a shortage of commercial space next spring. Some prospective builders have seen it coming and were willing to go ahead and take a chance on putting up buildings this fall and winter, but were unable to secure the necessary credits from the banks.

Inquiry in manufacturing circles shows that the banks are on the whole taking care of their old customers, and advancing credits for the continuance of the woods operations. Very few, except the "bigger fellows" are financially able to take care of the whole of their woods operations and the sawmill cutting season, and wait for their money until their lumber is sold. Consequently they go to the banks for advances and when the cash is received for the sale of their lumber, they repay their loans. With some of the smaller companies, it is heard in the trade, that difficulty has been experienced in financing woods operations.

In regard to the labor situation, from the woods end, the fact is becoming plainer that woodsmen or many of them let their opportunity for employment go by early in the fall when their services were not available to the lumbering companies, who could not find enough men to fill the camps they intended to put in. In face of this fewer camps were established and the woods production this year shall drop conisderably. As an instance, one company who usually cut 18,000,000 feet reports a cut of only 7,000,000 for last season, and predicts this season will be lower than last.

"The time for fast logging has gone past, the months of September and early October are the best period of the year for bush operations, but this year the men were not available, and it is too late now to begin to open up new operations," was the comment of one of the leading manufacturers.

Another point that the members of the whole lumber trade are turning over in their minds, is what the attitude of labor toward higher wages in the building industries next year is likely to be? If wages for labor go higher lumbermen are afraid that building will not be undertaken on a large scale, and consequently the demand for their product will fall away.

Besides a very slow movement in lumber the lath and shingle markets was also slow. Most of the few sales of shingles, it was reported, were British Columbia stock, which had been shipped on consignment and was sometimes sold before it reached its destination, depending on the price offered at the intervening points.

With the John R. Booth interests it was reported that about the same number of camps was in operation as last season, but what the production would be, or what the future lumber market would be like was stated by Mr. Jackson Booth "as only guess work." This company also stated that the tendency of woodsmen migrating from one camp to another showed up in the last few weeks and that men were now staying more permanently in the one camp.

The European export situation was reported to be even quieter than the Canadian or American markets, and even not so active as it was a year ago. This, exporters claimed, was largely due to the unsettled conditions prevailing in England, which was accelerated by the strike of the British coal miners, the effect of which was only now beginning to make itself felt on the trade in this country.

Another factor was, that the English market was conceded to be well stocked, and that until conditions righted themselves and owners of the stock on the other side saw their way clear to dispose of it that they were not inclined to order more. The improvement in the exchange rate was referred to as a favorable sign, but, on the other hand, it was also mentioned that all of the stock purchased some time ago by Sir James Ball, the British Timber Controlier, had not yet been "cleaned up."

Rail transportation remained good and foreign cars were plentiful.

Mr. Caverhill Takes Over New Duties

Peter Z. Caverhill, who succeeds M. A. Grainger as chief forester of British Columbia, has entered upon his new duties. Mr. Grainger, who had been associated with the forestry department since its reorganization in 1911 and who was chief forester for two years, resigned to enter private business and will probably locate in Vancouver. Mr. Caverhill, who has been in the British Columbia forest service for some time and recently as district forester at Vancouver, was formerly chief forester for the province of New Brunswick. He was graduated from

P. Z. Caverhill, Victoria, B. C.
Newly appointed Chief Forester for British Columbia.

the New Brunswick Forestry School and for two years was associated with the Dominion Government forest service, with headquarters in Alberta. He came to British Columbia in 1912 and became a member of the forest service under H. R. MacMillan. Later he returned to New Brunswick to take charge of the department, but in 1917 he returned to British Columbia, where he has remained since.

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What Will 1921 Bring in Lumber Line

How Far will Demand for Forest Products Reassert Itself and the Level of Prices Rise?

By A. E. Mothersill

As we near the end of 1920, the average business man and manufacturer is giving thought and attention to what stocks they have on hand and considering what the year 1921 will bring forth. The question is being asked on all sides—have prices on lumber and all other commodities touched bottom? and when will a revival of demand and volume of turnover set in

Keeping careful watch over the present and trying to gauge the future is uppermost just now in the minds of most men. It is well known that after every great upheaval like a war that economic industrial and social conditions are decidedly upset. The process of readjustment is neither as swift nor as certain as many would like to see. "As has been predicted" are words which no longer carry much weight, for the simple reason that this is a period when all prophecies go by the board and the usual omens no longer illumine the pathway of the days to come. There is nothing more unsettled than what lumber prices, wages and production will be during the approaching year.

There is one thing certain and that is some improvement is bound to take place, but just how far demand will reassert itself and prices rise—for no one expects they will recede to pre-war levels—depends on many factors, and among them are European conditions and credits, industrial expansion, building operations, the cost of living, scale of wages, public confidence and an optimistic spirit.

Every activity and enterprise has been followed by extraordinary inflation since the war ended. Nearly two years of unparalleled prosperity and generous returns on investment and business operations have ensued. During the past few months, however, we have been experiencing more or less depression—a period of curtailment in production, a general attack on and resenting of high prices and a sincere desire "to get from under." The question every business man must now decide for himself is how far will depression go, and how long will it last and what will be the truth.

A conference of bankers, manufacturers and economists was recently held by the Harvard Bureau of Economic Research. The probable drift of business during the next six months was discussed and the consensus of opinion was that the present quietness will extend to about next spring and that thereafter there will be a revival of business which may, however, not be of very large proportions, or, if so, not very long continued.

This forecast is based partly upon the course of commodity prices. In the war period, with the "price revolution" of the "fifty-cent dollar," however, it broke down. Just as we have had an unprecedented rise in prices we now are having an unprecedented fall. Such a violent and comparatively sudden fall is almost certain to produce an almost equally violent upward rebound, or a protracted period of stagnation. If the latter be the result then the price of labor must immediately fall, perhaps more than commensurately with the fall of the commodity markets, for if we are entering a long stretch of business stagnation the buying and therefore the production of all commodities will be of the hand to mouth variety and prices will therefore continue low.

If, however, the end of this period of falling prices ends definitely in the near future, as the majority confidently believe, and a new rise in prices starts, it might mean and should mean another business boom.

It seems probable that no real over production of goods has taken place. The present situation was brought about largely by the absurd prices which the owners of all commodities demand for their wares and the recent panic on the part of buyers frantically bidding against each other for the things they desired. When the end of this orgy was in sight and prices ceased to go up, the decline was rapid because both sellers and buyers fully realized that business was being done on an inflated basis. This applies to the lumber line as well as others and the sellers haing that knowledge were anxious to dispose of all goods before the demand ceased entirely. Buyers, seeing prices melt away, are loath to purchase even the things they really need at enormously reduced prices for fear prices will decline still further. This condition is accentuated by the overstrained credit situation and the resultant necessity of calling loans.

If there is an enormous latent buying power and buying desire only waiting for prices to strike bottom, the rebound in prices and in business, when it comes, should be rapid. With an average reduction in the cost of commodities nearly 30 per cent. from the peak reached in the spring of 1920, the amount of money and credit required to transact the business of the country is enormously lessened, and both money and credit should soon be easier as the natural result.

New Wholesale Lumber Firm Formed

Lay & Haight is the name of a new wholesale lumber firm which has just been formed with head office at Room 21, 34 Victoria St., Toronto. They will handle general stocks of white pine, red pine, jack pine and spruce, and may later on do something in the way of selling B. C. stocks.

Both members of the firm—Gilbert S. Lay of Toronto, and D. H. Haight of Sudbury—are well known to the industry and are practical lumbermen.

Points to Watch in Ordering Lumber

An eastern U. S. lumber firm has formulated several points to observe when ordering lumber. The suggestions are well worth keeping in mind:—

1. Consider carefully points you wish to cover in your order.
2. Shippers must be financially responsible, or satisfactory to you by reputation.
3. Terms.
4. Time of shipment, approximately.
5. If orders are given to travellers, have it understood that before his company enters the order, his company mail you an acceptance so worded that wou will be mutually agreed on all points.
6. Wire order for transit cars is very dangerous.
7. Consider the terms, grading, method of working, widths and thickness will be accorded to custom rules at shipping points unless otherwise agreed.
8. Dryness, air or kiln-dried.
9. If air-dried, it is best to go by weight, since most trouble will come from southwestern short leaf, on account of stain, etc.
10. If kiln-dried, especially in expensive woods, must be done with modern equipment; case hardened, warped, split output won't do.
11. Flooring, ceiling and all worked lumber be sure and agree on percentage of lengths and widths.
12. Thickness, whether rough or dressed, have your shipper note what he intends to ship.
13. Kind of car, rack, box or open car.
14. If high-priced material, car roof must be tested for leaks.
15. Routing.
16. Discount, amount, when.
17. Mention bundled or loose stock. In flooring and ceiling, how many pieces to bundle.
18. Hemlock mention grade No. 1, Merchant, or No. 2.
19. Lath, be careful about widths, thickness and lengths.
20. If lumber is purchased at shipping point, agree on freight rates.
21. Working of flooring, hollow back, planed one side and matched, or planed one side and centre matched.
22. All hardwood flooring must be according to the Hardwood Manufacturers' Association Rules, as regarding grades, percentage of lengths, etc.
23. Do not confuse Coast Stock, especially in roofers and flooring, with South Western, as to the grades and working.

3" x 11" spruce averaging twenty-four feet in length loaded at a mill in British Columbia Mountain District

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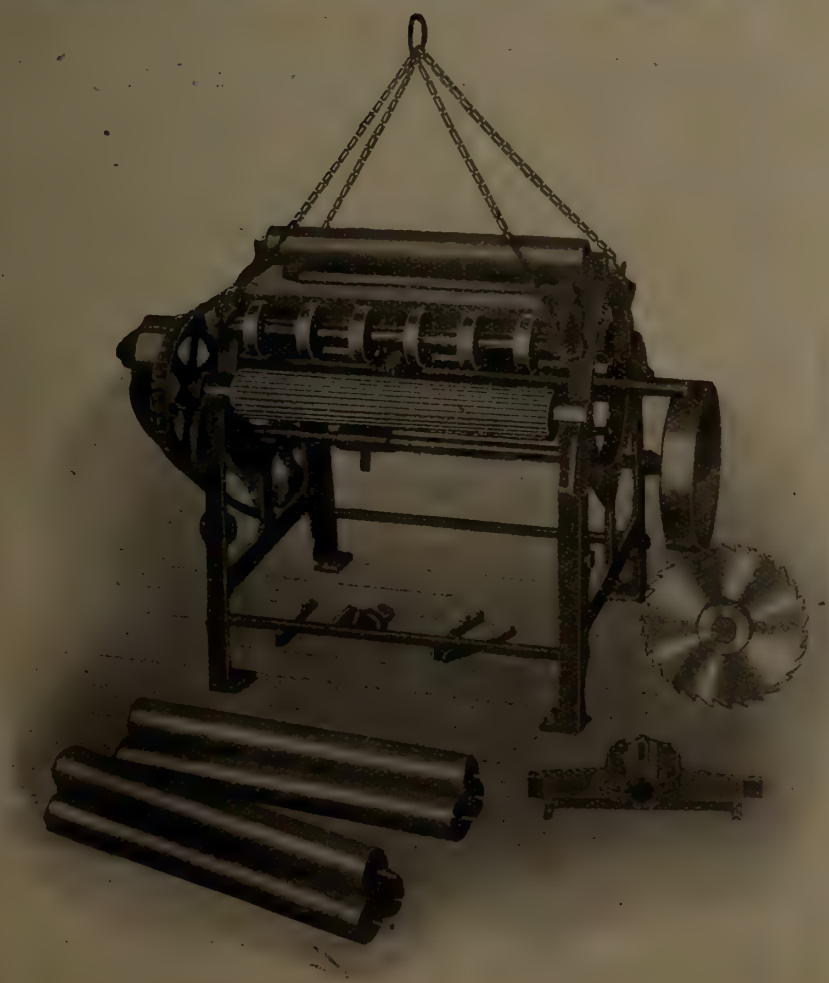
The Ideal Edger for Light Mills



Specifications

Our new Double Edger is built on entirely new lines, and possesses many features that commend it to mill men. The saving in material alone will soon pay for the machine. The output of a mill with this machine can be increased by one-third. It is best adapted for medium-sized or portable mills that cut from 5,000 to 25,000 feet of lumber per day.

SAWS—This Edger is fitted with either two or three saws as required. The saws are 16 in. in diameter, and 10 in. gauge. The greatest distance between saws is:—Two saw machines, 24 in.; three saw machine, 20 in., the least distance between saws, 2 in.

DRIVE PULLEY—The Drive Pulley is 9 in. x 9 in., affording a good belt grip, and is supported by an outside bearing.

SAW ARBOR—The Saw Arbor is made of 2½ in. steel, and has very wide bearings.

For Shingle, Lath and Portable Saw Mill Machinery
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WHOLESALE LUMBER
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ROUGH AND DRESSED LUMBER

We Offer for Immediate Delivery:

SPRUCE, 1 in., 1¾ in., 2 in. and 3 in. All sizes.
800,000 ft. 1 in., 1½ in., 2 in. and 3 in. No. 3 Common
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1 in. and 2 in. ASH AND ELM.

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2 cars 1" Birch No. 2 Common.
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2 cars 2" Birch No. 1 Common & Better.
1 car 2" Birch No. 3 Common
1 car 3" Birch largely 7" & up No. 1 C. & B.
1 car 4" Birch largely 8" & up No. 1 C. & B.

at prices well within the market. We solicit your enquiries for above. We have other stocks in SPRUCE and BIRCH.

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EDGINGS

Ontario

The Hintonburg Planing Mill on Armstrong St., Ottawa, which was burned down recently, is being rebuilt. The work is being done by day labor.

The Renfrew Town Council has adopted a resolution asking residents to plant no more North Carolina poplars, a tree growing in Renfrew, as the roots spread so as to block sewers.

T. S. Woollings & Co., Limited, Englehart, Ont., were recently granted a provincial charter of incorporation to manufacture and deal in timber, lumber and other forest products and to take over the business conducted by Thomas Smith Woollings. Capital $200,000.

Toronto Timber and Cord Wood Co., Limited, Toronto, Ont., have been incorporated with provincial charter to manufacture and deal in lumber, timber and wood products. Capital $40,000. J. R. Roaf and J. Creighton, solicitors, both of Toronto, are two of the incorporators.

The Abitibi Power & Paper Co. of Iroquois Falls, Ont., are pushing woods operations and have about three thousand men busy cutting. The company have opened up two new camps this season and innumerable jobbers and sub-jobbers are busy getting out logs to float down the river in the spring.

The name of the Canada Boxboard Co., of which D. F. Robertson of Montreal, is general manager, has been changed to the Canadian Paperboard Co. The company are the largest producers of board in the Dominion and have mills at Montreal, Campbellford and Frankford, Ont. A new groundwood plant will shortly be put in operation at the latter point.

Every employee of the Abitibi Power and Paper Company, Iroquois Falls, Ont., who is a householder, has during the past few days been the recipient of a card which entitles the holder to a turkey for Christmas. This gift is accompanied with the compliments of F. H. Hanson, president of the company. The list includes every employee whether in the mills, woods or town, who is a householder.

The merchants and business men of Picton and Prince Edward County held a reunion recently. It was a great get-together meeting with the idea of discussing the best methods of dealing with present market conditions. Mayor Newman, who is also president of the Board of Trade, presided, and among those who delivered addresses were A. J. Young of the Young Lumber Co., North Bay and Toronto.

Andrew Martin of the Cochrane Lumber Co., North Bay, lost his life recently while hunting. Mr. Martin and a young man were going down a hill, the latter walking behind. The latter's gun struck a stump and discharged a shot which went through Mr. Martin's body. When the member of the rescuing party reached Mr. Martin, he was able to talk, but became unconscious before the others came up. The body was brought to North Bay. Mr. Martin was a man of about 60 years of age and leaves a wife and grown-up family.

The Department of Lands and Forests of the Ontario Government is calling for tenders for the right to cut pulpwood and pine timber on a certain area situated on the north shore of Lake Superior and territory adjacent thereto. Tenders will be received up to the 29th day of December. They are required to state the amount per cord on pulpwood and per M. feet, b.m., on pine, that they are prepared to pay as a bonus, in addition to the dues of 80c per cord for spruce and 40c per cord for other pulpwoods, and $2.50 per M. feet, b.m., for pine, or such other rates as may be from time to time fixed for the right to operate a pulp and paper mill on or near the area. The successful tenderer must erect a mill on the limits within a specified time.

A charter has been granted to the Cornwall Pulp & Paper Co., with a capital stock of $200,000. The men behind the enterprise are principally from Buffalo, N.Y., the president being J. B. O'Brien, who holds a similar position with the Niagara Wallboard Paper Co. The treasurer is C. C. Hullinger, who is also connected with the Niagara Wallboard Co. and the Maine Pulp & Paper Co. The company have leased a building in Cornwall which they may purchase later on, the premises being formerly occupied by Ross & Co. It is the intention to turn out groundwood pulp to the extent of forty tons a day. Five grinders are being installed and it is expected that operations will begin early in the new year. Later on heavy paper specialties, such as wallboard, beaver board, etc., will be turned out. E. E. Emigh, of Richmond, Va., is in charge of the plant.

Eastern Canada

Price Bros. & Co., of Quebec, will build a new sawmill at Montmagny in the spring.

It is reported that Mr. J. H. Dansereau is contemplating conducting a pulp mill at Sorel, P.Q.

The contract for the erection of the Three Rivers Pulp & Paper Co., Ltd., plant, including wharves, docks, etc., has been let to William I. Bishop, Ltd., Montreal.

The "Union Co-operative Agricole" of Harricana, Abitibi, has just signed a big contract with the International Company of New York for 25,000 cords of pulpwood at very fair prices.

The Laurentide Co., whose plant is located at Grand Mere, Que., is now turning out 400 tons of newsprint daily as compared with 225 a few weeks ago. Two new machines have been recently installed and are working in a satisfactory manner.

Maisonneuve Box & Lumber, Limited, Montreal, P.Q., have been incorporated to acquire the business and interests of La Fabrique de Bois Laval, Limitee, and to manufacture all kinds of wooden boxes. Capital $49,500. E. Abel and J. T. Legault, both of Montreal, are two of the incorporators.

In connection with a recent despatch from Quebec to the effect that the mills of the Brompton Pulp and Lumber Company, at Brompton, Quebec, were to be closed down for the winter, in order to carry out extensive repairs to the plant, it need hardly be stated that the company referred to is in no

way connected with the Brompton Pulp and Paper Company. Offices of this company stated to-day that the several plants of the enterprise were working to capacity at the present time, and that, earnings were being maintained at the record levels, established in the last quarter of the current year.

While a strong easterly gale was raging recently, the mill of the Canada Box and Lumber Company, Bergmont avenue, Limoilu, was destroyed by fire entailing a loss of about $70,000. As a result of the high wind the firemen were powerless to arrest the progress of the flames. The loss is partially covered by insurance.

W. and J. Sharples, Limited, Quebec, P.Q., were recently granted a federal charter of incorporation to take over the business known as W. & J. Sharples, Reg., and to conduct a general lumber business, importing and exporting lumber, timber and other forest products. Capital $1,500,000. W. Power and J. G. Levie, both of Quebec, are two of the incorporators.

The Laurentide Company have purchased 404 square miles of timber limits in Saguenay County, 145 miles below Quebec city. These contain about 1,500,000 available cords of pulpwood, and this winter 10,000 cords will be cut. The pulpwood will be shipped first on barges to St. Augustin, twenty miles from Quebec, then shipped by National Transcontinental to the Black River, and thence by water down to the Laurentide mills.

Western Canada

A firm known as the City Lumber Yards, Winnipeg, Man., has recently entered the lumber business.

Another concern has launched into the field of "knock-down houses." The Mill Cut Homes & Lumber, Ltd., with $50,000 capital, has been organized in Vancouver.

Nicola Pine Mills, Limited, made a record run for its first season of active lumber cutting. Their total output for 1920 is estimated at 33,000,000 feet, of which 10,000,000 approximately is piled out and seasoned in their yards.

At a recent meeting of the Canadian Credit Men's Trust Association, held in Vancouver, Mark Rector, manager of the International Timber Co., gave an address on the logging and lumbering industry of British Columbia.

It is understood that a fibre box manufacturing company have been looking over the situation in Vernon, B.C., with a view to producing their patent boxes which are highly suitable for many of the fruit products of this valley.

Thomas Gwilt, of the Gwilt Lumber Company, Nanaimo, has purchased Dan Kilpatrick's interest in the Bevan Lumber Company, Ltd., at Bevan, and will co-operate with Major Hilton in running the business, according to news from Comox.

McKinnell's, Limited, Tuelon, Man., were recently granted a provincial charter of incorporation as wholesale dealers in lumber and timber. Capital $20,000. W. C. McKinnell and G. A. Elliot of Tuelon, Man., are two of the incorporators.

A. K. Bannerman of the Associated Mills, Limited, Vancouver, has returned from an extended eastern tour, covering Canadian and American cities. His trip was mainly a business one undertaken to get in personal touch with conditions in eastern markets and to meet the company's agents.

The Adolph Lumber Company, Limited, has closed its logging camps for the present indefinitely. They cut 10,000,000 feet of lumber in 1920, which is about the same as their 1919 run. Of this amount they are carrying over about 4,000,000 feet in their yards, and with the present state of trade they are not shipping out much of it.

The Laminated Materials Co., Ltd., of New Westminster, has been organized into a joint stock company with capital of $400,000. The company specializes in panels and veneer and other goods, made from cottonwood, and prepared by their own secret processes which render it waterproof and impervious to weather conditions.

Hon. T. W. McGarry, K.C., newly-elected president of the Whalen Pulp & Paper Mills, Limited, returned east early recently, after paying his first visit to the company's head offices in Vancouver, and also making a trip of personal inspection to the three plants operated by the company up the coast. Among the party accompanying him on his visit to the pulp mills was Mr. Jas. Whalen and Mr. W. D. Ross, prominent directors in the pulp company. Mr. McGarry plans to return to the coast very soon on another business trip in connection with the Whalen Company's affairs.

H. H. Ross, general manager of the Ross-Saskatoon Lumber Company, Limited, looks for fair revival of prairie business after January 1st, though trade is dull now. His company is preparing for the 1921 season by putting in a new horizontal band re-saw, which will greatly increase their capacity and power to utilize their cants to advantage. The mill record for 1920 was 14,000,000 feet of lumber, which is 3,000,000 more than they cut in 1919. They are carrying at the present time in their yards, 8,500,000 of high-grade seasoned stock. During the winter one camp is operating and three or four million feet of logs will be got out. The supply of camp labor is improving.

If Canada expects to capture a portion of the world-trade and share in the business of foreign countries in the great reconstruction work, it is high time that some manufacturers and business interests awaken from their torpor. There is little need of saying anything further in this regard, as a recent despatch from Windsor, Ont., tells a tale that no Canadian can point to with pride. Here it is: Urging Canadian manufacturers to "get busy" in cultivating the export trade of Great Britain and its Dominions, A. N. Lawrence, Foreign Sales Agent for the Ford Motor Co., recently told members of the Chamber of Commerce that during his trip of 62,000 miles around the world, he had not seen one Canadian salesman. Americans are monopolizing the export trade of the British Dominions, he added.

The lumber merchants who are making a marked success of their business, are those who leave just as little to haphazard fortune as possible.

If you want anything sawn, write:—

BECK LUMBER CO.

PENETANG - ONTARIO

or **'ASK MR. HORNING"**

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HEMLOCK and PINE

We Can DRESS, MATCH and RESAW

We Want to Purchase

1", 2" and 3"

Spruce and Pine

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1½" and 1⅝" x 4' No. 1 Spruce Lath.

In quoting advise full specifications as to grades, widths, lengths and dryness.

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We have ready for shipment at Shawinigan Falls, P.Q.

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1 x 4 x 10/13	40,000 ft.	1¼ x 7 x 10/13	60,000 "
1 x 5 x "	40,000 "	1¼ x 9 & up	100,000 "
1 x 6 x "	40,000 "		
1 x 7 x "	20,000 "	2 x 4 x 10/13	25,000 ft.
1 x 8 x "	10,000 "	2 x 5 x "	80,000 "
1¼ x 4 x 10/13	25,000 ft.	2 x 6 x "	80,000 "
1¼ x 5 x 10/13	50,000 "	2 x 7 x "	90,000 "
1¼ x 6 x 10/13	65,000 "	2 x 8 x "	75,000 "

WE ALSO HAVE "B" & "C" GRADE IN 1", 1¼" & 2"

300,000 ft. 1 x 3 and Up to 24" to 48". Long No. 1 and 2 Box Boards.

60% SPRUCE 40% RED PINE.

500,000 1½" Mill Run Spruce Laths.

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for green saw dust and wet stringy material

Material that usually clogs the ordinary Blower is handled easily and continuously by our "By-Pass" Blowers. No material passes through or around the fan. That is the big secret of "By-Pass" success. Slow speed and minimum power are other strong features. Write for literature and all details.

We manufacture and install complete systems

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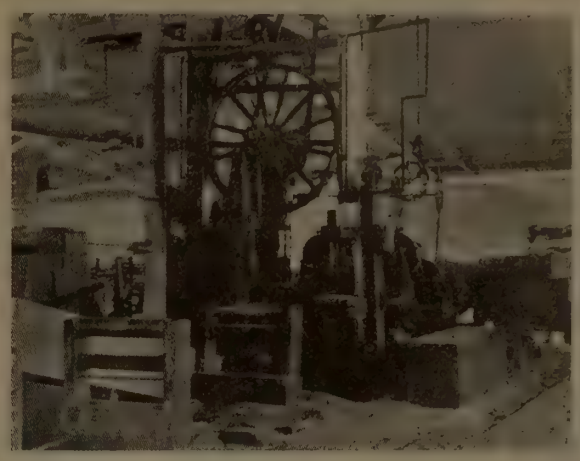
156 Duke St., Toronto

Ploughs Right Through "Iron Bark"

Ball-bearing Equipped Resaw Stands Up to Work in Fine Shape, Says Filer of Southern Sawmill

In spite of the constantly-growing use of ball bearings in woodworking machines, some millmen still hesitate to trust them on heavy, hard service. The well-known anti-friction qualities, the dust-proof boxes, the saving in oil and power effected—all this is admitted—but the fear that something will go wrong later seems to dominate many minds. Possibly the reason for this feeling is that the claims for ball bearings seem too good to be true.



Ball bearing resaw at work

Skeptics are inclined to wait for the other fellow to test out machines fitted with ball bearings, and see what happens. Apparently that is the easiest course to follow, but when one takes into consideration that he is paying for extra power and oil and possibly several other items, such as babbitt, repairing and delays incident to repairs on bearings, etc., while continuing the use of babbitted bearings, he may find he has not adopted the cheapest course by any means.

The accompanying picture shows a machine on which ball bearings have been given a pretty severe test, and the "testing" still continues. It is a 54-in. band resaw which was installed in the Hammond Lumber Co.'s big planing mill, at San Pedro, Calif., in July, 1918—over two years ago. It has not only been in daily service since then, but has been used regularly on the night shift, which was maintained for six months, and on overtime runs three nights a week for several months.

The machine carries 18 and 19-gauge saws that are 7 in. wide when new, and the work is not "soft" by any means. Most of the stock resawed is fir, in all sizes from 1-in. boards to timbers 18 x 18-in. The rates of feed are from 32 to 192-ft. per minute. Stock 8-in. thick is usually put through on the 110-ft. feed and 12-in. and over on the 65-ft. feed, although 12-in. boards and planks are sometimes fed 110-ft. per minute when the saw is newly-sharpened. The daily cut runs from 40,000 to 80,000-ft. board measure.

The machine, which is manufactured by the American Woodworking Co. of Rochester, N.Y., is handled in Canada by the Garlock-Walker Machinery Co. of Toronto. It is installed in a couple of Toronto woodworking plants and is equipped with six infeed rolls, which makes it particularly well-adapted to timber resawing. Not infrequently it is put to the supreme test of resawing large hewed timbers of Australian ironwood—"iron bark," some call it—and, gentlemen, this wood is rightly named; it's almost as heavy and hard as iron. The ironwood is brought over as ballast in ships returning from trips to Australia. When any of this wood is to be resawed at Hammond's, this band resaw is the "goat," but it stands up to the work in fine shape—and remember it is ball-bearing equipped!

Filer Fidel Schmitz puts up the saws for this machine—has put them up ever since it was installed—and says he has not had a crack or made a braze, due to breakage, in one of them in over two years. The wheels turn very easily; in fact, with a saw on the wheels and under full strain, a man can take hold of the blade and turn the wheels. Each bearing is fitted with a small hard-oil cup which is filled with special ball-bearing cup-grease once a day. The machine has its original bearings and has never given the least trouble.

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Many years ago we started our saw factory in Hamilton, Ontario.

Today it is one of the largest in Canada.

We have surrounded ourselves with Master Craftsmen, skilled in the science of saw making, and in our plant we make

"A Perfect Saw for Every Purpose"

Write for literature on "Sterling Quality" Saws and Machine Knives.

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Established 1857

"The Sterling Quality Saw People"

Factory, HAMILTON, ONTARIO
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Prices in Carload Lots, F.O.B. cars Toronto

White Pine;		
1 x 4/7 Good Strips	$135 00	$138 00
1¼ & 1½ x 4/7 Good Strips	135 00	138 00
1 x 8 and up Good Sides	150 00	160 00
2 x 4/7 Good Strips	170.00	175.00
1¼ and 1½ x 8 and wider Good Sides	175 00	176 00
2 x 8 and wider Good Sides	180.00	190 00
1 in. No. 1, 2 and 3 Cuts	110 00	120 00
5/4 & 6/4 No. 1, 2 & 3 Cuts	130 00	135 00
2 in. No. 1, 2 and 3 Cuts	135 00	145 00
1 x 4 and 5 Mill Run	70 00	72 00
1 x 6 Mill Run	72 00	74 00
1 x 7, 9 and 11 Mill Run	70 00	72 00
1 x 8 Mill Run	73 00	75 00
1 x 10 Mill Run	82 00	84 00
1 x 12 Mill Run	84 00	86 00
5/4 and 6/4 x 5 Mill Run	72 00	74 00
2 x 4 Mill Run	70 00	72 00
2 x 6 Mill Run	72 00	74 00
2 x 8 Mill Run	73 00	75 00
2 x 10 Mill Run	82 00	84 00
2 x 12 Mill Run	84 00	86 00
1 in. Mill Run Shorts	54 00	56 00
1 x 4 and up 6/16 No. 1 Mill Culls	52 00	54 00
1 x 10 and up 6/16 No. 1 Mill Culls	56 00	58 00
1 x 12 and up 6/16 No. 1 Mill Culls	56 00	58 00
1 x 4 and up 6/16 No. 2 Mill Culls	41 00	43 00
1 x 10 x 12 6/16 No. 2 Mill Culls	45 00	46 00
1 x 4 and up 6/10 No. 3 Mill Culls	30.00	32.00
Red Pine:		
1 x 4 and 5 Mill Run	56 00	58 00
1 x 6 Mill Run	60 00	62 00
1 x 8 Mill Run	62 00	64 00
1 x 10 Mill Run	65 00	67 00
2 x 4 Mill Run	56 00	58 00
2 x 6 Mill Run	62 00	64 00
	64 00	66 00
2 x 8 Mill Run	69 00	70 00
2 x 10 Mill Run	72 00	74 00
2 x 12 Mill Run		Open
1 in. Clear and Clear Face		Open
2 in. Clear and Clear Face		
Spruce:		
1 x 4 Mill Run	54 00	56 00
1 x 6 Mill Run	57 00	59 00
1 x 8 Mill Run	58 00	60 00
1 x 10 Mill Run	60 00	62 00
1 x 12 Mill Run Spruce	62 00	64 00
Mill Culls	46 00	48 00

HEMLOCK (M R)

(In car load lots f.o.b. Toronto)

1 x 4 and 5 in x 9 to 16 ft.	41 00	42 00
1 x 6 in. x 9 to 16 ft.	45 00	47 00
1 x 8 in. x 9 to 16 ft.	45 00	47 00
1 x 10 and 12 in. x 9 to 16 ft.	46 00	48 00
1 x 7, 9 and 11 in. x 9 to 16 ft.	45 00	47 00
2 x 4 to 12 in., 12 and 14 ft.	44 00	45 00
2 x 4 to 12 in., 18 ft.	50 00	51 00
2 x 4 to 12 in., 20 ft.	52 00	53 00
1 in. No. 2, 6 ft. to 16 ft.	40 00	41 00

FIR FLOORING

Fir flooring, 1 x 3 and 4", No. 1 & 2 Edge Grain	No definite prices yet prevail on B. C. forest products generally.
Fir flooring, 1 x 3 and 4", No. 1 & 2 Flat Grain	
(Depending upon widths)	
1 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1¼ x 4 to 12 No. 1 & 2 Clear Fir, Rough	
2 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
3 & 4 x 4 to 12 No. 1 & 2 Clear Fir, Rough	
1 x 5 & 6 Fir Casing	
1 x 8 & 10 Fir Base	
1¼ & 1½ 8, 10 & 12" E. G. Stepping	
1¼ & 1½, 8, 10 & 12" F. G. Stepping	
1 x 4 to 12 Clear Fir, D4S.	
1¼ & 1½ x 4 to 12, Clear Fir, D4S	
XX Shingles 6 butts 1 to 2", per M.	
XXX Shingles, 6 butts to 2 in., per M.	
XXXXX Shingles, 5 butts to 2 in., per M.	

LATH

	F.O.B. Mill
No. 1 White Pine, 4 ft.	15 00
No. 2 White Pine, 4 ft.	14 00
No. 3 White Pine, 4 ft.	13 00
Mill run White Pine, 32 in.	7 00
Merchantable spruce lath, 4 ft.	8 00 up

TORONTO HARDWOOD PRICES

The prices given below are for carloads f.o.b. Toronto, from wholesalers to retailers, and are based on a good percentage of long lengths and good widths, without any wide stock having been sorted out.

The prices quoted on imported woods do not include American exchange.

ASH, WHITE

(Dry weight 3800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 1 Com.
1"	$140.00	$ 90.00	$ 60.00
1¼"	145.00	100.00	65.00
1½"	145.00	100.00	65.00
2"	160.00	120.00	70.00
2½" and 3"	185.00	140.00	80.00
4"	185.00	140.00	80.00

ASH, BROWN

4/4	$140.00	$ 80.00	$ 50.00
6/4	150.00	90.00	55.00
8/4	165.00	90.00	55.00

BIRCH

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	$150.00	$105.00	$ 60.00
5/4 and 6/4	160.00	115.00	70.00
8/4	165.00	120.00	70.00
10/4 and 12/4	175.00	135.00	85.00
16/4	180.00	140.00	90.00

BASSWOOD

(Dry weight 2500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$ 90.00	$ 60.00	$ 45.00
5/4 & 6/4	120.00	100.00	65.00	50.00
8/4	130.00	100.00	70.00	60.00

CHESTNUT

(Dry weight 2800 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	Sound Wormy
1"	$125.00	$100.00	$ 55.00
1¼" & 1½"	140.00	110.00	60.00
2"	145.00	110.00	65.00

ELM, SOFT

(Dry weight 3100 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.	No. 3 Com.
4/4	$120.00	$90.00	$60.00	$45.00
6/4 & 8/4	155.00	120.00	85.00	65.00
12/4	170	145.00	100.00	

GUM, RED

(Dry weight 3300 lbs. per M. ft.)

	Plain 1s & 2s	Plain No. 1 Com.	Quartered 1s & 2s	Quartered No. 1 Com.
1"	$125.00	$ 90.00	$145.00	$115.00
1¼"	135.00	100.00	155.00	125.00
1½"	135.00	100.00	155.00	125.00
2"	165.00	125.00	175.00	130.00

Figured Gum, $10 per M. extra, in both plain and quartered.

GUM, SAP

	1s & 2s	No. 1 Com.
1"	$70.00	$55.00
1¼" and 1½"	85.00	70.00
2"	90.00	75.00

HICKORY

(Dry weight 4500 lbs. per M. ft.)

	1s & 2s	No. 1 Com.	No. 2 Com.
1"	$125.00	$ 75.00	$ 60.00
1¼"	150.00	105.00	70.00
1½"	150.00	105.00	70.00
2"	165.00	110.00	75.00

MAPLE, HARD

(Dry weight 4200 lbs. per M. ft.)

	1s & 2s	Com. No. 1	Com. No. 2	Com. No. 3
4/4	$150.00	$ 80.00	$ 45.00	$ 25.00
5/4 & 6/4	160.00	110.00	70.00	
18/4	160.00	115.00	75.00	
12/4	170.00	120.00	90.00	
16/4	190.00	150.00	110.00	

SOFT MAPLE

The quantity of soft maple produced in Ontario is small and it is generally sold on a log run basis, the locality governing the prices.

PLAIN WHITE & RED OAK

(Plain sawed. Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$135.00	$ 95.00
5/4 & 6/4	145.00	105.00
8/4	155.00	110.00
10/4	165.00	120.00
12/4	165.00	120.00
16/4	175.00	125.00

WHITE OAK, Quarter Cut

(Dry weight 4000 lbs. per M. ft.)

	1s & 2s	No. 1 Com.
4/4	$190.00	$120.00
5/4 & 6/4	200.00	130.00
8/4	210.00	150.00

QTD. CUT RED OAK

	1s & 2s	No. 1 Com.
4/4	$170.00	$110.00
5/4 & 6/4	180.00	120.00
8/4	190.00	130.00

OTTAWA, ONT.

Manufacturers' Prices

Pine good sidings:		
1-in. x 7-in. and up	$130 00	
1¼-in. and 1½-in., 8-in. & up	120 00	
2-in. x 7-in. and up	200 00	
No. 2 cuts 2 x 8-in. and up.	95 00	
Pine good strips:		
1-in.	125 00	
1¼-in. and 1½-in.	145.00	
2 in.	150 00	
Pine good shorts:		
1-in. x 7-in. and up	135 00	
1-in. x 4-in. to 6-in.	110 00	
1¼-in. and 1½-in.	135 00	
2-in.	140 00	
7-in. to 9-in. A sidings	80 00	
Pine, No. 1 dressing sidings	95 00	
Pine, No. 1 dressing strips	90 00	
Pine, No. 1 dressing shorts	75 00	
Pine, 1-in. x 4-in. s.c. strips	72 00	
Pine, 1-in. x 5-in. s.c. strips	73 00	
Pine, 1-in. x 6-in. s.c. strips	74 00	
Pine, 1-in. x 7-in. s.c. strips	74 00	
Pine, 1 x 8-in., s.c. 12 to 16 ft.	48 00	76 00
Pine, 1-in. x 10-in. M.R.		78 00
Pine, s.c. sidings, 1½ and 2-in.		75 00
Pine, s.c. strips, 1-in.		65 00
1¼, 1½ and 2-in.		70 00
Pine, s.c. shorts, 1 x 4 to 6 in.		60 00
Pine, s.c. and bet., shorts, 1 x 5		62 00
Pine, s.c. and bet., shorts, 1 x 6		65 00
Pine, s.c. shorts, 6'-11', 1"x10"		68 00
Pine box boards:		
1"x4" and up, 6'-11'		52 00
1"x8", 12'-16'		60 00
Pine, mill culls, strips and sidings, 1-in. x 4-in. and up, 12-ft. and up		55 00
Mill cull shorts, 1-in. x 4-in. and up, 6-ft. to 11-ft.		45 00
O. culls r & w p	38 00	40 00

RED PINE, LOG RUN

mill culls out, 1-in.	36 00	52 00
mill culls out, 1¼-in.	36 00	52 00
mill culls out, 1½-in.	38 00	52 00
mill culls out, 2-in.	40 00	52 00
mill culls, white pine, 1"x7" and up		45 00

MILL RUN SPRUCE

1"x4" and up, 6'-11'	45 00	47 00
1"x4" and up, 12'-16'	45 00	47 00
1"x9"-10" and up, 12'-16'	49 00	51 00
1¼" x 7, 8 and 9" and up, 12'-16'	49 00	51 00
1¼ x 10 and up 12'-16'	49 00	55 00
1½" x 12" x 12" and up, 12'-16'	49 00	55 00
Spruce, 1-in. clear (fine dressing and B)	55 00	58 00
Hemlock, 1-in. cull	30 00	32 00
Hemlock 1-in. log run	40 00	42 00
Hemlock, 2x4, 6, 8, 10, 12/16'	48 00	53 00
Tamarac	29 00	31 00
Basswood, log run, dead culls out	52 00	56 00
Basswood, log run, mill culls out	54 00	58 00
Birch, log run	48 00	50 00
Soft Elm, common and better, 1, 1½, 2-in.	60 00	70 00
Ash, black, log run	62 00	65 00
1 x 10 No. 1 barn	57 00	62 00
1 x 10 No. 2 barn	51 00	56 00
1 x 8 and 9 No. 2 barn	47 00	52 00

Lath per M:

No. 1 white pine, 1½-in. x 4 ft.	Open
No. 2 white pine	Open
Mill run white pine	Open
Spruce, mill run 1½-in.	11 00
Red pine, mill run	14 00
Hemlock, mill run	12 00 13 00
White Cedar Shingles;	
XXXX, 18-in.	12 00
Clear butt, 18-in.	10 00
18-in. xx	7 00
Spruce logs (pulp)	20 00 28 00

QUEBEC, QUE.

WHITE PINE

(At Quebec)

	Cts. Per Cubic Foot
First class Ottawa waney, 18-in. average, according to lineal	100 110
19 in. and up average	110 120

SPRUCE DEALS

(At Mill)

	Per M. Ft.
3 in. unsorted Quebec, 4 in. to 6 in. wide	$42 00 $44 00
3 in. unsorted, Quebec, 7 in. to 8 in. wide	44 00 46 00
3 in. unsorted Quebec, 9 in. wide	50 00 54 00

OAK

(At Quebec)

	Cts. Per Cubic Ft.
According to average and quality 55 ft. cube	1 25 1 30

ELM

(At Quebec)

According to average and quality, 40 to 45 feet, cube	1 00 1 20
According to average and quality, 30 to 35 feet	90 1 00

BIRCH PLANKS

(At Mill)

1 to 4 in. thick, per M. ft.	35 00 40 00

SARNIA, ONT.

PINE, COMMON AND BETTER

1 x 6 and 8 in.	$110 00
1 in., 8 in. and up wide	130 00
1¼ and 1½ in. and up wide	180 00
2 in. and up wide	180 00

CUTS AND BETTER

4/4 x 8 and up No. 1 and better	125 00
5/4 & 6/4 and up No. 1 and better	150 00
8/4 x 8 and up No. 1 and better	150 00

No. 1 CUTS

1 in., 8 in. and up wide	115 00
1¼ in., 8 in. and up wide	125 00
1½ in., 8 in. and up wide	125 00
2 in., 8 in. and up wide	130 00
2½ in. and 3 in., 8 in. and up wide	175 00
4 in., 8 in. and up wide	185 00

No. 1 BARN

1 in.; 10 to 16 ft. long	$80 00 90 00
1¼, 1½ and 2 in., 10/16 ft.	85 00 95 00
2½ to 3 in., 10/16 ft.	90 00 100 00

No. 2 BARN

1 in., 10 to 16 ft. long	75 00 82 00
1¼, 1½ and 2 in., 10/16 ft.	75 00 85 00
2½, 1½ and 3 in.	85 00 95 00

No. 3 BARN

1 in., 10 to 16 ft. long	68 00 74 00
1¼, 1½ and 2 in., 10/16 ft.	72 00 75 00

BOX

1 in., 1¼ in. & 1½ in., 10/16'	60 00 62 00

MILL CULLS

Mill Run Culls 1 in., 4 in. and up wide, 6/16 ft.	$50 00
1¼, 1½ and 2 in.	61 00

ST. JOHN, N.B.

From Yards and Mills

ROUGH LUMBER

Retail Prices Per M. Sq. Ft.

2x3, 2x4, 3x3, 3x4, Rgh. Merch. Spr.	$47 00
2x3, 2x4, 3x3, 3x4, Dressed 1 edge	49 00
2x3, 2x4, 3x3, 3x4, Dressed 4 sides	52 00
2x6, 2x7, 3x5, 4x4, 4x6, all rough	48 00
2x8, 3x7, 5x5, 6x6	50 00
2x9, 3x8, 6x8, 7x7	55 00
2x10, 3x9	60 00
2x12, 3x10, 3x12, 8x8 and up	65 00
Merch. Spr. Bds. Rough, 1x3-4 & 5	45 00
Merch. Spr. Bds. Rough, 1x6	48 00
Merch. Spr. Bds. Rough, 1x7 & up	50 00
Refuse Bds., Deals & Setgs.	32 00

Above random lengths up to 18-0 long. Lengths 19-0 & up $5.00 extra per M.

For planing Merch. and Refuse Bds. add $2.00 per M to above prices.

Laths $10.00.

SHINGLES

	Per M.
Cedar, Extras	$8 50
" Clears	7 75
" 2nd Clears	6 50
" Extra No. 1	5 00
Spruce	5 00

WINNIPEG, MANITOBA

No. 1 SPRUCE

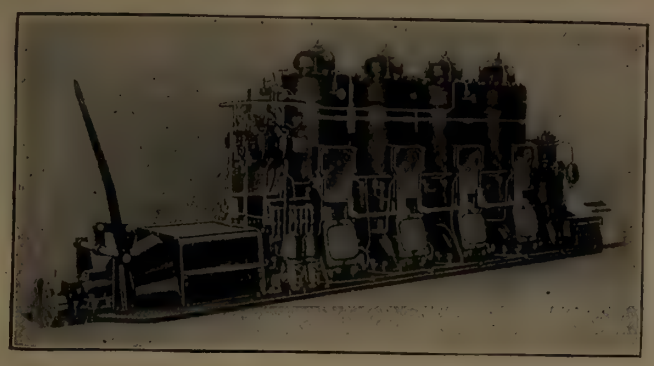
Dimension	S.1.S and 1.E 10 ft.	12 ft.	14 ft.	16 ft.
2 x 4	$41	$40	$40	$41
2 x 6	42	40	40	41
2 x 8	43	41	41	42
2 x 10	44	42	42	43
2 x 12	45	43	43	44

Northern Spruce Mills stocks are depleted and quotations are afforded only for stock on hand. New lists are now being issued. tions are only nominal.

(Continued on page 78)

BOLINDER CRUDE OIL ENGINE

Most Efficient and Economical Power Equipment for Tug Boats and Barges



SWEDISH STEEL & IMPORTING CO., LIMITED
SHAUGHNESSY BUILDING MONTREAL

HORSES
for Lumber Camps

We always have a selection of young horses, weighing from 1,300 to 1,800 lbs.—a selection that will enable you to buy exactly what you want.

For fifty-five years the firm of J. W. Jacobs, Limited, has been in business—giving satisfaction to its customers and building up its reputation for honest dealing and fair prices. Our experience is valuable to you; our reputation is your guarantee.

J. W. JACOBS, LIMITED
29 Hermine Street, *Telephone Main 1630* Montreal

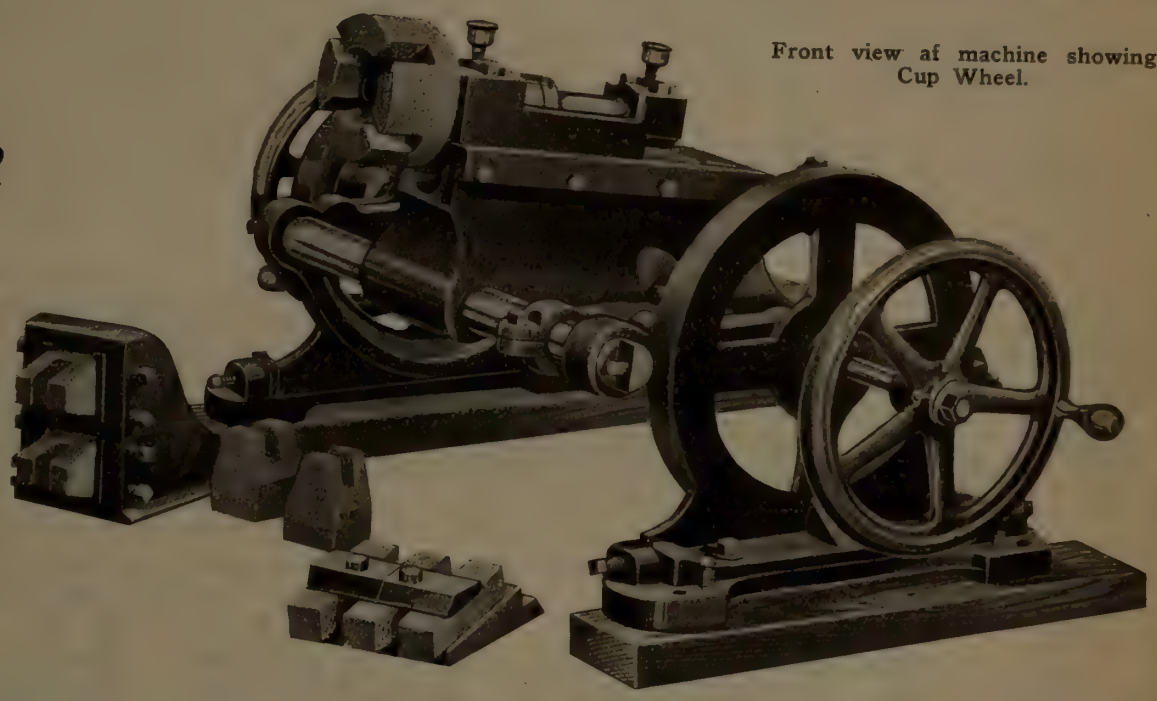
Over 500 Now In Use

The demand for GeBott Grinders has proven their worth in the short time they have been on the market. Many customers send in their repeat orders.

For grinding Band Wheels, and Planing Mill Resaws, the GeBott Grinder is supreme in its field.

Sturdy in construction, portable and entirely efficient, it is a machine that fills a long felt want in the planing mill. It is the only appliance that will grind a Clark mill without going into the pit to grind the lower wheel.

Write for further information .



Front view af machine showing Cup Wheel.

We can furnish rebuilt guaranteed filing room machinery for single or double band mills, and make prompt shipment. Your enquiries solicited and prices gladly given.

Ge Bott Manufacturing Company
Big Rapids - Michigan

Excelsior Cutting Machinery

Manufactured By

The Elmira Machinery and Transmission Co.
Elmira, Ont.

Write for Circular and Prices

Proctor Veneer Dryer

Dries enormous amount of veneer perfectly flat and pliable at minimum cost, without check or splits. Send for catalog and list of users

PROCTOR AND SCHWARTZ, INC.
FORMERLY PHILA. TEXTILE MACH. CO.
PHILADELPHIA, PA.

"Proctor" DRYERS

CURRENT LUMBER PRICES—Continued

For 2 inches, rough, add 50 cents.
For S1E only add 50 cents.
For S1S and 2E, S4S or D&M, add $3.00.
For timbers larger than 8 x 8, add 50c. for each additional 2 inches each way.
For lengths longer than 20 ft., add $1.00 for each additional two feet.
For selected common, add $5.00.
For No. 2 Dimension, $3.00 less than No. 1.
For 1 x 2 and 2 x 2, $2 more than 2 x 4 No. 1.
For Tamarac open.

FIR, HEMLOCK, SPRUCE AND LARCH

Owing to the unsettled conditions of the market at present the following prices can only be regarded as nominal.

Mountain Stock.

No. 1 Dimension and Timbers

2 x 4, 2 x 6, 2 x 8, 12/16 ft., S1S1E	$44.75
2 x 4, 2 x 6, 2 x 8, 10 ft., S1S1E	45.75
2 x 4, 2 x 6, 2 x 8, 8 ft., S1S1E	43.75
2 x 4, 2 x 6, 2 x 8, 18/22, S1S1E	46.75
2 x 4, 2 x 6, 2 x 8, 24/32, S1S1E	48.75
2 x 10, 8 ft. to 16 ft., S1S1E	46.75
2 x 10, ft., S1S1E	46.75
2 x 10, 18/22, S1S1E	47.75
2 x 10, 24/32, S1S1E	49.75
2 x 12, 8 ft. to 16 ft. S1S1E	46.25
2 x 12; 10, 18, 20	48.25
2 x 12; 24, 26, 28, 30, 32	50.25

B. C. COAST FIR

Dimension S1S and E.

2 x 4 in., 6 ft.	38.50
2 x 4 in., 8, 12 and 14 ft.	39.50
2 x 4 in., 16 ft.	40.50
2 x 4 in. 18 and 20 ft.	41.50
2 x 4 in., 22 to 32 ft.	43.50
2 x 10 in., 8, 12 and 14 ft.	40.75
2 x 10 in., 16 ft.	41.75
2 x 10 in., 18 and 20 ft.	42.75
2 x 10 in., 22 to 32 ft.	44.75
2 x 12 in., 8 to 14 ft.	42.25
2 x 12 in., 16 ft.	43.25
2 x 12 in., 18 and 20 ft.	44.25
2 x 12 in., 22 to 32 ft.	46.25
3 x 3 and 3 x 4 in., 8 to 14 ft.	43.75
3 x 3 and 3 x 4 in., 16 ft.	44.75
3 x 3 and 3 x 4, 18 and 20 ft.	45.75
3 x 3 and 3 x 4, 22 to 32 ft.	47.75
6 x 6, 6 x 8, 8 x 8, 6 x 16 ft.	46.00
6 x 6, 6 x 8 and 8 x 8, 18 and 20 ft.	46.50
6 x 6, 6 x 8, 8 x 8, 22 to 32 ft.	47.50

Above quotations are on mixed car lots. Straight cars can be bought for a little less.

Shingles, XXX B. C. Cedar, straight cars on 81c rate 5.20

Coast prices on Common listed, all current quotations f.o.b. 67½.

BUFFALO & TONAWANDA

WHITE PINE

Wholesale Selling Price

Uppers, 4/4	250 00
Uppers, 5/4 to 8/4	250 00
Uppers, 10/4 to 12/4	275 00
Selects, 4/4	225 00
Selects, 5/4 to 8/4	225 00
Selects, 10/4 to 12/4	225 00
Fine Common 4/4	175 00
Fine Common 5/4	185 00
Fine Common 6/4	185 00
Fine Common 8/4	185 00
No. 1 Cuts 4/4	135 00
No. 2 Cuts 5/4	145 00
No. 1 Cuts 6/4	145 00
No. 1 Cuts 8/4	150 00
No. 2 Cuts 4/4	95 00
No. 2 Cuts 5/4	115 00
No. 2 Cuts 6/4	120 00
No. 2 Cuts 8/4	125 00
No. 3 Cuts 5/4	82 00
No. 3 Cuts 6/4	82 00
No. 3 Cuts 8/4	84 00
Dressing 5/4	110 00
Dressing 5/4 x 10	110 00
Dressing 5/4 x 12	115 00
No. 1 Moulding 5/4	160 00
No. 1 Moulding 6/4	160 00
No. 1 Moulding 8/4	160 00
No. 2 Moulding 5/4	140 00
No. 2 Moulding 6/4	140 00
No. 2 Moulding 8/4	140 00
No. 1 Barn 1 x 12	95 00
No. 1 Barn 1 x 6 and 8	88 00
No. 1 Barn 1 x 10	90 00
No. 2 Barn 1 x 6 and 8	80 00
No. 2 Barn 1 x 10	82 00
No. 3 Barn 1 x 6 and 8	66 00
No. 3 Barn 1 x 10	69 00
Box 1 x 6 and up	58 00
Box 1 x 10	60 00
Box 1 x 12	62 00
Box 1 x 13 and up	64 00

The following quotations on hardwoods represent the jobber buying price at Buffalo and Tonawanda.

MAPLE

	1s & 2s	No. 1 Com.	No. 2 Com.
4/4	92-97	69-74	51-53
5/4 to 8/4	108-100	76-78	53-58
10/4 to 16/4	118-120	88-90	60-62

RED BIRCH

4/4	124-126	88-90	54-56
5/4 to 8/4	127-135	97-99	63-65

SAP BIRCH

4/4	115-120	83-87	49-51
5/4 and up	120-125	86-88	53-60

SOFT ELM

4/4	104-108	74-76	36-40
5, 6 & 8/4	112-117	82-84	44-46

BASSWOOD

4/4	104-109	84-86	36-38
Thicker	108-116	87-94	44-47

PLAIN OAK

4/4	115-120	80-85	35-37
5/4 to 8/4	125-130	95-105	43-47

ASH, WHITE AND BROWN

4/4	117-121	97-91	43-45
5/4 to 8/4	133-138	95-97	49-62
10/4 and up	152-157	110-112	52-55

BOSTON, MASS.

Quotations given below are for highest grades of Michigan and Canadian white pine and Eastern Canadian Spruce as required in the New England market in carloads.

Owing to the unsettled conditions of the market at present the following prices can only be regarded as nominal.

White pine uppers, 1 in.	225 00
White pine uppers, 1¼, 1½ in.	235 00
2 in.	245 00
White pine uppers, 2½, 3 in.	265 00
White pine uppers, 4 in.	300 00
Selects, 1 in.	196 00
Selects, 1¼, 2 in.	200 00
Selects, 2½, 3 in.	235 00
Selects, 4 in.	245 00
Fine common, 1 in., 30 per cent. 12 in. and up	190 00
Fine Common, 1 x 8 and up	180 00
Fine Common, 1¼ to 2 in.	190 00-200 00
Fine common, 2½ and 3 in.	225 00
Fine common, 4 in.	235 00
1 in. shaky clear	95 00
1¼ in. to 2 in. shaky clear	100 00
1 in. No. 2 dressing	95 00
1¼ in. to 2 in. No. 2 dressing	95 00
No. 1 Cuts, 1 in.	145 00
No. 1 Cuts 1¼ to 2 in.	165 00
No. 1 Cuts, 2½ and 3 in.	195 00
No. 2 Cuts, 1 in.	115 00
No. 2 Cuts, 1¼ to 2 in.	125 00-130 00
Barn Boards, No. 1, 1 x 12	110 00
No. 1, 1 x 10	100 00
No. 1, 1 x 8	100 00
No. 2, 1 x 12	90 00
No. 2, 1 x 8	81 50
No. 2, 1 x 10	83 00
No. 3, 1 x 12	72 00
No 3, 1 x 10	67 50
No. 3, 1 x 8	66 00

No. 1 Clear

Can. spruce, No. 1 and clear, 1 x 4 to 9 in.	108 00
1 x 10 in.	108 00
No. 1, 1 x 4 to 7 in.	93 00
No. 1, 1 x 8 and 9 in.	96 00
No. 1, 1 x 10 in.	96 00
No. 2, 1 x 4 & 5 in.	56 00
No. 2, 1 x 4 & 7 in.	60 00
No. 2, 1 x 8 & 9 in.	62 00
No. 2, 1 x 10 in.	67 00
No. 2, 1 x 12 in.	69 00
Spruce, 12 in. dimension	61 00
Spruce, 10 in. dimension	60 00
Spruce, 9 in. dimension	59 00
Spruce, 8 in. dimension	58 00
2 x 10 in. random lengths, 8 ft. an dup	54 00
2 x 12 in., random lengths	55 00
2 x 3, 2 x 4, 2 x 5, 2 x 6, 2 x 7	46 00
3 x 4 and 4 x 4 in.	49 00
2 x 9 in.	50 00
All other random lengths, 7-in. and under, 8 ft. and up	48 00 50 00
5-inch and up merchantable boards, 8 ft. and up, p 1s	48 00
1 x 2	50 00
1 x 3	48 00
1½ in. spruce lath	9 00
1½ in. spruce lath	8 50

New Brunswick Cedar Shingles

Extras	7 50
Clears	7 00
Second Clear	4 50
Clear Whites	5 00
Extra 1s (Clear whites in)	4 50
Extra 1s (Clear whites out)	3 50 4 00
Red Cedar Extras, 16-in. 5 butts to 2-in.	6 50
Red Cedar Eurekas, 18-inch, 5-butts to 2-in.	10 00
Red Cedar Perfections, 5 butts to 2¼	11 00
Washington 16-in. 5 butts to 2 in. extra red cedar	6 75

St. Francis Basin Hardwoods
Tennessee Aromatic Red Cedar

For Fall Shipment "Dry Stock"

Viz

100,000'	4/4"	No. 1 Common & Selects	Sap Gum		
50,000	4/4	No. 2 Common	Sap Gum		
50,000	6/4	No. 2 Common	Sap Gum		
50,000	4/4	No. 1 Common & Selects	Red Gum	Pl.	
75,000	4/4	No. 2 Common	Red Gum	Pl.	
35,000	5/4	No. 1 Common & Selects	Red Gum	Pl.	
25,000	6/4	No. 1 Common & Selects	Red Gum	Pl.	
50,000	6/4	No. 2 Common	Red Gum	Pl.	
75,000	4/4	No. 1 Common & Selects	Oak	Pl.	
50,000	4/4	No. 2 Common	Oak	Pl.	
50,000	4/4	Sound Wormy	Oak		
30,000	4/4	2" to 5½" Quartered W.	Oak	Strips	
50,000	5/4	No. 1 Common & Better	Ash		
50,000	8/4	No. 1 Common & Better	Ash		
30,000	10/4	No. 1 Common & Better	Ash		
12,000	4/4	Log Run Soft Maple			
12,000	8/4	Log Run Soft Maple			
28,000	10/4	Log Run Soft Maple			

We also have a good supply of other items in Hardwood.
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Note: CEDAR, car load and less. Also mixed with Hardwoods.

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AND CLAY

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For your patronage in the past we thank you. May we look for its continuance in the future, and we shall endeavour, as we have done in the past, to show our appreciation by giving you the best service within our power.

Let us resolve to make the coming year one remarkable for larger undertakings and greater accomplishments that Canada may grow in greatness and power.

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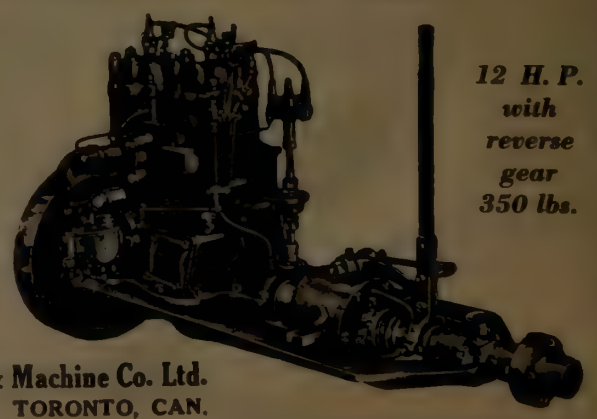

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BUILT FOR BUSINESS

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"This truck has always worked with a 2-wheel trailer and hauled loads on the truck and trailer up to ten tons right out of the woods, through creek beds, across fields, wherever I wanted to go

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Quoting Mr. Smith further—"One time in particular with a load of long piling, I had to go over a bad place in crossing a creek bottom. The Duplex 4-Wheel Drive came through without a single hitch with every hub deep in the mud. The way it took the road-torque with all four wheels pulling reminded me of an alligator crawling through the mud.

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Illustrating portable unit of Mathews Conveyor for unloading cars.

Photo by courtesy of Windsor Lumber Co., Ltd., Windsor, Ont.

Illustrating permanent installation of Mathews Lumber Conveyor, between mill and shipping and distributing platform.

Photo by courtesy of Vancouver Cedar Mills, Roche Point, B.C.

Write for Catalogue L.

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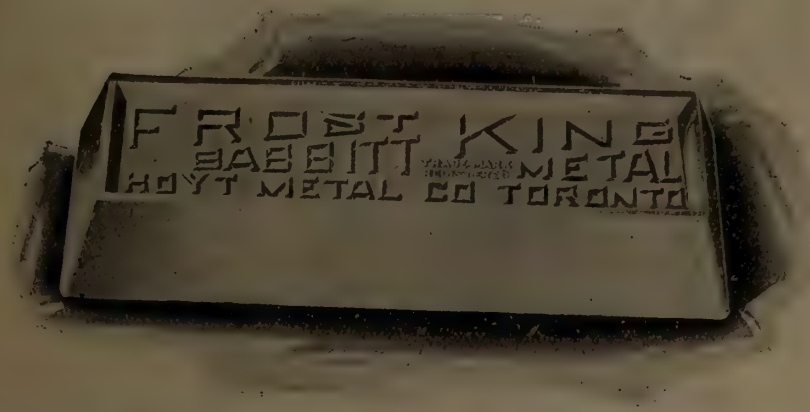

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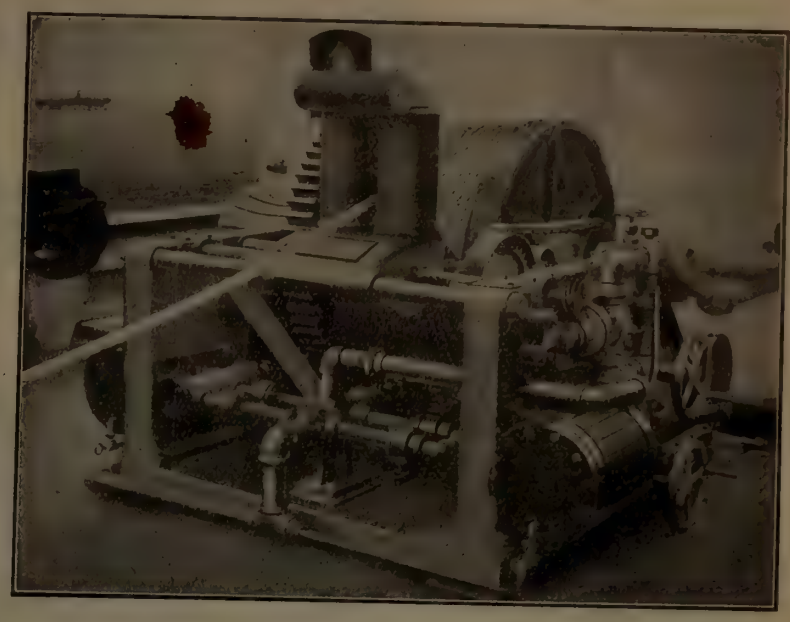

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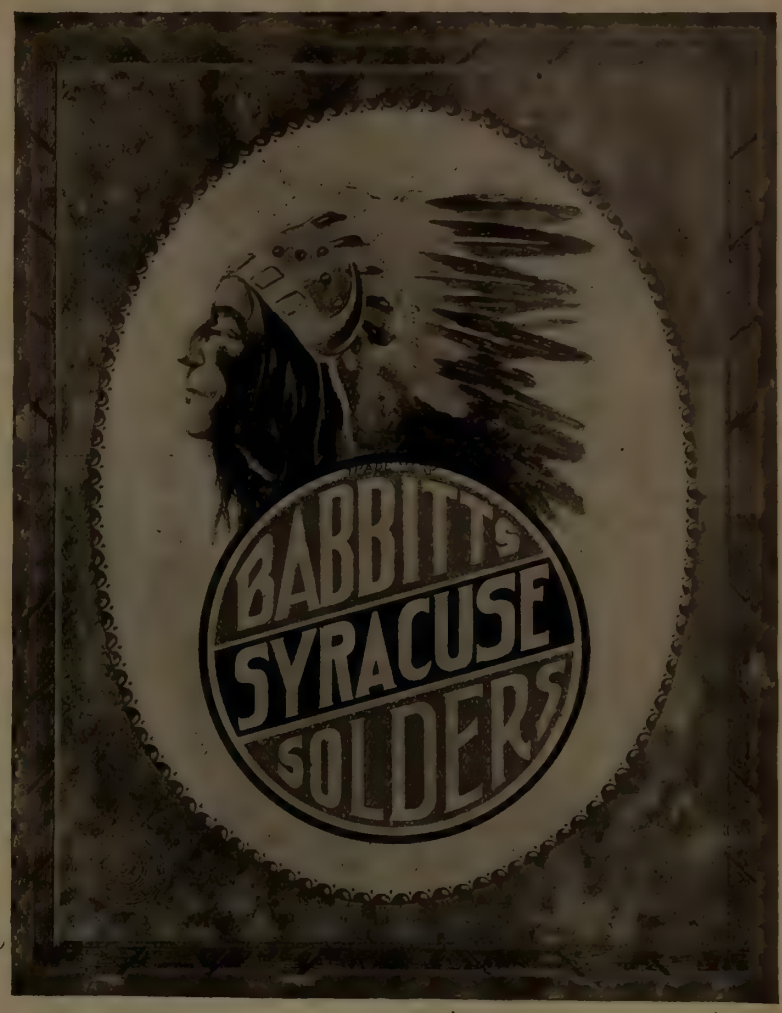

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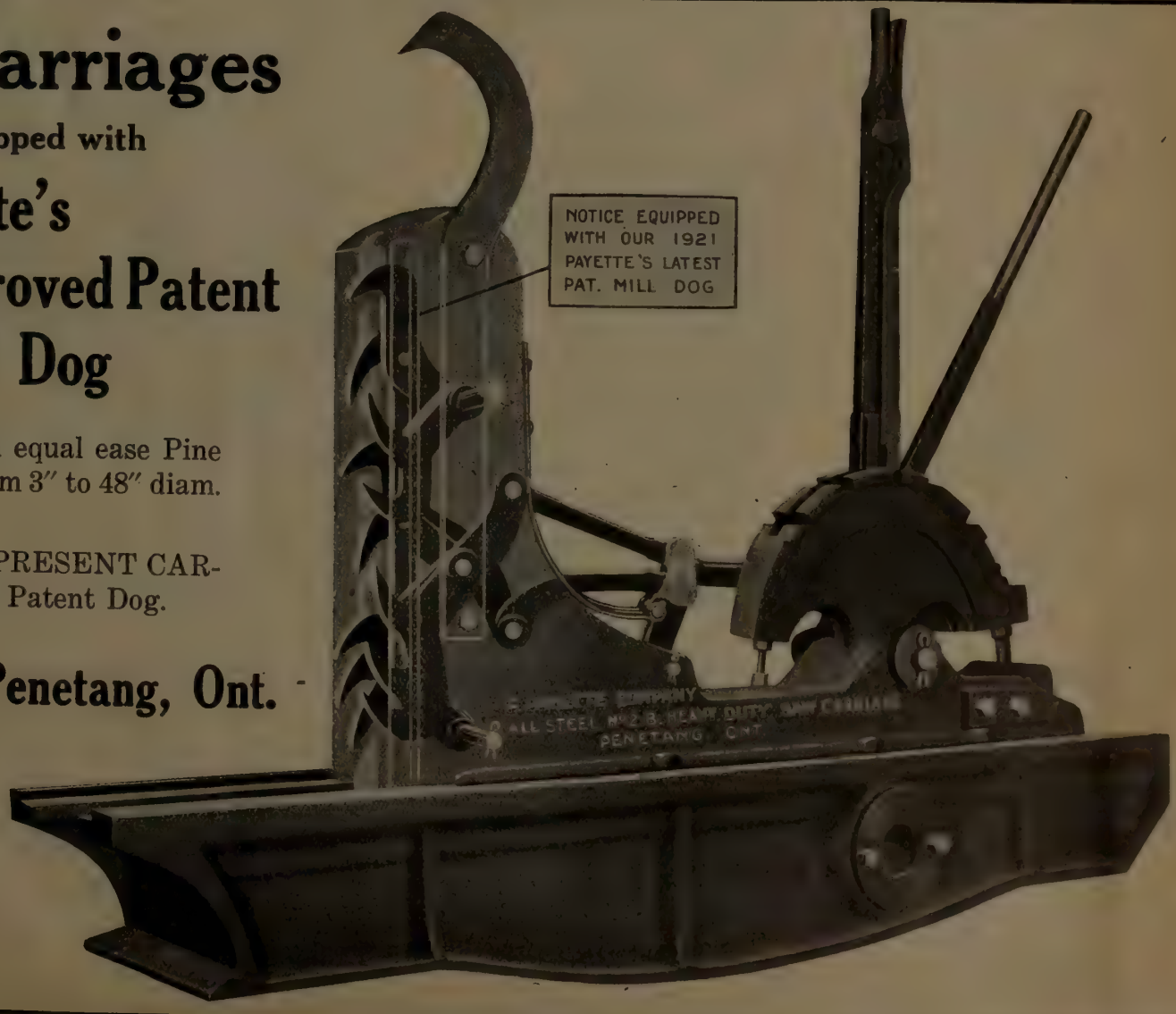

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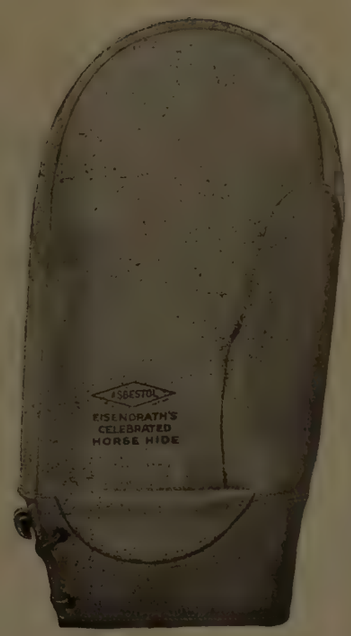

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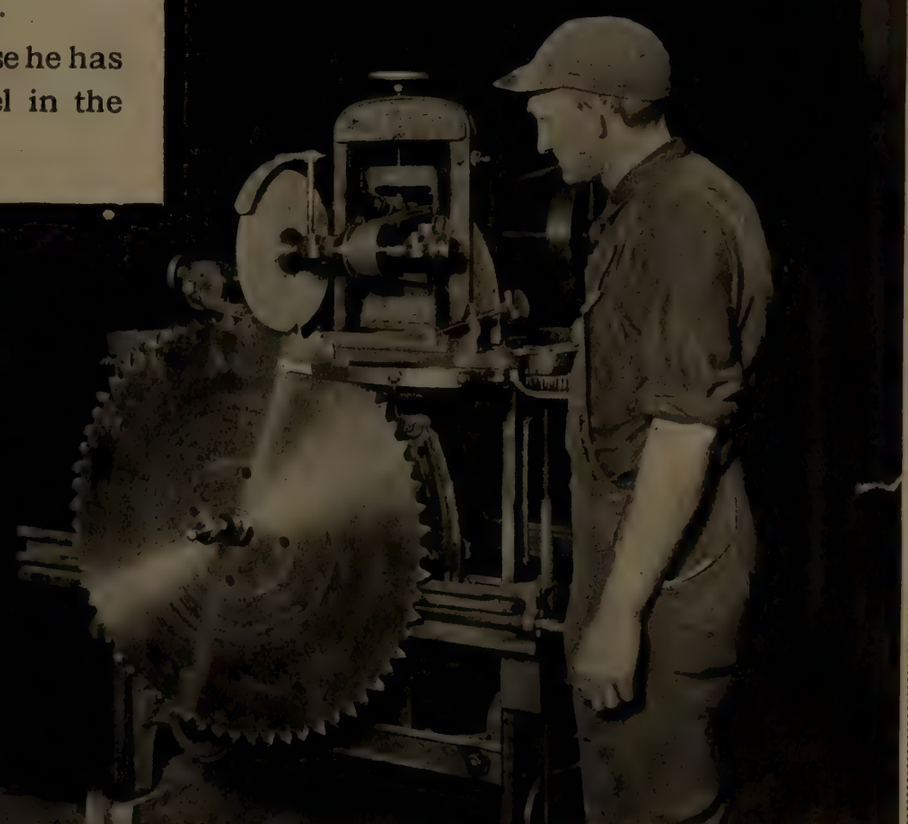

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Grier & Sons, Limited, G. A.
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Heaps & Sons
Heeney, Percy E.
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McLennan Lumber Company
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Musgrave & Co.
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Woods Mfg. Company, Limited

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Fraser Bryson Lumber Co., Ltd.
Fraser Limited
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Gillies Brothers
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Harroun & Son, J. E.
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Lloyd, W. Y.
Loggie Co., W. S.
Long Lumber Company
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McCormack & Stewart
McLennan Lumber Company
Muir & Kirkpatrick
Musgrave & Co.
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Rolland Lumber Co.
Rose, McLaurin Limited
Russell, Chas. H.
Selander, Anton
Shearer Company, Jas.
Shives Lumber Co. Ltd.
Snowball Co., J. B.
Spencer Limited, C. A.
Standard Export Lumber Co.
Stearns & Co., F. H.
Taft-Davis Lumber Co.
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STEEL CHAIN
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STEEL PLATE CONSTRUCTION
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STEAM PLANT ACCESSORIES
Waterous Engine Works Company

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STEEL DRUMS
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Woods Manufacturing Company, Ltd.

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Canadian Chicago Bridge & Iron Co.
Hogan, F. J.
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Woods Mfg. Company

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Grant, Holden & Graham, Limited

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Austin & Nicholson
Canadian Tie & Lumber Co.
Cedar Products Ltd.
Gloucester Lumber & Trading Co.
Harris Tie & Timber Company, Ltd.
Long Lumber Company
McLennan Lumber Company
Miller, W. H. Co.
Price Bros. & Co.
Snowball Co., J. B.
Terry & Gordon

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Cant & Kemp
Farnworth & Jardine
Smith & Tyrer Limited
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Corbet Foundry & Machine Co.
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Seagrave, Loughead Company

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General Supply Co. of Canada, Ltd
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Waterous Engine Works Company

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Green Company, C. Walter
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VENEERS
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Coe Manufacturing Company
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VENEER MACHINERY
Coe Machinery Company
Garlock-Walker Machinery Co.
Proctor & Schwartz Inc.

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Johnson, A. H.

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Hamilton Company, William

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Hogan, F. J.
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GeBott Mfg. Co.

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Canada Wire & Iron Goods Co.

WIRE CLOTH
Canada Wire & Iron Goods Co.

WIRE ROPE
Canada Wire & Cable Co.
Canada Wire & Iron Goods Co.
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Canada Machinery Corporation
General Supply Co. of Canada, Ltd.
Hall & Brown Wood Working Machine Company
Jeffrey Manufacturing Company
Long Manufacturing Company, E.
Mershon & Company, W. B.
Waterous Engine Works Company
Yates Machine Company, P. B.

WOOD PRESERVATIVES
Beveridge Paper Company
International Chemical Company

WOOD PULP
Austin & Nicholson
New Ontario Colonization Co.
River Ouelle Pulp and Lumber Co.